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The Daily Financial Services Newspaper

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## TODAY

### Correspondent Banking Review

A few dark clouds have been hovering over interbank relationships lately, but bankers' forecasts have varied. Some predict thunder and lightning, while others see patches of blue burning through. Today's feature section underscores the fact that the correspondent climate is astir with change. The section begins on page .......... 11

**CORRESPONDENT THRIFTS:** Correspondent balances of thrifts have boosted figures for banks' correspondent business, an *American Banker* survey finds .......... 1

**INTERSTATE FRANCHISING:** Norwest Corp. has signed a franchising agreement with Affiliated Bank Corp. in Wyoming .......... 1

**WHAT'S HAPPENING IN . . .** In Texas, financial service representatives are lobbying for legislation allowing second mortgages. Meanwhile, in Tennessee, bankers and the state's governor are in basic agreement on plans for interstate banking .......... 2

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**THE BACK PAGE:** Other insurers have called him a maverick and a traitor, but ITT Life president Robert MacDonald is still promoting partnerships between banks and insurance companies .......... 48

# Thrifts Give Big Boost to Correspondent Banking

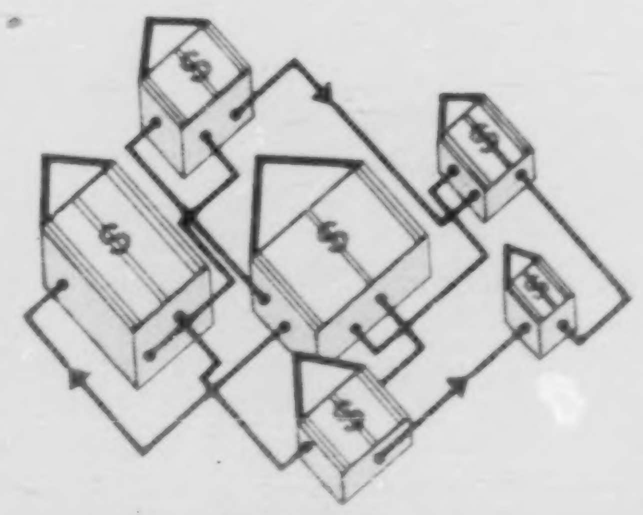
## Accounted for 12% of Domestic Balances at Midyear, American Banker Survey Finds

By L. MICHAEL CACACE

NEW YORK — The changes in the thrift institution industry caused by deregulation appear to be having a major impact on commercial banks' correspondent banking business.

New data published today by the *American Banker* as part of its annual survey of correspondent banking show for the first time how sizable a figure the correspondent bank balances deposited by thrift institutions into commercial banks has become. Approximately 12% of total domestic correspondent balances — demand deposits due banks and thrifts — are thrift correspondent balances.

The new data reflect the recent changes in federal regulatory report of condition, which require banks for the first time to report deposits due all thrift institutions — mutual and stock savings banks, building and savings and loan associations, homestead associations, cooperative banks, and credit unions. In prior years, only deposits due mutual savings banks were reported to federal regulators.



The importance of the thrift business is most dramatically reflected in the figures reported by banks in California, where the savings and loan industry is heavily concentrated. For example, Union Bank, Los Angeles, vaulted 59 places in rank — to eighth place — because of the inclusion of $336 million in demand deposits due all thrifts. Security Pacific National Bank, Los Angeles, moved up eight places — to 10th place — because of the inclusion of $141 million in thrift balances.

Union Bank's domestic correspondent balances rose more than 500% to $594.7 million on June 30. A year earlier, the bank reported domestic correspondent balances of only $99 million, with no deposits due mutual savings banks. The $336 million in thrift correspondent balances makes Union Bank the top bank in thrift correspondent balances.

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"Union Bank has long been a leading correspondent bank to the thrift industry and, in general, places heavy emphasis on its financial institutions' business," said Mark Buchman, the bank's executive vice president. He identified check clearing as the major correspondent service that Union Bank provides to thrifts.

Security Pacific National Bank, with its $141 million in thrift correspondent balances, ranks third in these deposits. Thrift balances accounted for 28.1% of the bank's domestic correspondent balance total of $500.6 million on June 30. A year ago, the bank reported only $163,000 in correspondent balances due mutual savings banks.

Because of the tremendous impact that thrift balances had on the balances reported by Union Bank and Security Pacific, the *American Banker* footnotes these banks in its listing of the top domestic correspondent banks, beginning on page 28, to caution the reader that the 1984 and 1983 data are not comparable because of call report changes.

(The *American Banker* identifies the top 100 banks in thrift correspondent balances in a new table appearing on page 40. Also, for a discussion of all of the changes in the call report affecting the *American Banker's* correspondent banking definitions and statistical listings, see the related story on page 9.)

There were 344 commercial banks in

➼ Correspondent: Page 7

**Top 5 Banks**
**Deposits Due Thrifts**

| | | Demand Deposits ($ Mil.) |
|---|---|---|
| 1 | Union Bank | $336 |
| 2 | Savings Bank & Trust | 168 |
| 3 | Security Pacific | 141 |
| 4 | Manuf. Hanover | 122 |
| 5 | 1st Nat'l Bank, Boston | 90 |

**Top 5 Banks**
**Deposits Due Banks**

| | | Demand Deposits ($ Mil.) |
|---|---|---|
| 1 | Manuf. Hanover | $1,576 |
| 2 | Bank of America | 1,160 |
| 3 | Chase Manhattan | 1,117 |
| 4 | 1st Nat'l Bank, Boston | 726 |
| 5 | Bankers Trust Co. | 717 |

# Norwest Goes into Franchising

## 8 Banks in Wyoming Will Soon Be Buying Firm's Services

Special to the American Banker

MINNEAPOLIS — Eight Wyoming banks will soon be sporting the Norwest Corp.'s name and buying its services under the first franchising agreement signed by the Minneapolis-based bank holding company.

Corporate Strategy

The agreement with Affiliated Bank Corp., parent company of the eight Wyoming institutions, will mark the first time the Norwest logo will appear outside its traditional seven-state service area.

Bank franchising is a relatively new concept pioneered by the California-based First Interstate Bancorp. It is, in part, a response to growing competition from other financial institutions not subject to federal limits on interstate banking.

"This is a way of extending our representation into new geographic areas without actual ownership of the bank itself," Norwest chairman John Morrison said.

Affiliated will remain independent and keep its existing management. It will pay franchise fees and royalties to Norwest and will benefit from its advertising and computer technology. Affiliated will also have access to such Norwest services as mortgage banking, venture capital, and insurance.

Customers of Affiliated's banks will be able to cash checks at Norwest's 235 banking offices and the 540 offices of Norwest Finance, a Des Moines-based

➼ Norwest: Page 47

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# Inclusion of Thrifts Hikes Correspondent Banking Totals

**Continued from Page 1**

the United States with total domestic correspondent balances of $10 million or more on June 30, compared with 300 banks a year earlier. The inclusion of all thrift correspondent balances is the major reason for the increase in the number of banks in the listing.

**Top 5 Banks**

**Deposits Due Foreign Banks**

| | | Demand Deposits ($ Mil.) |
|---|---|---|
| 1 | Chase Manhattan Bank | $1,326 |
| 2 | Citibank NA | 1,065 |
| 3 | Manuf. Hanover | 1,060 |
| 4 | Chemical Bank | 1,025 |
| 5 | Bankers Trust Co. | 996 |

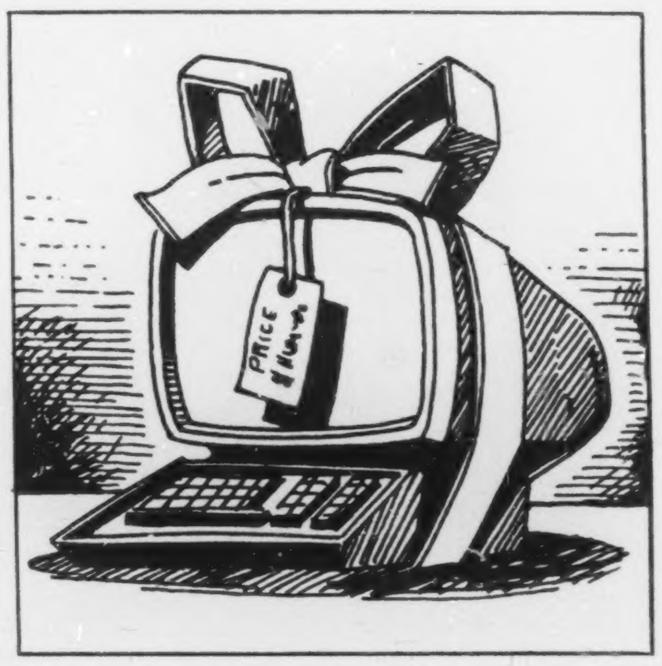
Thrift correspondent balances for these 344 banks totaled $3.6 billion at midyear, or 12.1% of the $29.53 billion in total domestic correspondent banks held by these banks. A year earlier, correspondent balances due mutual savings banks — the only thrift correspondent balance data available — totaled only $870 million for these same 344 banks and accounted for only 3.1% of the $27.25 billion in domestic correspondent balances held by these banks.

Sandwiched between Union Bank and Security Pacific as the second largest bank in correspondent balances due thrifts is Savings Bank Trust Co., New York, with $168.1 million at midyear. This total accounts for 100% of the bank's domestic correspondent balances.

The bank — established as a depository trust company for the thrift industry under a special New York State banking law — is a state-chartered commercial bank that is not insured by the Federal Deposit Insurance Corp. and is not a member of the Federal Reserve System. It is included in the *American Banker* survey for the first time so that all banks providing correspondent services to the thrift industry are identified.

The nation's top domestic correspondent banker, Manufacturers Hanover Trust Co., New York, ranks fourth in thrift correspondent balances with $122.3 million on June 30. These deposits represent 7.8% of Manufacturers Hanover's $1.58 billion in domestic correspondent balances on June 30.

Manny Hanny was not as greatly affected by the broadened definition of domestic correspondent balances as was Union Bank and Security Pacific. On June 30, 1983, Manufacturers Hanover reported $101.5 million in demand deposits due mutual savings banks.



Data Processing

First National Bank, Boston, the nation's fourth largest domestic correspondent bank with $726 million, was

➳ **Correspondent: Page 10**

# Diebold Unveils Free-Standing, Drive-in ATMs

**By MICHAEL WEINSTEIN**

NEW YORK — Diebold Inc., based in Canton, Ohio, has introduced a new automated teller machine for use at drive-in lanes outside bank offices.

Diebold, the leading manufacturer of teller machines in the United States, says the new unit is the first free-standing machine available for drive-up use. Until now, the firm said, teller machines serving drive-up customers have been installed through the wall of the bank office or another physical structure.

"Over half of all transactions at banks with drive-in facilities are made at the drive-in lane," Diebold president Robert W. Mahoney said. "The island ATM can accommodate substantial increases in transaction volume."

The new machine, which performs the standard teller machine transactions, costs between $30,000 and $32,000, said Michael S. Paulus, Diebold's manager of public relations. The new machine increases a bank's flexibility with drive-up ATMs, Mr. Paulus said, since the unit can be installed in a lane that is not adjacent to a building.

In another development, Diebold said that it will close its manufacturing plant in Wooster, Ohio. The announcement reflects declining demand for the traditional banking equipment — such as safe deposit boxes, drive-up windows, and units designed to operate under teller counters — made at the Wooster plant, Mr. Paulus said.

"The impact for us is minimal," he said. "It isn't anything major." And Susan K. Skinner, an analyst with Donaldson, Lufkin & Jenrette, does not think the move will have a significant impact on the company.

Diebold makes a variety of automated banking systems and electronic and traditional security equipment. In 1983, Diebold had net income of $49 million on sales of $445 million.

The Wooster plant will close next May. Diebold will continue to make the Wooster plant's products at its Canton facility. Diebold will also continue to operate both plants in Newark, Ohio, and its facility in Hamilton, Ohio. ■

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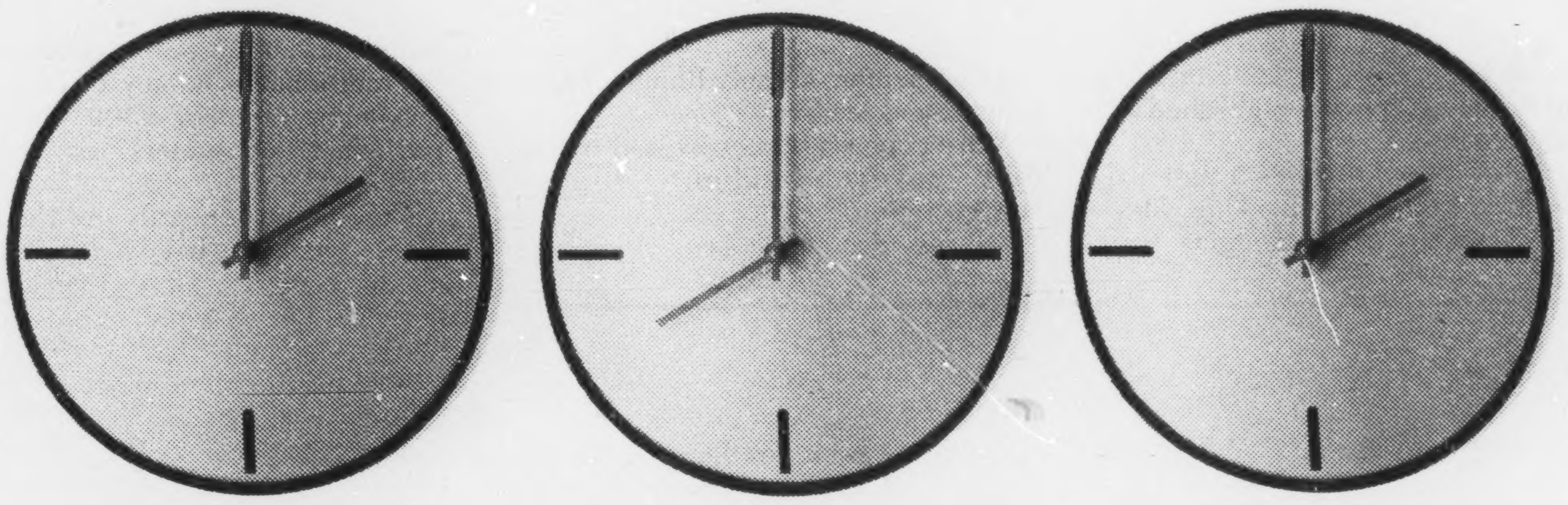

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# Correspondent Banking Survey's Definitions, Data Sources

The data for the *American Banker* survey of correspondent banking are taken from an *American Banker* questionnaire asking for June 30, 1984, data from the federal regulatory report of condition, or "call report."

Specifically, the data requested were from Schedule RC-E, Part 1, of the call report. This part asks for a breakdown of deposits for a bank and its domestic subsidiaries. In addition, banks with Edge banking subsidiaries were asked to report selected deposit data, as of June 30, for their domestic Edge banking offices from Federal Reserve Form FR2886b, which is the Edge bank call report.

**Domestic correspondent balances** are defined as the sum of demand deposits due other depository institutions in the United States, plus demand deposits due other commercial banks in the United States (excluding U.S. branches and agencies of foreign banks) and demand deposits due the foreign branches of other U.S. banks. Other depository institutions include mutual and stock savings banks, building or savings and loan associations, homestead associations, cooperative banks, and credit unions. Demand deposits due these other depository institutions are called **correspondent balances due thrift institutions**.

**Foreign correspondent balances** are the the sum of demand deposits due other banks in foreign countries, plus demand deposits due the U.S. branches and agencies of foreign banks and demand deposits due foreign government and official institutions. Added to these foreign correspondent balances are the **clearing balances** in the bank's domestic Edge bank subsidiaries.

**Clearing balances** are the sum of the Edge bank's transaction accounts due foreign government and official institutions, plus transaction accounts due commercial banks in the United States and transaction accounts due banks in foreign countries.

**Data Resources Inc.**, Lexington, Mass., or **DRI**, helped the *American Banker* identify the universe of approximately 500 banks surveyed for this study. In addition, DRI provided the *American Banker* with data from Schedule RC-E for approximately 70 banks that did not respond to the survey questionnaire. DRI has a computerized data base of commercial banks derived from the Federal Reserve Board quarterly computer tape of the call report.

### Changes in Definitions

The substantial changes in the call report, beginning with the March 31, 1984, report, resulted in one major definitional change and one major reporting problem for *American Banker.*

The significant call report change affecting the correspondent banking definitions was the inclusion of all thrift institution deposits on Line 5 of Schedule RC-E of the call report— "deposits due other depository institutions in the U.S." Prior to this year, only the deposits of mutual savings banks were identified separately. The deposits of the other thrift institutions were reported as part of deposits of individuals, partnerships, and corporations, and therefore were previously not included in the survey figures reported by banks.

This new line helps provide a more accurate measure of total domestic correspondent balances and, for the first time, identify the top banks in correspondent relationships with thrifts. The *American Banker* survey identifies the top 100 banks in correspondent balances due thrifts in a special new table in today's edition.

The most significant problem was the elimination by regulators of the breakdown of "demand deposits due commercial banks in the U.S." into its two component parts: demand deposits due the U.S. branches and agencies of foreign banks and demand deposits due other commercial banks in the United States.

Banks now are required only to report total demand deposits due commercial banks in the United States. Similarly, the breakdown of "demand deposits due banks in foreign countries" into its two component parts was eliminated. That category had included demand deposits due foreign branches of U.S. banks and demand deposits due other banks in foreign countries.

### Problem for NYC Banks

The elimination of these breakdowns caused substantial problems because demand deposits due U.S. branches and agencies of foreign banks are a component of foreign correspondent balances, and demand deposits due the foreign branches of U.S. banks are a component of domestic correspondent balances.

The problem is a significant one for major New York City banks, who clear many of their foreign trade, foreign exchange and foreign correspondent transactions through the U.S. branches and agencies of foreign banks. These foreign bank-related transactions are again appearing as deposits due "domestic banks," distorting the measures of both domestic and foreign correspondent balances.

In May of this year, the *American Banker* conducted a special survey of the top 50 correspondent banks, asking them if they would be able to provide the breakdowns of both deposits due U.S. commercial banks and deposits due foreign banks (as per the 1983 call report). If the banks continued to report this breakdown, the definitions could be maintained and the data comparisons with prior years could be maintained. Thirty banks responded to this survey, and 28 banks, or 93% of those responding, said that they could and would provide this breakdown. Based on this response, the *American Banker*, in its survey of all 500 correspondent banks, asked for this breakdown.

Fortunately, more than 95% of the survey population that responded to the questionnaire were able to provide the breakdown. For those unable to do so, the following assumptions were made: all amounts reported under the new call report category "demand deposits due U.S. banks" are considered domestic correspondent balances, and all amounts reported under the new call report category "demand deposits due banks in foreign countries" are considered foreign correspondent balances.

Unfortunately, among the less than 5% of the banks that were unable or unwilling to provide the old call report breakdowns were five major New York-based correspondent banks: Manufacturers Hanover Trust Co., Chase Manhattan Bank, Morgan Guaranty Trust Co., Bankers Trust Co., and Citibank. As a result, the 1984 domestic and foreign correspondent bank totals for these banks are not comparable with their 1983 totals.

### Listing Will Be Published

More meaningful comparisons for these banks will be comparisons based on "total correspondent balances," which are the sum of domestic plus foreign correspondent balances. The *American Banker* plans to publish such a listing next March 18 as part of its special edition for the American Bankers Association corporate banking conference.

Another minor effect of the call report changes was the replacement of the three traditional deposit types — demand deposits, time deposit, and savings deposits — with two new classifications — transactions accounts and nontransaction accounts. Demand deposits are shown as a component of transaction accounts. *American Banker* maintained its traditional ranking based on demand deposits. Transaction balances, which were not reported as demand deposits, were classified as time and savings deposits by *American Banker* and added to nontransaction balances to obtain total time and savings deposits due banks. ■

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## Real Estate Executive Retiring from Coldwell

LOS ANGELES — The Coldwell Banker Real Estate Group announced Thursday that Forest E. Olson, 58, chairman and chief executive officer of its business unit, the Coldwell Banker Residential Group, will retire Dec. 31.

"Forest Olson has been one of the principal innovators in modern real estate practice and has built the premier residential brokerage organization in the country," said C. Wesley Poulson, chairman of the Coldwell Banker Real Estate Group. "He has, as much as any other individual at Coldwell Banker, been responsible for the success of the company during its publicly owned years and since the merger with Sears, Roebuck and Co. in 1981."

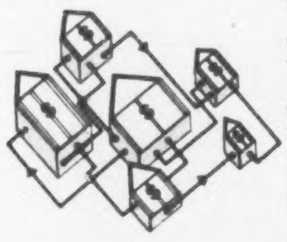
Mr. Olson will be retained as a consultant during most of 1985, focusing on the implementation of a new residential mortgage system.

Joe F. Hanauer, 47, president of the residential group, has been nominated for the additional post of chairman and chief executive officer of that group. Upon election, he will begin service effective Jan. 1.

Mr. Hanauer was elected president of the residential group in March and has managed its residential brokerage operations since 1982. ■

# Important Findings from the Survey of Correspondent Banking

By L. MICHAEL CACACE



NEW YORK — The *American Banker* surveyed approximately 600 commercial banks to identify and rank the top domestic and foreign correspondent bankers. Listed below are some of the survey's more important findings.

- There were 344 banks with $10 million or more in domestic correspondent balances at midyear, compared with 300 a year earlier. These banks had $29.53 billion in domestic correspondent balances, up 8.4% from $27.25 billion a year earlier. The major reason for the gain was the inclusion for the first time this year of all thrift correspondent balances in the figures reported by banks. Excluding thrift correspondent balances, correspondent balances due other U.S. commercial banks declined 1.7% to $25.93 billion.

Securities Safekeeping

This slight decline in correspondent balances is primarily due to the rise in the earnings credit factor over the period. The earnings credit factor is an interest rate — usually the 90-day Treasury bill rate — used by correspondent bankers to value correspondent balances. The 90-day T-bill rate rose approximately 81 basis points over the year ending June 30, 1984.

If the prices of correspondent services remain unchanged, correspondent balances tend to fall as interest rates rise, since a lower level of balances are needed to pay for correspondent services. Preliminary findings of a survey of correspondent banker conducted by Robert Knight Associates, Alliance, Neb., finds almost no increase in the prices of correspondent services over the period of the study.

- Mr. Knight produced another interesting survey finding. The *American Banker's* survey has been criticized by some for measuring correspondent banks by balances only. Some argue that fees are becoming a more significant factor in correspondent banking. Mr. Knight finds that "the overwhelming majority of correspondent bankers report that the amount of compensation in the form of fees is less than 1% or 2% of revenues derived from traditional correspondent services."
- The survey finds that time and savings deposits due U.S. banks by the top 344 correspondent banks fell 29%, to $9.13 billion from $12.91 billion. Some of the factors cited by correspondent bankers for this decline are a tightening of Federal Reserve monetary policy, the depressed situation in agricultural areas of the country, and more "bottom line" consciousness by respondents who are looking for more attractive forms of investment to boost earnings.
- Seven New York City banks top the listing of banks ranked by foreign correspondent balances. Chase Manhattan Bank retained its ranking as the top bank in foreign correspondent balances, with $1.33 billion at midyear. Citibank again was second, with $1.07 billion. Manufacturers Hanover Trust Co. moved up to third place, with $1.06 billion; Chemical Bank was fourth, with $1.02 billion; and Bankers Trust Co. was fifth, with $996 million. Irving Trust Co. was sixth, with $720 million, and Morgan Guaranty Trust Co. was seventh, with $716 million.
- Fifty-seven banks had foreign correspondent balances of $10 million or more, and the total of these deposits at these banks was $10.43 billion on June 30, virtually unchanged from $10.65 billion a year earlier.
- While demand balances remained virtually unchanged, time and savings deposits plummeted 74%, to $4.57 billion from $17.63 billion. The bulk of these deposits are uninsured, large-denomination certificates of deposits, and a portion of this tremendous decline may be attributable to the increased caution shown by banks in the wake of the problems experienced earlier this year by Continental Illinois Corp. ■

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## Answer . . .

Continued from Page 4

personal loans made by the bank to Charles, in the sum of $12,500. Chad's new stepmother was added to the checking account and she made several withdrawals from the account. Except for $320, all of the minor's funds were dissipated by the guardian and his wife.

A new guardian was appointed for Chad and he brought suit against the bank. The trial court held that the bank was not liable and entered judgment in favor of the bank, but the U.S. Court of Appeals in Washington reversed and remanded the case to the trial court to determine whether the bank was a holder in due course of the insurance check.

If the bank was a holder in due course of the insurance check, it took the check free of all claims and would not be liable to the guardianship estate.

The mere fact that the father who deposited the check was a guardian did not of itself put the bank on notice that the guardianship might have a claim against him. But in this case, the check was made payable to a guardian, giving notice that the funds were owned by the minor, Chad.

The bank had knowledge that the funds were deposited in the guardian's personal account, a transaction for his own benefit. The bank thereafter paid out the funds to pay the guardian's personal loans to the bank. All of these facts raise an issue of fact as to the bank's status as a holder in due course. The court concluded that the new guardian should have his day in court to determine whether the bank was a holder in due course. ■

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# New Data Highlight Thrift Correspondent Balances

Continued from Page 7

fifth in thrift correspondent balances with $89.7 million, or 12.4% of its total.

### Chase Manhattan Sixth

Chase Manhattan Bank, New York, the third largest domestic correspondent bank and the top foreign correspondent banker, was sixth in thrift correspondent balances with $84.2 million, or 7.5% of its $1.12 billion in domestic correspondent balances. However, another Chase Manhattan Corp. bank — Chase Lincoln First Bank NA, Rochester, N.Y. — ranks 24th in thrift balances with $33.8 million, or 88.4% of its total domestic correspondent balances. The two Chase banks combined have $118 million, placing Chase right behind Manufacturers Hanover in these balances.

In today's edition are four major correspondent banking tables. As mentioned above, a new listing of the top 100 banks in thrift correspondent balances appears on page 40. This table shows the bank's thrift correspondent balances, its total correspondent balances, and the ratio of the thrift balances to total domestic correspondent balances.

The table listing the 344 commercial banks with $10 million or more in domestic correspondent balances appears on pages 28 through 31. All banks with $7 million in correspondent balances in 1983 have a rank. Banks with less than $7 million in domestic correspondent balances on June 30, 1983, have a ranking of zero for that date. New banks, not previously included in the survey until this year, have no data shown for 1983.

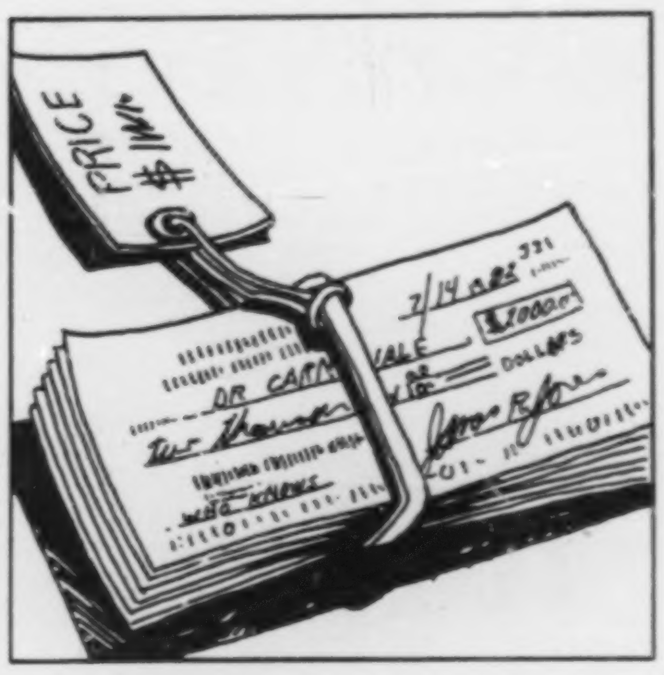
A small summary table that breaks down the domestic correspondent balances of these 344 by Federal Reserve district appears on page 32.

Also on page 32 is a listing of the 57 banks with foreign correspondent balances of $10 million or more. And on page 34 is a listing of the Edge bank component of foreign correspondent balances for the banks listed on page 32 that have Edge banks with "clearing balances."

The *American Banker* plans to publish additional correspondent banking tables based on this survey on March 18, 1985, to coincide with the American Bankers' Association national corporate banking conference. On that date, a listing of banks with $10 million or more in total correspondent balances — domestic correspondent balances plus foreign correspondent balances — will be published.

In addition, the 344 banks in domestic correspondent balances published in today's edition will be listed in order of their Federal Reserve district. Within a district, they will be listed by state, and within a state they will be listed in order of their domestic correspondent balances.

Finally, a listing of banks with $10 million or more in total interbank deposits — demand, time, and savings deposits due all banks — will appear in the March 18 edition. ■



Check Processing

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top Correspondent Bank** tables that appear in today's edition? Over the past year we have incorporated many of your suggestions to provide more meaningful information. Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

(2.) What do you like **best** about this tabulation?

(3.) What do you like **least** about this tabulation?

(4.) **How** do you use this information in your work?

(5.) What **new** statistical survey would you like to see?

**Name (optional)**__________
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Renaissance Center, Detroit

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Harold W. Allmacher Jr., President
First National Bank in Mount Clemens

The First National Bank in Mount Clemens is one of more than 200 financial institutions from Vermont to Arizona that use Mellon's Datacenter Services.

"We were willing to pay a little more for Mellon's Remote Job Entry systems because of the payoff," says Allmacher. "The payoff has been fast start-up, little or no downtime, and a system that's constantly updated to stay on top of changes in the industry. Others promise. Mellon delivers."

Mellon was one of the first banks to apply electronic systems to banking, in 1955, and we've been in the forefront of development ever since. A staff of more than 500 bankers who are data-processing professionals, supported by an annual development budget in excess of $40 million, ensures that commitment. Mellon's Datacenter shares in those resources, giving its customers a distinct financial and competitive advantage in today's demanding, rapidly changing financial services environment.

If you're concerned about maintaining cost-effectiveness while providing the new services that staying competitive demands, compare your processing costs and capabilities with those provided by Mellon's Datacenter.

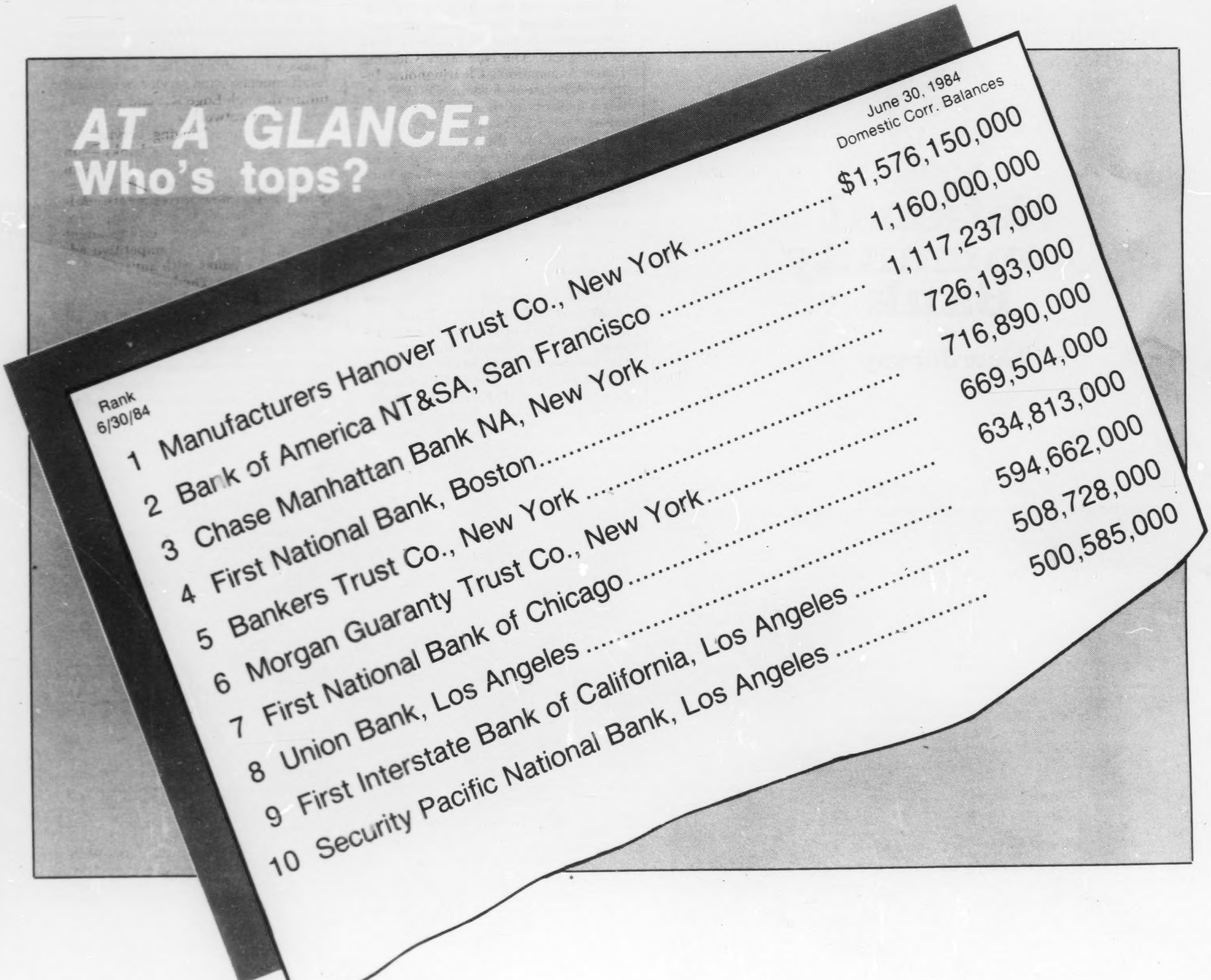
Just call Dick Meyer, vice president, (412) 234-4861. Or write to him at Mellon Bank, Datacenter Division, One Mellon Bank Center, Pittsburgh, PA 15258.

Mellon Bank
Bankers helping bankers compete.

# American Banker

## ranks the

## Top Correspondent Banks



AT A GLANCE:
Who's tops?

| Rank 6/30/84 | | June 30, 1984 Domestic Corr. Balances |
|---|---|---|
| 1 | Manufacturers Hanover Trust Co., New York | $1,576,150,000 |
| 2 | Bank of America NT&SA, San Francisco | 1,160,000,000 |
| 3 | Chase Manhattan Bank NA, New York | 1,117,237,000 |
| 4 | First National Bank, Boston | 726,193,000 |
| 5 | Bankers Trust Co., New York | 716,890,000 |
| 6 | Morgan Guaranty Trust Co., New York | 669,504,000 |
| 7 | First National Bank of Chicago | 634,813,000 |
| 8 | Union Bank, Los Angeles | 594,662,000 |
| 9 | First Interstate Bank of California, Los Angeles | 508,728,000 |
| 10 | Security Pacific National Bank, Los Angeles | 500,585,000 |

# Banks by Demand Deposits Due to U.S. Banks

## Banks with Domestic Correspondent Balances of $10 Million or More

Compiled by American Banker Copyright 1984

(Dollar Figures in Thousands)

| Rank 6/30/84 | | Demand Deposits Due to U.S. Banks | | Rank 6/30/83 | Gain | Time and Savings Deposits Due to U.S. Banks | |
|---|---|---|---|---|---|---|---|
| | | 6/30/84 | 6/30/83 | | | 6/30/84 | 6/30/83 |
| 1 | Manufacturers Hanover Trust Co., New York (x) | 1,576,150 | 1,160,309 | 1 | | 850,552 | 828,381 |
| 2 | Bank of America NT&SA, San Francisco | 1,160,000 | 508,628 | 11 | + 9 | 267,000 | 729,708 |
| 3 | Chase Manhattan Bank NA, New York (x) | 1,117,237 | 1,018,145 | 3 | | 0 | 925,206 |
| 4 | First National Bank, Boston (x) | 726,193 | 543,722 | 10 | + 6 | 8,905 | 7,900 |
| 5 | Bankers Trust Co., New York (x) | 716,890 | 584,612 | 8 | + 3 | 1,107,458 | 833,801 |
| 6 | Morgan Guaranty Trust Co., New York (x) | 669,504 | 957,646 | 5 | | 554,439 | 510,327 |
| 7 | First National Bank of Chicago | 634,813 | 544,549 | 9 | + 2 | 683,025 | 437,609 |
| 8 | Union Bank, Los Angeles (x) | 594,662 | 99,131 | 67 | + 59 | 6,929 | 4,681 |
| 9 | First Interstate Bank of California, Los Angeles (x) | 508,728 | 490,331 | 13 | + 4 | 8,505 | 65,432 |
| 10 | Security Pacific National Bank, Los Angeles (x) | 500,585 | 296,731 | 18 | + 8 | 49,304 | 61,612 |
| 11 | Citibank NA, New York (x) | 398,000 | 130,000 | 51 | + 40 | 44,000 | 1,122,000 |
| 12 | Irving Trust Co., New York | 394,109 | 272,026 | 20 | + 8 | 208,277 | 544,097 |
| 13 | Chemical Bank, New York | 391,744 | 643,298 | 7 | | 259,962 | 1,025,525 |
| 14 | MBank Dallas NA | 368,396 | 316,600 | 17 | + 3 | 26,617 | 24,474 |
| 15 | Philadelphia National Bank | 361,181 | 498,434 | 12 | | 35,817 | 48,587 |
| 16 | RepublicBank Dallas NA | 340,470 | 321,285 | 16 | | 93,979 | 125,266 |
| 17 | InterFirst Bank Dallas NA | 338,160 | 343,912 | 15 | | 0 | 0 |
| 18 | National Bank of Detroit | 329,670 | 240,820 | 22 | + 4 | 45,284 | 15,400 |
| 19 | Continental Illinois Nat'l Bank & Trust Co., Chicago (x) | 317,243 | 911,790 | 6 | | 430,622 | 1,335,325 |
| 20 | Mellon Bank NA, Pittsburgh | 288,469 | 278,208 | 19 | | 342,651 | 299,986 |
| 21 | Connecticut National Bank, Hartford | 276,817 | 404,965 | 14 | | 17,288 | 10,300 |
| 22 | First Tennessee Bank NA, Memphis | 274,768 | 201,009 | 31 | + 9 | 0 | 0 |
| 23 | Indiana National Bank, Indianapolis | 248,969 | 218,669 | 24 | + 1 | 4,750 | 14,629 |
| 24 | Centerre Bank NA, St. Louis, Mo. | 238,305 | 184,643 | 34 | + 10 | 100,726 | 108,967 |
| 25 | Texas Commerce Bank NA, Houston | 233,577 | 1,085,092 | 2 | | 24,155 | 42,886 |
| 26 | Harris Trust & Savings Bank, Chicago | 220,775 | 195,092 | 33 | + 7 | 48,926 | 46,034 |
| 27 | Norwest Bank Minneapolis NA | 216,037 | 206,840 | 29 | + 2 | 158,841 | 79,358 |
| 28 | American National Bank & Trust Co., Chicago | 207,830 | 211,165 | 27 | | 0 | 0 |
| 29 | First City National Bank, Houston | 206,077 | 994,208 | 4 | | 272,130 | 21,425 |
| 30 | Mercantile Trust Co. NA, St. Louis, Mo. | 204,589 | 232,113 | 23 | | 116,256 | 76,131 |
| 31 | Southeast Bank NA, Miami | 197,426 | 71,573 | 85 | + 54 | 0 | 136 |
| 32 | Northern Trust Co., Chicago | 190,973 | 251,213 | 21 | | 130,872 | 130,667 |
| 33 | First Wisconsin National Bank, Milwaukee | 186,959 | 180,077 | 39 | + 6 | 43,085 | 48,217 |
| 34 | First National State Bank of New Jersey, Newark | 177,492 | 130,275 | 50 | + 16 | 49,549 | 38,642 |
| 35 | Boatmen's National Bank, St. Louis, Mo. | 173,435 | 173,664 | 40 | + 5 | 15,369 | 9,182 |
| 36 | Wells Fargo Bank NA, San Francisco | 170,221 | 183,402 | 36 | | 30,090 | 45,272 |
| 37 | State Street Bank & Trust Co., Boston | 170,021 | 91,899 | 73 | + 36 | 23,170 | 57,466 |
| 38 | Savings Banks Trust Co., New York | 168,065 | ........ | ... | | 4,874 | ........ |
| 39 | First National Bank St. Paul, Minn. | 167,058 | 208,794 | 28 | | 11,885 | 15,073 |
| 40 | Pittsburgh National Bank | 167,005 | 162,078 | 42 | + 2 | 4,574 | 0 |
| 41 | Community Bank, Huntington Park, Calif. | 157,729 | 125,820 | 54 | + 13 | 9,340 | 11,150 |
| 42 | Allied Bank of Texas, Houston | 157,685 | 196,034 | 32 | | 147,276 | 46,612 |
| 43 | Valley National Bank, Phoenix, Ariz. | 157,372 | 44,635 | 133 | + 90 | 16,579 | 1,037 |
| 44 | First National Bank of Atlanta | 155,890 | 172,031 | 41 | | 138,218 | 85,779 |
| 45 | Crocker National Bank, San Francisco | 155,239 | 214,739 | 26 | | 0 | 8,278 |
| 46 | First National Bank of Commerce, New Orleans | 154,116 | 184,095 | 35 | | 1,481 | 5.750 |
| 47 | United Bank of Denver NA | 153,300 | 142,773 | 47 | | 5,666 | 9,090 |
| 48 | First Pennsylvania Bank NA, Philadelphia | 152,519 | 55,177 | 109 | + 61 | 20,755 | 7,611 |
| 49 | Maryland National Bank, Baltimore | 150,375 | 127,032 | 53 | + 4 | 0 | 0 |
| 50 | Bank of New York | 148,938 | 159,985 | 44 | | 20,906 | 53,252 |
| 51 | First National Bank of Florida, Tampa | 147,660 | 133,831 | 49 | | 0 | 0 |
| 52 | InterFirst Bank Houston NA | 141,317 | 123,024 | 57 | + 5 | 271,425 | 8,431 |
| 53 | United Missouri Bank of Kansas City NA | 139,008 | 143,734 | 46 | | 1,371 | 5,422 |
| 54 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | 137,436 | 95,674 | 68 | + 14 | 3,000 | 0 |
| 55 | Texas American Bank/Fort Worth NA | 136,439 | 127,967 | 52 | | 17,844 | 19,360 |
| 56 | First National Bank, Louisville, Ky. | 132,635 | 150,759 | 45 | | 7,682 | 73,530 |
| 57 | Bank of New England NA, Boston | 132,358 | 74,510 | 82 | + 25 | 47,916 | 46,479 |
| 58 | Liberty National Bank & Trust Co., Louisville, Ky. | 130,494 | 87,035 | 75 | + 17 | 19,148 | 9,945 |
| 59 | Commerce Bank of Kansas City NA, Mo. | 130,264 | 112,950 | 62 | + 3 | 852 | 14,054 |
| 60 | Manufacturers Hanover Bank (Delaware), Wilmington | 129,163 | ........ | ... | | 29,056 | ........ |
| 61 | Manufacturers National Bank, Detroit | 127,801 | 95,276 | 69 | + 8 | 4,505 | 200 |
| 62 | NCNB National Bank of North Carolina, Charlotte | 127,549 | 181,648 | 37 | | 13,700 | 20,384 |
| 63 | Mellon Bank (East), Philadelphia | 125,204 | 91,108 | 74 | + 11 | 2,206 | 5,735 |
| 64 | United Oklahoma Bank, Oklahoma City | 125,061 | 99,839 | 65 | + 1 | 9,257 | 12,538 |
| 65 | Connecticut Bank & Trust Co. NA, Hartford | 122,363 | 116,533 | 60 | | 1,450 | 151 |
| 66 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 122,015 | 201,372 | 30 | | 31,124 | 19,149 |
| 67 | M&I Marshall & Ilsley Bank, Milwaukee, Wis. | 119,133 | 124,682 | 55 | | 0 | 0 |
| 68 | First National Bank, Minneapolis | 118,284 | 181,644 | 38 | | 58,783 | 15,035 |
| 69 | Sun Bank NA, Orlando, Fla. | 112,372 | 74,743 | 81 | + 12 | 0 | 0 |
| 70 | Trust Company Bank, Atlanta | 110,608 | 107,178 | 63 | | 2,558 | 2,350 |
| 71 | Bank of the Southwest NA, Houston | 109,886 | 218,398 | 25 | | 47,284 | 11,378 |
| 72 | Citizens & Southern National Bank, Atlanta | 109,859 | 161,886 | 43 | | 9,299 | 12,182 |
| 73 | Liberty National Bank & Trust Co., Oklahoma City | 105,940 | 118,293 | 59 | | 15,147 | 53,160 |
| 74 | NCNB National Bank of Florida NA, Tampa | 105,519 | 74,198 | 83 | + 9 | 0 | 0 |
| 75 | European American Bank & Trust Co., New York | 105,297 | 53,355 | 112 | + 37 | 6,829 | 50,500 |
| 76 | First National Bank & Trust Co., Oklahoma City | 104,217 | 103,853 | 64 | | 96,118 | 22,534 |
| 77 | Central Bank of Denver | 101,407 | 99,656 | 66 | | 0 | 3,770 |
| 78 | First National Bank, Kansas City, Mo. | 101,403 | 93,614 | 71 | | 43,581 | 30,806 |
| 79 | Texas Commerce Bank-Dallas NA | 97,204 | 69,455 | 87 | + 8 | 1,500 | 934 |
| 80 | First Interstate Bank of Denver NA | 94,032 | 14,702 | 262 | +182 | 17,539 | 7,204 |
| 81 | Peoples National Bank of Washington, Seattle | 92,294 | 80,554 | 78 | | 612 | 879 |
| 82 | First City Bank, Dallas | 88,999 | 118,866 | 58 | | 87,411 | 35,711 |
| 83 | Society National Bank, Cleveland | 86,709 | 42,651 | 136 | + 53 | 0 | 0 |
| 84 | Midlantic National Bank, Newark, N.J. | 85,692 | 52,944 | 114 | + 30 | 0 | 0 |
| 85 | Shawmut Bank of Boston NA | 85,484 | 138,161 | 48 | | 800 | 8,775 |
| 86 | Merchants National Bank, Cedar Rapids, Iowa | 84,640 | 80,288 | 79 | | 800 | 2,400 |
| 87 | First of America-Detroit NA | 82,944 | 62,695 | 93 | + 6 | 0 | 0 |
| 88 | Fidelity Bank, Philadelphia | 82,411 | 55,543 | 108 | + 20 | 6,343 | 5,071 |
| 89 | InterFirst Bank Austin NA, Tex. | 81,699 | 68,808 | 89 | | 14,937 | 56,497 |
| 90 | First National Bank & Trust Co., Lincoln, Neb. | 79,456 | 78,092 | 80 | | 2,598 | 1,225 |

For definitions and survey information see the story beginning on page 1.

**(x)** — For the banks identified with this footnote, the 1984 domestic correspondent balance totals are not comparable with 1983 totals because of changes in the Federal regulatory report of condition. See the story beginning on page 1 for details.

# Banks by Demand Deposits Due to U.S. Banks

## Banks with Domestic Correspondent Balances of $10 Million or More

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(Dollar Figures in Thousands)

| Rank | | Demand Deposits Due to U.S. Banks | | Rank | | Time and Savings Deposits Due to U.S. Banks | |
|---|---|---|---|---|---|---|---|
| 6/30/84 | | 6/30/84 | 6/30/83 | 6/30/83 | Gain | 6/30/84 | 6/30/83 |
| 91 | Marine Midland Bank NA, Buffalo, N.Y. | 76,787 | 114,291 | 61 | | 7,149 | 461,570 |
| 92 | Sovran Bank NA, Richmond | 76,686 | 11,054 | 289 | +197 | 36,327 | 2,500 |
| 93 | Provident National Bank, Philadelphia | 75,134 | 57,832 | 103 | + 10 | 26,957 | 2,727 |
| 94 | Corpus Christi National Bank, Tex. | 74,887 | 49,060 | 120 | + 26 | 0 | 8,650 |
| 95 | Omaha National Bank, Neb. | 72,576 | 72,254 | 84 | | 0 | 3,551 |
| 96 | California First Bank, San Francisco | 71,321 | 693 | 0 | | 0 | 750 |
| 97 | Colorado National Bank, Denver | 70,516 | 123,744 | 56 | | 0 | 34,650 |
| 98 | United Virginia Bank, Richmond | 70,091 | 48,293 | 123 | + 25 | 26,191 | 9,388 |
| 99 | Norwest Bank Omaha NA, Neb. | 69,320 | 69,520 | 86 | | 1,350 | 4,150 |
| 100 | AmeriTrust Co. NA, Cleveland | 68,608 | 31,746 | 168 | + 68 | 1,263 | 11,914 |
| 101 | United States National Bank, Portland, Ore. | 67,797 | 53,326 | 113 | + 12 | 0 | 0 |
| 102 | Boatmen's Bank & Trust Co., Kansas City, Mo. | 67,419 | 60,497 | 98 | | 13,230 | 12,700 |
| 103 | Bank of Oklahoma NA, Tulsa | 66,894 | 68,520 | 90 | | 46,226 | 9,293 |
| 104 | Rainier National Bank, Seattle | 66,139 | 45,982 | 128 | + 24 | 7,873 | 6,507 |
| 105 | First National Bank, Fort Myers, Fla. | 65,542 | 59,806 | 102 | | 0 | 0 |
| 106 | First Alabama Bank, Birmingham | 65,173 | ....... | ... | | 0 | ....... |
| 107 | Third National Bank, Nashville, Tenn. | 64,651 | 68,873 | 88 | | 13,062 | 15,883 |
| 108 | Central Bank of the South, Birmingham, Ala. | 63,845 | 59,818 | 101 | | 2,358 | 4,569 |
| 109 | First National Bank & Trust Co., Tulsa | 63,649 | 34,808 | 156 | + 47 | 1,226 | 7,200 |
| 110 | Seattle-First National Bank | 63,585 | 21,666 | 217 | +107 | 27,751 | 38,314 |
| 111 | First Commercial Bank NA, Little Rock, Ark. | 61,946 | 28,599 | 183 | + 72 | 579 | 515 |
| 112 | Fourth National Bank & Trust Co., Wichita, Kan. | 61,796 | 94,105 | 70 | | 19,471 | 5,316 |
| 113 | Capital Bank & Trust Co., Baton Rouge, La. | 61,794 | 67,519 | 91 | | 34,410 | 30,083 |
| 114 | Equitable Bank NA, Baltimore | 60,786 | 51,279 | 115 | + 1 | 7,937 | 0 |
| 115 | American Bank & Trust Co., Baton Rouge, La. | 60,669 | 51,064 | 116 | + 1 | 10,431 | 18,636 |
| 116 | Midlantic National Bank/North, West Paterson, N.J. | 60,212 | 49,323 | 118 | + 2 | 0 | 0 |
| 117 | First State Bank, Abilene, Tex. | 59,053 | 82,473 | 77 | | 52,226 | 63,437 |
| 118 | First National Bank, Columbia, S.C. | 57,776 | 33,915 | 160 | + 42 | 132 | 0 |
| 119 | Frost National Bank, San Antonio, Tex. | 57,589 | 55,676 | 107 | | 100 | 600 |
| 120 | First American National Bank, Nashville, Tenn. | 57,430 | 85,467 | 76 | | 7,154 | 2,362 |
| 121 | First National Bank, Cincinnati | 56,679 | 48,985 | 121 | | 1,550 | 800 |
| 122 | Capital Bank NA, Houston | 56,361 | 56,165 | 105 | | 15,002 | 47,896 |
| 123 | National City Bank, Cleveland | 55,554 | 53,373 | 111 | | 1,551 | 15,285 |
| 124 | Union Planters National Bank, Memphis, Tenn. | 53,248 | 46,425 | 125 | + 1 | 17,774 | 11,230 |
| 125 | Bank South NA, Atlanta | 52,776 | 66,388 | 92 | | 15,291 | 15,710 |
| 126 | Norwest Bank Des Moines NA, Iowa | 52,722 | 49,530 | 117 | | 5,621 | 7,960 |
| 127 | Barnett Bank of Tampa NA, Fla. | 52,186 | 39,350 | 142 | + 15 | 0 | 0 |
| 128 | Merchants National Bank & Trust Co., Indianapolis | 51,927 | 37,970 | 146 | + 18 | 11,180 | 55,419 |
| 129 | Industrial Valley Bank & Trust Co., Philadelphia | 51,250 | 18,929 | 236 | +107 | 0 | 0 |
| 130 | Hibernia National Bank, New Orleans | 49,839 | 45,238 | 131 | + 1 | 214 | 5,900 |
| 131 | BancTexas Dallas NA | 49,700 | 61,830 | 96 | | 136,721 | 101,340 |
| 132 | Worthen Bank & Trust Co. NA, Little Rock. Ark. | 49,245 | 30,927 | 172 | + 40 | 410 | 3,445 |
| 133 | Comerica Bank-Detroit | 49,051 | 46,246 | 126 | | 29,613 | 0 |
| 134 | SouthTrust Bank of Alabama NA, Birmingham | 48,833 | 43,402 | 134 | | 10,889 | 6,460 |
| 135 | American Fletcher National B & T Co., Indianapolis | 48,723 | 57,134 | 104 | | 147,723 | 62,114 |
| 136 | Key Bank NA, Albany, N.Y. | 48,574 | 41,260 | 137 | + 1 | 0 | 0 |
| 137 | Centerre Bank of Kansas City NA, Mo. | 48,183 | 34,494 | 159 | + 22 | 11,479 | 13,568 |
| 138 | National Bank of Commerce T&S Assn., Lincoln, Neb. | 47,982 | 40,738 | 139 | + 1 | 100 | 0 |
| 139 | First National Bank, Omaha, Neb. | 47,807 | 60,110 | 99 | | 7,947 | 11,690 |
| 140 | Mercantile-Safe Deposit & Trust Co., Baltimore | 47,775 | 32,249 | 167 | + 27 | 0 | 0 |
| 141 | Arizona Bank, Phoenix | 47,258 | 3,540 | 0 | | 191 | 0 |
| 142 | Davenport Bank & Trust Co., Iowa | 47,001 | 16,360 | 250 | +108 | 1,650 | 1,727 |
| 143 | First National Bank, Shreveport, La. | 46,955 | 45,249 | 130 | | 1,400 | 7,202 |
| 144 | InterFirst Bank Fort Worth NA, Tex. | 46,922 | 45,983 | 127 | | 6,806 | 9,971 |
| 145 | American National Bank & Trust Co., Chattanooga, Tenn. | 46,397 | 36,404 | 151 | + 6 | 0 | 0 |
| 146 | Commercial National Bank, Shreveport, La. | 46,220 | 35,382 | 154 | + 8 | 9,600 | 8,252 |
| 147 | Marine Bank NA, Milwaukee, Wis. | 45,959 | 38,580 | 143 | | 9,000 | 10,475 |
| 148 | Whitney National Bank, New Orleans | 45,135 | 54,792 | 110 | | 280 | 2,230 |
| 149 | Merchandise National Bank, Chicago | 43,972 | ....... | ... | | 0 | ....... |
| 150 | National State Bank, Elizabeth, N.J. | 43,331 | 25,700 | 197 | + 47 | 0 | 0 |
| 151 | BayBank Boston NA | 42,694 | ....... | ... | | 1,562 | ....... |
| 152 | Fifth Third Bank, Cincinnati | 42,383 | 37,126 | 148 | | 5,978 | 900 |
| 153 | Central Bank, Monroe, La. | 42,366 | 32,396 | 165 | + 12 | 100 | 110 |
| 154 | LaSalle National Bank, Chicago | 42,243 | 32,625 | 164 | + 10 | 4,626 | 11,129 |
| 155 | Texas American Bank/Houston NA | 41,248 | 31,385 | 169 | + 14 | 12,357 | 22,744 |
| 156 | Boston Safe Deposit & Trust Co. | 40,642 | 45,173 | 132 | | 13,969 | 4,500 |
| 157 | BancOhio National Bank, Columbus | 40,622 | 19,401 | 233 | + 76 | 0 | 0 |
| 158 | Fidelity Bank NA, Oklahoma City, Okla. | 39,599 | 48,797 | 122 | | 16,149 | 46,046 |
| 159 | Florida National Bank of Jacksonville | 38,305 | 22,500 | 213 | + 54 | 0 | 0 |
| 160 | Chase Lincoln First Bank NA, Rochester, N.Y. | 38,284 | 29,239 | 182 | + 22 | 0 | 5,000 |
| 161 | Bank of Hawaii, Honolulu | 38,270 | 6,854 | 0 | | 0 | 0 |
| 162 | AmSouth Bank NA, Birmingham, Ala. | 38,185 | 38,258 | 144 | | 161,824 | 81,886 |
| 163 | National Bank of Commerce, San Antonio, Tex. | 37,912 | 30,731 | 174 | + 11 | 3,104 | 2,882 |
| 164 | Security National Bank, Sioux City, Iowa | 37.787 | 46,543 | 124 | | 34 | 0 |
| 165 | Pan American Bank NA, Miami | 37,434 | 18,373 | 239 | + 74 | 0 | 5,000 |
| 166 | National Westminster Bank USA, New York | 37,398 | 20,636 | 223 | + 57 | 0 | 190,050 |
| 167 | First Interstate Bank of Oregon NA, Portland | 37,209 | 26,452 | 193 | + 26 | 603 | 515 |
| 168 | First National Bank, Lubbock, Tex. | 96,302 | 30,082 | 176 | + 8 | 7,550 | 8,301 |
| 169 | Citizens National Bank, Evansville, Ind. | 35,939 | 23,429 | 207 | + 38 | 447 | 924 |
| 170 | First National Bank, Belleville, Ill. | 35,499 | 20,835 | 222 | + 52 | 550 | 700 |
| 171 | BancOne Columbus NA, Ohio | 35,429 | 43,195 | 135 | | 23,000 | 9,000 |
| 172 | Commerce Union Bank, Nashville, Tenn. | 35,317 | 40,014 | 141 | | 994 | 1,460 |
| 173 | National Community Bank, Rutherford, N.J. | 35,216 | ....... | ... | | 0 | ....... |
| 174 | Old National Bank, Evansville, Ind. | 34,327 | 23,394 | 209 | + 35 | 1,685 | 4,849 |
| 175 | Bankers Trust Co., Des Moines, Iowa | 34,297 | 38,139 | 145 | | 5,781 | 13,822 |
| 176 | Midway National Bank, St. Paul, Minn | 34,142 | 29,380 | 181 | + 5 | 0 | 0 |
| 177 | Central Penn National Bank, Philadelphia | 34,006 | 20,606 | 224 | + 47 | 275 | 1,059 |
| 178 | Victoria Bank & Trust Co., Tex. | 33,910 | 24,781 | 200 | + 22 | 5,379 | 8,912 |
| 179 | Bank of California NA, San Francisco | 33,344 | 22,748 | 212 | + 33 | 9,340 | 22,235 |
| 180 | State National Bank, El Paso, Tex. | 33,269 | 36,943 | 149 | | 10 | 23,100 |

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# Banks by Demand Deposits Due to U.S. Banks

## Banks with Domestic Correspondent Balances of $10 Million or More

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(Dollar Figures in Thousands)

| Rank | | Demand Deposits Due to U.S. Banks | | Rank | Gain | Time and Savings Deposits Due to U.S. Banks | |
|---|---|---|---|---|---|---|---|
| 6/30/84 | | 6/30/84 | 6/30/83 | 6/30/83 | | 6/30/84 | 6/30/83 |
| 181 | Deposit Guaranty National Bank, Jackson, Miss. | 33,143 | 40,911 | 138 | | 11,724 | 9,083 |
| 182 | National Bank of Commerce, Memphis | 33,060 | 33,339 | 162 | | 11,523 | 2,176 |
| 183 | Michigan National Bank, Detroit | 32,341 | 28,511 | 184 | + 1 | 0 | 0 |
| 184 | Union Trust Company of Maryland, Baltimore | 32,182 | 11,633 | 285 | +101 | 3,631 | 997 |
| 185 | Shawmut Worcester County Bank NA, Worcester, Mass. | 32,120 | 18,828 | 237 | + 52 | 1,450 | 0 |
| 186 | Old National Bank of Washington, Spokane | 32,070 | 11,024 | 290 | +104 | 0 | 0 |
| 187 | American National Bank & Trust Co., St. Paul, Minn. | 31,996 | 36,812 | 150 | | 7,816 | 2,699 |
| 188 | F&M Marquette National Bank, Minneapolis | 31,668 | 35,046 | 155 | | 6,501 | 3,779 |
| 189 | First American Bank of Knoxville NA, Tenn. | 31,063 | ........ | ... | | 0 | ........ |
| 190 | Texas Commerce Bank-Austin NA | 30,927 | 27,552 | 188 | | 18,078 | 17,520 |
| 191 | First National Bank, Wichita, Kan. | 30,751 | 26,741 | 192 | + 1 | 0 | 0 |
| 192 | Independent State Bank of Minnesota, Minneapolis | 30,660 | ........ | ... | | 5,316 | ........ |
| 193 | First Security Nat'l Bank & Trust Co., Lexington, Ky. | 30,430 | 27,531 | 189 | | 497 | 1,497 |
| 194 | First National Bank, Albuquerque, N.M. | 30,160 | 24,206 | 204 | + 10 | 0 | 0 |
| 195 | Citizens Bank, Sheboygan, Wis. | 30,159 | ........ | ... | | 0 | ........ |
| 196 | First National Bank, Topeka, Kan. | 30,017 | 24,703 | 201 | + 5 | 0 | 0 |
| 197 | United Jersey Bank, Hackensack, N.J. | 29,952 | 26,096 | 194 | | 0 | 0 |
| 198 | First Security Bank of Utah NA, Ogden | 29,879 | 32,359 | 166 | | 0 | 0 |
| 199 | Zions First National Bank, Salt Lake City, Utah | 29,748 | 28,316 | 185 | | 3,778 | 4,257 |
| 200 | National Bank of Waterloo, Iowa | 29,691 | 27,518 | 190 | | 0 | 0 |
| 201 | First National Bank, Amarillo, Tex. | 29,554 | 27,809 | 187 | | 13,547 | 26,705 |
| 202 | Barnett Bank of South Florida NA, Miami | 29,322 | 26,065 | 196 | | 0 | 0 |
| 203 | Commercial National Bank, Kansas City, Kan. | 29,233 | 31,184 | 170 | | 200 | 570 |
| 204 | First National Bank, Jackson, Miss. | 28,946 | 45,343 | 129 | | 2,393 | 6,086 |
| 205 | United Central Bank of Des Moines NA, Iowa | 28,433 | 37,209 | 147 | | 4,709 | 303 |
| 206 | General Bank, St. Louis, Mo. | 28,289 | 34,780 | 157 | | 5,522 | 5,362 |
| 207 | Barclays Bank of New York NA | 28,153 | 22,847 | 211 | + 4 | 0 | 165 |
| 208 | First City National Bank of Beaumont, Tex. | 28,144 | 15,446 | 254 | + 46 | 0 | 600 |
| 209 | Amarillo National Bank, Tex. | 28,135 | 25,154 | 199 | | 8,700 | 8,320 |
| 210 | Continental National Bank, Fort Worth, Tex. | 28,076 | 30,224 | 175 | | 41,675 | 78,158 |
| 211 | Kellogg-Citizens National Bank, Green Bay, Wis. | 26,932 | 30,899 | 173 | | 1,025 | 100 |
| 212 | Georgia Railroad Bank & Trust Co., Augusta | 26,751 | 16,626 | 247 | + 35 | 280 | 720 |
| 213 | RepublicBank Houston NA | 26,239 | 33,394 | 161 | | 0 | 0 |
| 214 | First American National Bank-Eastern, Kingsport, Tenn. | 26,043 | 19,602 | 228 | + 14 | 522 | 405 |
| 215 | National Bank of Georgia, Atlanta | 26,005 | 19,170 | 235 | + 20 | 19,428 | 18,378 |
| 216 | Cullen Center Bank & Trust Co., Houston | 25,636 | 61,825 | 97 | | 4,156 | 26,594 |
| 217 | Boatmen's National Bank, Springfield, Mo. | 25,384 | 21,454 | 218 | + 1 | 1,695 | 0 |
| 218 | Flagship National Bank of Miami | 25,328 | 3,904 | 0 | | 0 | 0 |
| 219 | Commonwealth National Bank, Harrisburg, Pa. | 25,153 | 15,371 | 255 | + 36 | 1,212 | 97 |
| 220 | National Bank of Washington, D.C. | 25,147 | 6,646 | 0 | | 7,571 | 19,372 |
| 221 | First National Bank, Hutchinson, Kan. | 24,969 | 8,730 | 310 | + 89 | 0 | 0 |
| 222 | Dominion Bank NA, Roanoke, Va. | 24,569 | 21,352 | 219 | | 0 | 7,303 |
| 223 | Citizens & Southern National Bank, Charleston, S.C. | 24,518 | 20,378 | 225 | + 2 | 0 | 0 |
| 224 | First City National Bank Austin, Tex. | 23,992 | 19,181 | 234 | + 10 | 61,643 | 32,795 |
| 225 | Bank of North Dakota, Bismarck | 23,562 | 29,601 | 178 | | 0 | 0 |
| 226 | El Paso National Bank, Tex. | 23,356 | 59,900 | 100 | | 0 | 20,000 |
| 227 | Exchange National Bank, Chicago | 23,157 | 14,204 | 266 | + 39 | 10,908 | 8,967 |
| 228 | Independent State Bank, Denver | 23,117 | ........ | ... | | 0 | ........ |
| 229 | Allied Lakewood Bank, Dallas | 22,862 | ........ | ... | | 12,394 | ........ |
| 230 | Commercial National Bank of Peoria, Ill. | 22,423 | 23,024 | 210 | | 0 | 0 |
| 231 | Atlantic National Bank of Florida, Jacksonville | 22,247 | 29,383 | 180 | | 560 | 635 |
| 232 | Union National Bank, Little Rock, Ark. | 22,127 | 29,412 | 179 | | 326 | 2,734 |
| 233 | First Wisconsin National Bank, Eau Claire | 22,097 | 21,717 | 215 | | 0 | 0 |
| 234 | RepublicBank Waco NA, Tex. | 21,844 | 23,625 | 206 | | 400 | 2,700 |
| 235 | Central Trust Co. NA, Cincinnati | 21,663 | N.A. | ... | | 0 | N.A. |
| 236 | United Missouri Bank of St. Louis NA | 21,652 | ........ | ... | | 0 | ........ |
| 237 | Security National Bank, Kansas City, Kan. | 21,596 | 17,707 | 243 | + 6 | 18,394 | 200 |
| 238 | Riggs National Bank, Washington, D.C. | 21,388 | 13,447 | 272 | + 34 | 6,311 | 62,713 |
| 239 | Rhode Island Hospital Trust National Bank, Providence | 21,383 | 19,474 | 229 | | 0 | 0 |
| 240 | City National Bank, Beverly Hills, Calif. | 21,380 | 11,111 | 288 | + 48 | 805 | 4,763 |
| 241 | Hutchinson National Bank & Trust Co., Kan. | 21,336 | 13,631 | 271 | + 30 | 100 | 650 |
| 242 | Manufacturers & Traders Trust Co., Buffalo, N.Y. | 21,315 | 7,747 | 321 | + 79 | 10 | 21 |
| 243 | First National Bank, Waco, Tex. | 20,930 | 21,716 | 216 | | 4,086 | 5,421 |
| 244 | Continental Bank, Phoenix, Ariz. | 20,924 | ........ | ... | | 0 | ........ |
| 245 | Kanawha Valley Bank NA, Charleston, W. Va. | 20,552 | 19,416 | 232 | | 100 | 300 |
| 246 | Suburban Bank, Bethesda, Md. | 20,484 | ........ | ... | | 7,270 | ........ |
| 247 | First City Bank of Corpus Christi, Tex. | 20,458 | 28,309 | 186 | | 3,640 | 4,850 |
| 248 | First National Bank of Maryland, Baltimore | 20,077 | 33,005 | 163 | | 0 | 7,423 |
| 249 | Old Kent Bank & Trust Co., Grand Rapids, Mich. | 20,063 | 14,811 | 260 | + 11 | 0 | 0 |
| 250 | Alamo National Bank, San Antonio, Tex. | 19,772 | 17,951 | 241 | | 1,837 | 5,520 |
| 251 | Ouachita National Bank, Monroe, La. | 19,748 | 19,875 | 227 | | 0 | 0 |
| 252 | Bank of New England-West NA, Springfield, Mass. | 19,475 | 12,514 | 280 | + 28 | 0 | 0 |
| 253 | United States Trust Co., New York | 19,474 | 26,979 | 191 | | 22,292 | 54,906 |
| 254 | RepublicBank Lubbock NA, Tex. | 19,388 | 22,387 | 214 | | 7,819 | 8,840 |
| 255 | Central National Bank, Cleveland | 19,319 | 31,086 | 171 | | 91,665 | 1,946 |
| 256 | Fidelity National Bank, Baton Rouge, La. | 19,317 | ........ | ... | | 2,632 | ........ |
| 257 | Colonial Bank, Waterbury, Conn. | 19,289 | 5,385 | 0 | | 0 | 98 |
| 258 | United New Mexico Bank, Albuquerque | 19,072 | ........ | ... | | 200 | ........ |
| 259 | American Security Bank NA, Washington, D.C. | 19,004 | 24,214 | 203 | | 45,725 | 73,854 |
| 260 | Louisiana National Bank, Baton Rouge, La. | 18,967 | 20,920 | 221 | | 6,446 | 9,819 |
| 261 | Capital City First National Bank, Tallahasse, Fla. | 18,536 | 15,877 | 252 | | 257 | 21 |
| 262 | Commerce Bank of St. Louis NA, Mo. | 18,430 | 18,463 | 238 | | 0 | 0 |
| 263 | Drovers Bank, Chicago | 18,395 | 17,004 | 245 | | 913 | 1,253 |
| 264 | First National Bank, Elkhart, Ind. | 18,274 | 23,988 | 205 | | 105 | 0 |
| 265 | Lincoln National Bank & Trust Co., Fort Wayne, Ind. | 18,095 | 20,111 | 226 | | 227 | 5 |
| 266 | United Bank of Arizona, Phoenix | 17,994 | 13,688 | 270 | + 4 | 0 | 0 |
| 267 | Bankers Trust of South Carolina, Columbia | 17,295 | 26,096 | 195 | | 70 | 0 |
| 268 | Barnett Bank of Central Florida NA, Winter Park | 17,179 | 11,904 | 283 | + 15 | 0 | 0 |
| 269 | First Interstate Bank of Arizona NA, Phoenix | 17,171 | 10,575 | 295 | + 26 | 0 | 0 |
| 270 | Fort Wayne National Bank, Ind. | 17,155 | 5,403 | 0 | | 0 | 0 |

For definitions and survey information see the story beginning on page 1.

**(x)** — For the banks identified with this footnote, the 1984 domestic correspondent balance totals are not comparable with 1983 totals because of changes in the Federal regulatory report of condition. See the story beginning on page 1 for details.

# Banks by Demand Deposits Due to U.S. Banks

## Banks with Domestic Correspondent Balances of $10 Million or More

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(Dollar Figures in Thousands)

| Rank 6/30/84 | | Demand Deposits Due to U.S. Banks 6/30/84 | Demand Deposits Due to U.S. Banks 6/30/83 | Rank 6/30/83 | Gain | Time and Savings Deposits Due to U.S. Banks 6/30/84 | Time and Savings Deposits Due to U.S. Banks 6/30/83 |
|---|---|---|---|---|---|---|---|
| 271 | BayBank Middlesex, Burlington, Mass. | 17,120 | 14,069 | 268 | | 0 | 0 |
| 272 | Fidelity Union Bank/First National State, Newark, N.J. | 16,681 | 21,036 | 220 | | 491 | 125 |
| 273 | American National Bank, Austin, Tex. | 16,543 | 16,453 | 248 | | 40,120 | 3,962 |
| 274 | First American Bank NA, Washington, D.C. | 16,362 | 15,061 | 258 | | 0 | 0 |
| 275 | UnibancTrust, Chicago | 16,352 | 16,019 | 251 | | 14,035 | 14,037 |
| 276 | Citibank (Delaware), New Castle | 16,267 | ........ | ... | | 0 | ........ |
| 277 | InterFirst Bank Tyler NA, Tex. | 16,024 | 12,997 | 275 | | 3,297 | 22,290 |
| 278 | Merchants National Bank, Mobile, Ala. | 15,920 | 11,633 | 284 | + 6 | 0 | 0 |
| 279 | Bank of New Jersey, Camden | 15,880 | ........ | ... | | 0 | ........ |
| 280 | First National Bank & Trust Co., Salina, Kan. | 15,652 | 16,796 | 246 | | 500 | 0 |
| 281 | Oregon Bank, Portland | 15,563 | 17,774 | 242 | | 871 | 1,135 |
| 282 | Union Trust Co., Stamford, Conn. | 15,550 | 11,912 | 282 | | 493 | 0 |
| 283 | Huntington National Bank, Columbus, Ohio | 15,350 | 25,493 | 198 | | 0 | 0 |
| 284 | Texas Independent Bank, Dallas | 15,295 | ........ | ... | | 69,544 | ........ |
| 285 | Lloyds Bank California, Los Angeles | 15,197 | 11,374 | 286 | + 1 | 1,127 | 5,700 |
| 286 | First National Bank, Sioux City, Iowa | 15,178 | 19,468 | 230 | | 0 | 0 |
| 287 | South Carolina National Bank, Columbia | 15,058 | 6,459 | 0 | | 0 | 0 |
| 288 | Shawmut Bank of Franklin Cty., Greenfield, Mass. | 14,717 | ........ | ... | | 0 | ........ |
| 289 | Maine National Bank, Portland | 14,596 | 16,406 | 249 | | 0 | 0 |
| 290 | Union Bank & Trust Co. NA, Grand Rapids, Mich. | 14,569 | 10,096 | 300 | + 10 | 0 | 0 |
| 291 | Union National Bank, Wichita, Kan. | 14,488 | 14,754 | [illegible] | | 1,494 | 182 |
| 292 | Madison Bank & Trust Co., Chicago | 14,434 | ........ | | | 0 | ........ |
| 293 | Sunwest Bank of Albuquerque NA, N.M. | 14,301 | 14,605 | [illegible] | | 1,020 | 0 |
| 294 | First Hawaiian Bank, Honolulu | 14,153 | 5,179 | 0 | | 801 | 0 |
| 295 | Charleston National Bank, W. Va. | 14,113 | 18,110 | 240 | | 104 | 0 |
| 296 | Norstar Bank of Long Island, Hempstead, N.Y. | 13,521 | ........ | ... | | 0 | ........ |
| 297 | First City National Bank, Tyler, Tex. | 13,400 | 9,889 | 302 | + 5 | 10,625 | 12,975 |
| 298 | Valley National Bank, Des Moines, Iowa | 13,305 | 8,716 | 311 | + 13 | 700 | 1,050 |
| 299 | Puget Sound National Bank, Tacoma, Wash. | 13,287 | ........ | ... | | 0 | ........ |
| 300 | InterFirst Bank Wichita Falls NA, Tex. | 13,210 | 6,881 | 0 | | 8,239 | 11,450 |
| 301 | Commercial National Bank, Tulsa, Okla. | 13,209 | ........ | ... | | 1,900 | ........ |
| 302 | First Bankers NA, Pompano Beach, Fla. | 13,119 | ........ | ... | | 0 | ........ |
| 303 | Preston State Bank, Dallas | 13,065 | 14,570 | 264 | | 0 | 105 |
| 304 | Essexbank, Peabody, Mass. | 12,646 | ........ | ... | | 411 | ........ |
| 305 | Merrill Trust Co., Bangor, Me. | 12,538 | 9,047 | 308 | + 3 | 149 | 0 |
| 306 | Indian Head National Bank, Nashua, N.H. | 12,515 | 8,601 | 314 | + 8 | 0 | 0 |
| 307 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 12,474 | 9,374 | 304 | | 0 | 0 |
| 308 | Genesee Merchants Bank & Trust Co., Flint, Mich. | 12,399 | ........ | ... | | 0 | ........ |
| 309 | First Interstate Bank of Billings NA | 12,318 | 12,596 | 279 | | 486 | 130 |
| 310 | RepublicBank Tyler, Tex. | 12,295 | 7,332 | 323 | + 18 | 2,042 | 3,688 |
| 311 | Blount National Bank, Maryville, Tenn. | 12,290 | ........ | ... | | 200 | ........ |
| 312 | First Bank (NA) Duluth, Minn. | 12,278 | ........ | ... | | 0 | ........ |
| 313 | Casco Northern Bank NA, Portland, Me. | 12,184 | 5,061 | 0 | | 143 | 150 |
| 314 | First City National Bank, El Paso, Tex. | 11,995 | ........ | ... | | 150 | ........ |
| 315 | Fleet National Bank, Providence, R.I. | 11,974 | 6,899 | 0 | | 0 | 20,600 |
| 316 | Colorado National Bank-Pueblo | 11,879 | 1 | 0 | | 16 | 0 |
| 317 | Corn Belt Bank, Bloomington, Ill. | 11,759 | ........ | ... | | 1,235 | ........ |
| 318 | Huntington National Bank of Northeast Ohio, Cleveland | 11,726 | 8,981 | 309 | | 0 | 100 |
| 319 | J. Henry Schroder Bank & Trust Co., New York | 11,723 | 24,282 | 202 | | 57,485 | 86,814 |
| 320 | Equibank, Pittsburgh | 11,626 | 17,132 | 244 | | 4,412 | 6,922 |
| 321 | First Alabama Bank of Montgomery NA | 11,615 | 13,916 | 269 | | 100 | 0 |
| 322 | American Bank & Trust Co., New Orleans | 11,569 | 10,861 | 292 | | 282 | 8 |
| 323 | Merchants National Bank, Topeka, Kan. | 11,524 | 15,040 | 259 | | 108 | 650 |
| 324 | First National Bank, Mobile, Ala. | 11,452 | 8,612 | 313 | | 3,628 | 385 |
| 325 | Simmons First National Bank, Pine Bluff, Ark. | 11,378 | 9,055 | 306 | | 1,560 | 500 |
| 326 | Illinois National Bank, Springfield | 11,349 | 13,178 | 273 | | 0 | 0 |
| 327 | First National Bank of St. Joseph, Mo. | 11,287 | 15,773 | 253 | | 0 | 0 |
| 328 | Security Trust Co., Rochester, N.Y. | 11,233 | 40,415 | 140 | | 4 | 0 |
| 329 | InterFirst Bank Fannin, Houston | 11,229 | 13,170 | 274 | | 13,364 | 10,662 |
| 330 | Norwest Bank Midland NA, Minn. | 11,149 | 10,787 | 294 | | 5,415 | 6,463 |
| 331 | First National Bank, West Monroe, La. | 10,809 | 10,302 | 297 | | 0 | 0 |
| 332 | United Bank of Fort Collins NA, Colo. | 10,740 | ........ | ... | | 0 | ........ |
| 333 | First-Citizens Bank & Trust Co., Raleigh, N.C. | 10,718 | 6,728 | 0 | | 109 | 101 |
| 334 | First National Bank, Rochester, Minn. | 10,683 | ........ | ... | | 0 | ........ |
| 335 | Republic National Bank, New York | 10,660 | 7,398 | 325 | | 105 | 43,160 |
| 336 | Hamilton Bank, Lancaster, Pa. | 10,621 | 2,630 | 0 | | 8,857 | 6,338 |
| 337 | RepublicBank San Antonio NA, Tex. | 10,557 | ........ | ... | | 3,820 | ........ |
| 338 | First National Bank, Champaign, Ill. | 10,490 | ........ | ... | | 0 | ........ |
| 339 | Southwest Bank, Vista, Calif. | 10,323 | ........ | ... | | 233 | ........ |
| 340 | Michigan National Bank, Lansing | 10,176 | 724 | 0 | | 0 | 0 |
| 341 | F & M Bank & Trust Co., Tulsa, Okla. | 10,134 | 8,147 | 316 | | 2,368 | 2,426 |
| | **TOTALS FOR THE 341 BANKS** | **29,530,940** | **27,245,931** | | | **9,125,601** | **12,906,901** |

For definitions and survey information see the story beginning on page 1.

**(x)** — For the banks identified with this footnote, the 1984 domestic correspondent balance totals are not comparable with 1983 totals because of changes in the Federal regulatory report of condition. See the story beginning on page 1 for details.

# Banks by Demand Deposits Due to Foreign Banks

## Banks with Demand Deposits Due to Foreign Banks of $10 Million or More

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(Dollar Figures in Thousands)

| Rank | | Demand Deposits Due to Foreign Banks | | Rank | | Time and Savings Deposits Due Foreign Banks | |
|---|---|---|---|---|---|---|---|
| 6/30/84 | | 6/30/84 | 6/30/83 | 6/30/83 | Gain | 6/30/84 | 6/30/83 |
| 1 | Chase Manhattan Bank NA, New York (x) | 1,325,766 | 1,235,218 | 1 | | 412,053 | 405,259 |
| 2 | Citibank NA, New York (x,y) | 1,065,478 | 1,233,060 | 2 | | 93,000 | 1,919,217 |
| 3 | Manufacturers Hanover Trust Co., New York (x) | 1,060,236 | 847,212 | 6 | +3 | 271,465 | 2,053,425 |
| 4 | Chemical Bank, New York | 1,024,837 | 967,170 | 4 | | 174,009 | 1,194,643 |
| 5 | Bankers Trust Co., New York (x) | 996,245 | 1,165,149 | 3 | | 308,278 | 512,722 |
| 6 | Irving Trust Co., New York | 719,539 | 690,009 | 7 | +1 | 217,294 | 384,709 |
| 7 | Morgan Guaranty Trust Co., New York (x,y) | 715,986 | 942,730 | 5 | | 317,127 | 1,286,551 |
| 8 | Bank of America NT&SA, San Francisco | 591,000 | 652,328 | 8 | | 1,627,000 | 3,138,877 |
| 9 | First National Bank of Chicago | 360,069 | 251,096 | 10 | +1 | 264,492 | 556,027 |
| 10 | Marine Midland Bank NA, Buffalo, N.Y. | 273,808 | 265,001 | 9 | | 10,598 | 561,246 |
| 11 | Philadelphia National Bank | 235,389 | 203,347 | 12 | +1 | 3,350 | 6,000 |
| 12 | Crocker National Bank, San Francisco | 158,872 | 221,025 | 11 | | 0 | 619,960 |
| 13 | First Interstate Bank of California, Los Angeles | 131,236 | 171,333 | 13 | | 27,986 | 36,256 |
| 14 | Wells Fargo Bank NA, San Francisco | 130,740 | 132,134 | 16 | +2 | 14,362 | 278,410 |
| 15 | Security Pacific National Bank, Los Angeles | 123,352 | 142,513 | 14 | | 110,719 | 542,500 |
| 16 | Mellon Bank NA, Pittsburgh | 109,610 | 48,652 | 28 | +12 | 35,800 | 107,305 |
| 17 | First National Bank, Boston (x,y) | 103,416 | 95,191 | 18 | +1 | 33,110 | 74,409 |
| 18 | Brown Brothers Harriman & Co., New York | 94,272 | 82,603 | 20 | +2 | 58,702 | 78,436 |
| 19 | Citizens & Southern National Bank, Atlanta | 86,010 | 45,664 | 29 | +10 | 4,698 | 1,196 |
| 20 | Continental Illinois Nat'l Bank & Trust Co., Chicago | 84,000 | 134,417 | 15 | | 192,410 | 1,723,471 |
| 21 | Riggs National Bank, Washington, D.C. | 76,259 | 71,140 | 22 | +1 | 19,304 | 175,327 |
| 22 | Northern Trust Co., Chicago | 69,201 | 65,146 | 23 | +1 | 82,828 | 27,727 |
| 23 | Bank of California NA, San Francisco | 66,176 | 55,955 | 24 | +1 | 0 | 2,500 |
| 24 | European American Bank & Trust Co., New York | 65,283 | 118,371 | 17 | | 37,811 | 151,091 |
| 25 | National Westminster Bank USA, New York | 59,473 | 54,597 | 25 | | 0 | 207,069 |
| 26 | American Security Bank NA, Washington, D.C. | 41,512 | 73,975 | 21 | | 5,804 | 90,861 |
| 27 | Harris Trust & Savings Bank, Chicago | 39,479 | 35,964 | 34 | +7 | 0 | 1,700 |
| 28 | Republic National Bank, New York | 33,640 | 28,009 | 38 | +10 | 130 | 128,129 |
| 29 | Fidelity Bank, Philadelphia | 31,592 | 30,994 | 36 | +7 | 22,362 | 2,000 |
| 30 | J. Henry Schroder Bank & Trust Co., New York | 30,222 | 51,866 | 26 | | 29,739 | 124,700 |
| 31 | Rainier National Bank, Seattle | 29,876 | 37,165 | 33 | +2 | 34,535 | 39,889 |
| 32 | Bank of New York | 29,659 | 40,500 | 32 | | 30,000 | 83,044 |
| 33 | Israel Discount Bank of New York | 27,751 | 45,391 | 30 | | 82 | 585 |
| 34 | Dai-Ichi Kangyo Bank of California, Los Angeles | 27,180 | 3,764 | 0 | | 4,000 | 7,000 |
| 35 | Atlantic Bank, New York | 26,454 | 16,169 | 46 | +11 | 51,452 | 99,174 |
| 36 | Denver National Bank | 25,497 | ........ | ... | | 0 | ........ |
| 37 | Consolidated Bank NA, Hialeah, Fla. | 25,271 | ........ | ... | | 0 | ........ |
| 38 | National Bank of Detroit | 24,285 | 14,956 | 48 | +10 | 270 | 9,270 |
| 39 | State Street Bank & Trust Co., Boston | 22,925 | 17,337 | 44 | +5 | 0 | 0 |
| 40 | Union Bank, Los Angeles | 22,661 | 84,932 | 19 | | 0 | 11,362 |
| 41 | InterFirst Bank Dallas NA | 21,375 | 15,758 | 47 | +6 | 0 | 4,000 |
| 42 | Bank of Canton of California, San Francisco | 20,228 | 32,751 | 35 | | 61,241 | 66,500 |
| 43 | Texas Commerce Bank NA, Houston | 19,642 | 49,030 | 27 | | 5,000 | 15,000 |
| 44 | Bank Leumi Trust Co., New York | 18,450 | 29,243 | 37 | | 3,307 | 3 |
| 45 | NCNB National Bank of North Carolina, Charlotte | 18,150 | 6,766 | 0 | | 0 | 0 |
| 46 | First National Bank, Minneapolis | 17,255 | 11,538 | 54 | +8 | 0 | 0 |
| 47 | RepublicBank Dallas NA | 16,461 | 12,701 | 52 | +5 | 0 | 0 |
| 48 | First Wisconsin National Bank, Milwaukee | 16,405 | 19,940 | 42 | | 650 | 5,000 |
| 49 | Seattle-First National Bank | 15,591 | 21,860 | 41 | | 9,239 | 121,327 |
| 50 | First City National Bank, Houston | 15,348 | 19,634 | 43 | | 0 | 0 |
| 51 | Chinese American Bank, New York | 15,071 | ........ | ... | | 0 | ........ |
| 52 | First Pennsylvania Bank NA, Philadelphia | 13,499 | 11,890 | 53 | +1 | 0 | 5,700 |
| 53 | Capital Bank, North Bay Village, Miami | 12,392 | ........ | ... | | 0 | ........ |
| 54 | Pittsburgh National Bank | 12,216 | 14,037 | 51 | | 0 | 0 |
| 55 | Fleet National Bank, Providence, R.I. | 10,872 | 6,894 | 0 | | 0 | 22,000 |
| 56 | Mellon Bank (East), Philadelphia | 10,706 | 23,564 | 39 | | 1 | 2 |
| 57 | UBAF Arab American Bank, New York | 10,009 | 6,459 | 0 | | 0 | 751,389 |
| | **TOTALS FOR THE 57 BANKS** | **10,427,927** | **10,654,148** | | | **4,574,208** | **17,632,968** |

For definitions and survey information see the story beginning on page 1.

**(x)** — For the banks identified with this footnote, the 1984 foreign correspondent balance totals are not comparable with 1983 totals because of changes in the Federal regulatory report of condition. See the story beginning on page 1 for details. **(y)** — Bank did not report midyear 1984 correspondent balances in Edge subsidiary. Therefore, yearend 1983 data were used for its Edge bank component of foreign correspondent balances.

## How Bankers' Balances Compare

### By Federal Reserve District, 6/30/84 vs. 6/30/83

| | Due to Banks (in '000s) | | % | Number of Banks(d) | |
|---|---|---|---|---|---|
| | 6/30/84 | 6/30/83(a) | Change(c) | 6/30/84 | 6/30/83 |
| District 1 | 1,674,766 | 1,414,714 | 18.38 | 19 | 12 |
| District 2 | 6,589,545 | 5,748,289 | 14.63 | 30 | 26 |
| District 3 | 1,091,263 | 825,004 | 32.27 | 13 | 9 |
| District 4 | 951,572 | 826,987 | 15.06 | 15 | 13 |
| District 5 | 1,009,941 | 803,689 | 25.66 | 22 | 19 |
| District 6 | 2,375,773 | 2,071,528 | 14.69 | 44 | 44 |
| District 7 | 3,620,561 | 3,790,326 | -4.48 | 44 | 37 |
| District 8 | 1,706,765 | 1,550,707 | 10.06 | 20 | 20 |
| District 9 | 721,932 | 773,217 | -6.63 | 20 | 10 |
| District 10 | 2,133,294 | 1,947,111 | 9.56 | 39 | 36 |
| District 11 | 3,496,086 | 5,127,727 | -31.82 | 50 | 50 |
| District 12 | 4,159,442 | 2,366,632 | 75.75 | 29 | 24 |
| **TOTALS** | **29,530,940** | **27,245,931** | **8.39** | **341** | **300** |

(a)—Data are for the 341 banks in this year's tabulation.

(c)—The percentage change in domestic correspondent balances from 6/30/83 to 6/30/84

(d)—The number of banks with $10 million or more in domestic correspondent balances.

# Edge Component of Demand Deposits Due Foreign Banks

## For Banks with $10 Million or More in Foreign Correspondent Balances

Listed Geographically by Parent Bank

(Dollar Figures in Thousands)

| **Name of Parent Bank**<br>Name of Edge Bank Subsidiary | Demand Deposits Due Foreign Banks in Edge Bank Subsidiaries | | Total Demand Deposits Deposits Due Foreign Banks | | Edge Demand Deposits Due Fgn. Banks as % of Total Demand Deposits Due Foreign Banks | | Time and Savings Deposits Due Foreign Banks In Edge Act Subsidiaries | |
|---|---|---|---|---|---|---|---|---|
| | 6/30/84 | 6/30/83 | 6/30/84 | 6/30/83 | 6/30/84 | 6/30/83 | 6/30/84 | 6/30/83 |
| **First Interstate Bank of California, Los Angeles**<br>First Interstate International of California | 23,243 | 87,350 | 131,236 | 171,333 | 17.71 | 50.98 | 3,000 | 11,821 |
| **Security Pacific National Bank, Los Angeles**<br>Security Pacific International Bank | 90,447 | 103,399 | 123,352 | 142,513 | 73.32 | 72.55 | 30,619 | 100 |
| **Bank of America NT&SA, San Francisco**<br>BankAmerica International | 463,000 | 429,156 | 591,000 | 652,328 | 78.34 | 65.79 | 873,000 | 1,010,007 |
| **Bank of California NA, San Francisco**<br>Bank of California International | 36,372 | 31,738 | 66,176 | 55,955 | 54.96 | 56.72 | 0 | 0 |
| **Crocker National Bank, San Francisco**<br>Crocker Bank International, New York | 66,059 | 123,288 | 158,872 | 221,025 | 41.58 | 55.78 | 0 | 0 |
| **Wells Fargo Bank NA, San Francisco**<br>Wells Fargo Bank International | 80,330 | 81,597 | 130,740 | 132,134 | 61.44 | 61.75 | 868 | 0 |
| **American Security Bank NA, Washington, D.C.**<br>American Security Bank International, Miami | 519 | 178 | 41,512 | 73,975 | 1.25 | 0.24 | 200 | 0 |
| **Riggs National Bank, Washington, D.C.**<br>Riggs International Banking Corp., Miami | 439 | 305 | 76,259 | 71,140 | 0.58 | 0.43 | 0 | 25,716 |
| **Citizens & Southern National Bank, Atlanta (e)**<br>Citizens & Southern International Bank | 71,727 | 32,260 | 86,010 | 45,664 | 83.39 | 70.65 | 4,594 | 1,196 |
| **Continental Illinois Nat'l Bank & Trust Co., Chicago**<br>Continental Bank International | 51,066 | 81,318 | 84,000 | 134,417 | 60.79 | 60.50 | 0 | 0 |
| **First National Bank of Chicago**<br>First Chicago International | 140,320 | 76,843 | 360,069 | 251,096 | 38.97 | 30.60 | 0 | 50,630 |
| **Harris Trust & Savings Bank, Chicago**<br>Harris Bank International Corp., New York | 25,861 | 19,041 | 39,479 | 35,964 | 65.51 | 52.94 | 0 | 0 |
| **Northern Trust Co., Chicago**<br>Northern Trust International Corp., New York | 58,314 | 42,893 | 69,201 | 65,146 | 84.27 | 65.84 | 67,814 | 0 |
| **First National Bank, Boston (e,y)**<br>Bank of Boston International, New York | 22,047 | 20,277 | 103,416 | 95,191 | 21.32 | 21.30 | N.A. | 57,090 |
| **State Street Bank & Trust Co., Boston**<br>State Street Bank Boston International, New York | 10,937 | 7,016 | 22,925 | 17,337 | 47.71 | 40.47 | 0 | 0 |
| **First National Bank, Minneapolis**<br>First Bank International, New York | 3,617 | 2,933 | 17,255 | 11,538 | 20.96 | 25.42 | 0 | 0 |
| **Marine Midland Bank NA, Buffalo, N.Y.**<br>Marine Midland International Bank, Miami | 2,560 | 7,103 | 273,808 | 265,001 | 0.93 | 2.68 | 510 | 17,755 |
| **Bank of New York**<br>Bank of New York International, Miami | 464 | 0 | 29,659 | 40,500 | 1.56 | 0.00 | 0 | 2,070 |
| **Bankers Trust Co., New York**<br>Bankers Trust Co. International, Miami | 6,945 | 8,360 | 996,245 | 1,165,149 | 0.70 | 0.72 | 1,745 | 0 |
| **Chase Manhattan Bank NA, New York**<br>Chase Bank International, Newark, Del. | 4,705 | 2,922 | 1,325,766 | 1,235,218 | 0.35 | 0.24 | 0 | 13,079 |
| **Citibank NA, New York (y)**<br>Citibank International, Miami | 16,478 | 14,060 | 1,065,478 | 1,233,060 | 1.55 | 1.14 | N.A. | 217 |
| **European American Bank & Trust Co., New York**<br>European American Bank International, Los Angeles | 446 | 750 | 65,283 | 118,371 | 0.68 | 0.63 | 0 | 470 |
| **Irving Trust Co., New York**<br>Irving Trust International, Miami | 40,387 | 14,854 | 719,539 | 690,009 | 5.61 | 2.15 | 108,271 | 57,960 |
| **Manufacturers Hanover Trust Co., New York**<br>Manufacturers Hanover International Banking Corp., Miami | 5,153 | 2,801 | 1,060,236 | 847,212 | 0.49 | 0.33 | 0 | 3,047 |
| **Morgan Guaranty Trust Co., New York (y)**<br>Morgan Guaranty International Bank, Miami | 1,061 | 1,950 | 715,986 | 942,730 | 0.15 | 0.21 | N.A.0 | 0 |
| **National Westminster Bank USA, New York**<br>Natwest USA International Bank, Miami | 501 | 67 | 59,473 | 54,597 | 0.84 | 0.12 | 0 | 1,000 |
| **Republic National Bank, New York (e)**<br>Republic International Bank of New York, Miami | 5 | 194 | 33,640 | 28,009 | 0.01 | 0.69 | 0 | 0 |
| **J. Henry Schroder Bank & Trust Co., New York**<br>J. Henry Schroder International Bank, Miami | 409 | 1,314 | 30,222 | 51,866 | 1.35 | 2.53 | 27 | 5,790 |
| **NCNB National Bank of North Carolina, Charlotte**<br>NCNB International Banking Corp., New York | 541 | 228 | 18,150 | 6,766 | 2.98 | 3.37 | 0 | 0 |
| **Fidelity Bank, Philadelphia**<br>Fidelity International Bank, New York | 23,919 | 24,207 | 31,592 | 30,994 | 75.71 | 78.10 | 22,362 | 0 |
| **Philadelphia National Bank**<br>Philadelphia International Bank, Pittsburgh | 171,226 | 158,632 | 235,389 | 203,347 | 72.74 | 78.01 | 0 | 0 |
| **Mellon Bank NA, Pittsburgh**<br>Mellon Bank International, Miami | 89,603 | 31,161 | 109,610 | 48,652 | 81.75 | 64.05 | 3,000 | 3,500 |
| **Pittsburgh National Bank**<br>Pittsburgh International Bank | 4,300 | 4,577 | 12,216 | 14,037 | 35.20 | 32.61 | 0 | 0 |
| **Fleet National Bank, Providence, R.I.**<br>Fleet International Bank, New York | 8,820 | 3,466 | 10,872 | 6,894 | 81.13 | 50.28 | 0 | 0 |
| **InterFirst Bank Dallas NA**<br>InterFirst International Corp., New York | 5,726 | 1,487 | 21,375 | 15,758 | 26.79 | 9.44 | 0 | 4,000 |
| **RepublicBank Dallas NA**<br>RepublicBank Dallas International | 3,515 | 522 | 16,461 | 12,701 | 21.35 | 4.11 | 0 | 0 |
| **Texas Commerce Bank NA, Houston**<br>Texas Commerce International Bank | 302 | 5 | 19,642 | 49,030 | 1.54 | 0.01 | 5,000 | 15,000 |
| **Rainier National Bank, Seattle**<br>Rainier International Bank, Los Angeles | 392 | 278 | 29,876 | 37,165 | 1.31 | 0.75 | 0 | 20,752 |
| **First Wisconsin National Bank, Milwaukee**<br>First Wisconsin International Bank, New York | 6,308 | 6,748 | 16,405 | 19,940 | 38.45 | 33.84 | 650 | 0 |

In the table entitled "Deposits Due to Foreign Banks" on page 32, American Banker lists all U.S. commercial banks with $10 million or more in demand deposits due foreign banks as defined in the story beginning on page 1. This table shows the Edge Act banking component of this total for banks with Edge banks with such deposits. American Banker asked the banks to report combined data for all its domestic Edge bank offices. For banks not responding to the survey, yearend 1983 Edge bank data were used. Footnote (y) identifies these bank. For banks owning more than one Edge, figures shown are the combined sum of balances in these Edges. Footnote (e) identifies these banks.

# TOP 100 BANKS IN CORRESPONDENT BALANCES DUE THRIFTS

Compiled by American Banker Copyright 1984

(Dollar Figures in Thousands)

| Rank | Name of Bank | Corr. Bal. Due Thrifts | Total Domestic Corr. Bal. | Ratio % Thrift: Total |
|---|---|---|---|---|
| 1 | Union Bank, Los Angeles | 336,252 | 594,662 | 56.55 |
| 2 | Savings Banks Trust Co., New York | 168,065 | 168,065 | 100.00 |
| 3 | Security Pacific National Bank, Los Angeles | 140,572 | 500,585 | 28.08 |
| 4 | Manufacturers Hanover Trust Co., New York | 122,280 | 1,576,150 | 7.76 |
| 5 | First National Bank, Boston | 89,719 | 726,193 | 12.35 |
| 6 | Chase Manhattan Bank NA, New York | 84,156 | 1,117,237 | 7.53 |
| 7 | Valley National Bank, Phoenix, Ariz. | 82,973 | 157,372 | 52.72 |
| 8 | California First Bank, San Francisco | 71,051 | 71,321 | 99.62 |
| 9 | Connecticut National Bank, Hartford | 66,175 | 276,817 | 23.91 |
| 10 | Bank of America NT&SA, San Francisco | 66,000 | 1,160,000 | 5.69 |
| 11 | Peoples National Bank of Washington, Seattle | 55,580 | 92,294 | 60.22 |
| 12 | Bank of New England NA, Boston | 52,686 | 132,358 | 39.81 |
| 13 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | 52,439 | 137,436 | 38.16 |
| 14 | Industrial Valley Bank & Trust Co., Philadelphia | 47,996 | 51,250 | 93.65 |
| 15 | First National State Bank of New Jersey, Newark | 47,974 | 177,492 | 27.03 |
| 16 | Connecticut Bank & Trust Co. NA, Hartford | 43,259 | 122,363 | 35.35 |
| 17 | Boston Safe Deposit & Trust Co. | 40,421 | 40,642 | 99.46 |
| 18 | Pittsburgh National Bank | 38,792 | 167,005 | 23.23 |
| 19 | Bank of New York | 38,783 | 148,938 | 26.04 |
| 20 | Central Bank of the South, Birmingham, Ala. | 37,543 | 63,845 | 58.80 |
| 21 | Arizona Bank, Phoenix | 36,881 | 47,258 | 78.04 |
| 22 | Irving Trust Co., New York | 34,950 | 394,109 | 8.87 |
| 23 | Harris Trust & Savings Bank, Chicago | 34,523 | 220,775 | 15.64 |
| 24 | Chase Lincoln First Bank NA, Rochester, N.Y. | 33,845 | 38,284 | 88.41 |
| 25 | State Street Bank & Trust Co., Boston | 32,145 | 170,021 | 18.91 |
| 26 | Maryland National Bank, Baltimore | 31,938 | 150,375 | 21.24 |
| 27 | Sun Bank NA, Orlando, Fla. | 31,011 | 112,372 | 27.60 |
| 28 | European American Bank & Trust Co., New York | 30,323 | 105,297 | 28.80 |
| 29 | United Virginia Bank, Richmond | 30,102 | 70,091 | 42.95 |
| 30 | Citibank NA, New York | 30,000 | 398,000 | 7.54 |
| 31 | Rainier National Bank, Seattle | 29,812 | 66,139 | 45.07 |
| 32 | Marine Midland Bank NA, Buffalo, N.Y. | 28,695 | 76,787 | 37.37 |
| 33 | Southeast Bank NA, Miami | 28,505 | 197,426 | 14.44 |
| 34 | Bank of Hawaii, Honolulu | 27,900 | 38,270 | 72.90 |
| 35 | Sovran Bank NA, Richmond | 27,676 | 76,686 | 36.09 |
| 36 | Wells Fargo Bank NA, San Francisco | 27,342 | 170,221 | 16.06 |
| 37 | Seattle-First National Bank | 26,941 | 63,585 | 42.37 |
| 38 | Morgan Guaranty Trust Co., New York | 26,744 | 669,504 | 3.99 |
| 39 | Barclays Bank of New York NA | 26,717 | 28,153 | 94.90 |
| 40 | National State Bank, Elizabeth, N.J. | 25,084 | 43,331 | 57.89 |
| 41 | Shawmut Worcester County Bank NA, Worcester, Mass. | 23,857 | 32,120 | 74.27 |
| 42 | National Westminster Bank USA, New York | 23,214 | 37,398 | 62.07 |
| 43 | AmeriTrust Co. NA, Cleveland | 22,279 | 68,608 | 32.47 |
| 44 | BancOhio National Bank, Columbus | 22,051 | 40,622 | 54.28 |
| 45 | Chemical Bank, New York | 21,952 | 391,744 | 5.60 |
| 46 | First City National Bank, Houston | 21,906 | 206,077 | 10.63 |
| 47 | Florida National Bank of Jacksonville | 21,827 | 38,305 | 56.98 |
| 48 | Key Bank NA, Albany, N.Y. | 20,506 | 48,574 | 42.22 |
| 49 | Union Trust Company of Maryland, Baltimore | 20,292 | 32,182 | 63.05 |
| 50 | National Bank of Washington, D.C. | 20,111 | 25,147 | 79.97 |
| 51 | Flagship National Bank of Miami | 19,819 | 25,328 | 78.25 |
| 52 | Equitable Bank NA, Baltimore | 19,550 | 60,786 | 32.16 |
| 53 | Suburban Bank, Bethesda, Md. | 19,541 | 20,484 | 95.40 |
| 54 | Merchandise National Bank, Chicago | 19,509 | 43,972 | 44.37 |
| 55 | United States National Bank, Portland, Ore. | 19,206 | 67,797 | 28.33 |
| 56 | First Wisconsin National Bank, Milwaukee | 18,439 | 186,959 | 9.86 |
| 57 | Colonial Bank, Waterbury, Conn. | 17,703 | 19,289 | 91.78 |
| 58 | Trust Company Bank, Atlanta | 17,474 | 110,608 | 15.80 |
| 59 | First National Bank of Chicago | 17,024 | 634,813 | 2.68 |
| 60 | First National Bank, Cincinnati | 16,643 | 56,679 | 29.36 |
| 61 | Manufacturers & Traders Trust Co., Buffalo, N.Y. | 16,592 | 21,315 | 77.84 |
| 62 | Centerre Bank NA, St. Louis, Mo. | 16,055 | 238,305 | 6.74 |
| 63 | Midlantic National Bank, Newark, N.J. | 15,714 | 85,692 | 18.34 |
| 64 | United Jersey Bank, Hackensack, N.J. | 15,600 | 29,952 | 52.08 |
| 65 | Huntington National Bank, Columbus, Ohio | 15,350 | 15,350 | 100.00 |
| 66 | BayBank Middlesex, Burlington, Mass. | 15,258 | 17,120 | 89.12 |
| 67 | Texas Commerce Bank-Austin NA | 15,145 | 30,927 | 48.97 |
| 68 | Union Trust Co., Stamford, Conn. | 14,525 | 15,550 | 93.41 |
| 69 | Bankers Trust Co., New York | 14,439 | 716,890 | 2.01 |
| 70 | Commonwealth National Bank, Harrisburg, Pa. | 14,380 | 25,153 | 57.17 |
| 71 | Provident National Bank, Philadelphia | 14,341 | 75,134 | 19.09 |
| 72 | First National Bank of Florida, Tampa | 13,813 | 147,660 | 9.35 |
| 73 | Old National Bank of Washington, Spokane | 13,672 | 32,070 | 42.63 |
| 74 | Norstar Bank of Long Island, Hempstead, N.Y. | 13,521 | 13,521 | 100.00 |
| 75 | City National Bank, Beverly Hills, Calif. | 13,457 | 21,380 | 62.94 |
| 76 | Essexbank, Peabody, Mass. | 12,643 | 12,646 | 99.98 |
| 77 | National Bank of Georgia, Atlanta | 12,603 | 26,005 | 48.46 |
| 78 | Madison Bank & Trust Co., Chicago | 12,418 | 14,434 | 86.03 |
| 79 | Casco Northern Bank NA, Portland, Me. | 11,908 | 12,184 | 97.73 |
| 80 | Whitney National Bank, New Orleans | 11,767 | 45,135 | 26.07 |
| 81 | National City Bank, Cleveland | 11,710 | 55,554 | 21.08 |
| 82 | Bank of California NA, San Francisco | 11,624 | 33,344 | 34.86 |
| 83 | NCNB National Bank of North Carolina, Charlotte | 11,259 | 127,549 | 8.83 |
| 84 | Citizens & Southern National Bank, Charleston, S.C. | 11,007 | 24,518 | 44.89 |
| 85 | Manufacturers National Bank, Detroit | 10,720 | 127,801 | 8.39 |
| 86 | Shawmut Bank of Boston NA | 10,575 | 85,484 | 12.37 |
| 87 | Indiana National Bank, Indianapolis | 10.503 | 248,969 | 4.22 |
| 88 | Continental Illinois Nat'l Bank & Trust Co., Chicago | 10,363 | 317,243 | 3.27 |
| 89 | First Interstate Bank of Denver NA | 10,341 | 94,032 | 11.00 |
| 90 | First Interstate Bank of Arizona NA, Phoenix | 10,327 | 17,171 | 60.14 |
| 91 | Southwest Bank, Vista, Calif. | 10,250 | 10,323 | 99.29 |
| 92 | Riggs National Bank, Washington, D.C. | 10,177 | 21,388 | 47.58 |
| 93 | Genesee Merchants Bank & Trust Co., Flint, Mich. | 10,004 | 12,399 | 80.68 |
| 94 | InterFirst Bank Houston NA | 9,970 | 141,317 | 7.06 |
| 95 | AmSouth Bank NA, Birmingham, Ala. | 9,942 | 38,185 | 26.04 |
| 96 | Imperial Bank, Los Angeles | 9,918 | 9,956 | 99.62 |
| 97 | Maine National Bank, Portland | 9,856 | 14,596 | 67.53 |
| 98 | Fidelity National Bank, Baton Rouge, La. | 9,643 | 19,317 | 49.92 |
| 99 | Fidelity Union Bank/First National State, Newark, N.J. | 9,382 | 16,681 | 56.24 |
| 100 | Republic National Bank, New York | 9,091 | 10,660 | 85.28 |

# 85 CALENDAR 85

Compiled by Andrea Schwan

## GENERAL

### January

9-11 — **The Consumer Bankers Association — Arlington, Virginia, Innovations in Retail Banking Products,** Sheraton Twin Towers, Orlando, Florida.

9-10 — **Practising Law Institute — New York City, Chapter 11. Business Reorganizations,** Westin St. Francis, San Francisco, California.

13-15 — **The Consumer Bankers Association — Washington, D.C., Innovations in Retail Banking Products,** Shearton Twin Towers, Orlando, Florida.

13-16 — **National Retail Merchants Association — New York City, 74th Annual Convention, New York Hilton and Sheraton Centre Hotels, New York, New York.**

14-15 — **Practising Law Institute — New York City, New Banks and New Bankers Seminar,** Four Seasons Clift Hotel, San Francisco, California.

26-Feb. 2 — **Credit Union Executives Society — Madison, Wisconsin, EXECU/TRENDS '85,** Princess Cruises "Island Princess", Out of Los Angeles, California.

27-29 — **Louisiana Bankers Association — Baton Rouge, Mid-Winter Conference,** Hilton Hotel, Lafayette, Louisiana.

28-29 — **Cates Consulting Analysts, Inc. — New York City, Bank Financial Analysis Course,** Washington, D.C.

31-Feb.1 — **Montana Bankers Association — Helena, Senior Bank Managment and Counsel Conference,** Colonial Inn, Helena, Montana.

### February

3-6 — **Bank Administration Institute — Rolling Meadows, Illinois, Productivity Conference,** Westin Bonaventure Hotel, Los Angeles, California.

8-10 — **Independent Bankers Association of California — San Francisco, Annual Meeting,** The Lodge at Pebble Beach, Pebble Beach, California.

25-26 — **Cates Consulting Analysts, Inc. — New York City, Bank Financial Analysis Course,** Dallas, Texas.

### March

3-6 — **National Association of Federal Credit Unions — Washington, D.C., Congressional Caucus,** Hyatt Regency Hotel, Washington, D.C.

3-10 — **National Commercial Finance Association — New York City, Mid-Year Meeting,** La Costa, Carlsbad, California.

6-10 — **Independent Bankers Association of America — Washington, D.C., Annual Convention,** San Antonio Convention Center, San Antonio, Texas.

10-12 — **National Association of Bank Women — Chicago, National Conference: Challenge of Change,** Inn on the Park, Houston, Texas.

11-12 — **Cates Consulting Analysts, Inc. — New York City, Bank Financial Analysis Course,** New York, New York.

17-19 — **American Bankers Association — Washington, D.C., National Corporate Banking Conference,** Hyatt Regency Hotel, Dallas, Texas.

25-26 — **Cates Consulting Analysts, Inc. — New York City, Bank Financial Analysis Course,** Atlanta, Georgia.

28-31 — **Louisiana Bankers Association — Baton Rouge, 85th Annual Convention,** Hilton & Towers, New Orleans, Louisiana.

31-April 3 — **American Bankers Association — Washington, D.C., National Retail Banking Conference,** Hilton Hotel and Tower, San Francisco, California.

### April

8-10 — **Ohio Bankers Association — Columbus, Annual Convention,** Hyatt Regency, Columbus, Ohio.

9-10 — **Missouri Bankers Association — Jefferson City, Compliance Conference,** Lodge of the Four Seasons, Lake Ozark, Missouri.

11-13 — **South Carolina Bankers Association — Columbia, Young Bankers Conference,** Hyatt at Palmetto Dunes, Hilton Head, South Carolina.

14-17 — **The Conference of State Bank Supervisors — Washington, D.C., Annual Convention,** The Pointe at Squaw Peak, Phoenix, Arizona.

21-23 — **Tennessee Bankers Association — Nashville, Young Bankers Convention,** Peabody Hotel, Memphis, Tennessee.

21-24 — **Georgia Bankers Association — Atlanta, Annual Convention,** Hyatt Regency, Washington, D.C.

22-23 — **Cates Consulting Analysts, Inc. — New York City, Bank Financial Analysis Course,** Chicago, Illinois.

23-25 — **Missouri Bankers Association — Jefferson City, Women Bankers' Conference,** University Plaza, Springfield, Missouri.

### May

1-3 — **Texas Bankers Association — Austin, Centennial Convention,** Palmer Auditorium, Austin, Texas.

2-3 — **Washington State University — Pullman, Northwest Banking Conference,** Spokane, Washington.

2-4 — **South Carolina Bankers Association — Columbia, Annual Convention,** Charleston, South Carolina.

5-7 — **The Consumer Bankers Association — Arlington, Virginia, Annual Bank Consumer Leasing Conference,** Marriott Pavilion, St. Louis, Missouri.

8-10 — **Nebraska Bankers Association — Lincoln, Annual Convention,** Cornhusker Hotel, Lincoln, Nebraska.

9-11 — **Oklahoma Bankers Association — Oklahoma City, Annual Convention,** Tulsa, Oklahoma.

12-14 — **South Dakota Bankers Association — Pierre, Annual Convention,** Rushmore Plaza Civic Center, Rapid City, South Dakota.

12-15 — **Alabama Bankers Association — Montgomery, Annual Convention,** Hilton Head, South Carolina.

15-17 — **Kansas Bankers Association — Topeka, Annual Convention,** BiCentennial Center, Salina, Kansas.

16-17 — **National Association of Federal Credit Unions — Washington, D.C., Volunteers Conference,** Hyatt Regency, San Antonio, Texas.

16-19 — **Maine Bankers Association — Augusta, 85th Annual Convention,** Boca Raton Hotel and Club, Boca Raton, Florida.

19-21 — **New York State Bankers Association — New York City, Annual Convention,** The Marriott, Hilton Head, South Carolina.

19-21 — **Pennsylvania Bankers Association — Harrisburg, Annual Convention,** Wyndham Franklin Plaza Hotel, Philadelphia, Pennsylvania.

19-21 — **California Bankers Association — San Francisco, 94th Anniversary Convention,** Rancho Los Palmos, Palm Springs, California.

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**Quote**

***Our collections [on credit] are better than most banks'. It's the way we run the department. It's experience.***

Robert F. Gurnee, vice president and corporate treasurer at Sears, Roebuck and Co., referring to Sears' experience in consumer credit, insurance, and savings. [1]

**Unquote**

# A Quest for 'Fairness' Is Seen as Unjust by Some

## Tax Experts at Banks Find Pros and Cons in Proposal

By ANDREW ALBERT

ORLANDO, Fla. — Many bank tax specialists, who spend their days deciphering the ever-changing U.S. Tax Code, appear to be stumped.

The latest puzzle has come in form of the Treasury Department's tax overhaul plan, which Washington has been releasing in dribs and drabs. Leading tax professionals are generally unwilling to say whether the new tax plan is a net winner or loser for banks.

"It would be rash for anybody to say this is good or bad," said John F. Garry, director of taxes and senior vice presi-

➸ Reaction: Page 22

## Treasury Sets Its Sights On 'Artificial Advantages' Of Some Kinds of Trusts

By EPHRAIM KAHN

WASHINGTON — Bank trust departments can expect to be adversely affected if the Treasury Department's tax plan comes to fruition.

The plan would, Treasury says, remove "the artificial tax advantages of trusts and would cause decisions regarding the creation of trusts to be based on non-tax considerations."

The Treasury plan takes aim at trusts that take advantage of the lower tax rates usually enjoyed by children un-

➸ Trusts: Page 6

## Tax Plan Imperils Popular Employee Savings Program

By ANISE WALLACE

NEW YORK — Under the Treasury Department's tax reform proposals, the popular salary-reduction savings program would be eliminated.

The plans, which allow employees to set aside part of their pretax compensation in a savings plan, have been adopted by hundreds of companies in the past two years. Some companies sweeten the program by matching the employee's contribution. Among the corporations that have established 401(k) plans, as they are called, are IBM, RCA, and Hughes Aircraft.

➸ Profit: Page 19

# Sears and Banks: Retailer Spreads Its Business Around

By LISABETH WEINER

CHICAGO — Question: What do the nation's largest money center banks and the nation's smallest community banks have in common?

Answer: Probably a banking relationship with Sears, Roebuck and Co.

Corporate Window

The statistics that describe the way Sears manages its money are startling.

This corporate giant has 2,600 accounts with about 2,000 banks, including 50 foreign banks. It has 1,000 credit lines totaling $12 billion, including $1.5 billion in credit lines with foreign banks. It has $13 billion in accounts receivable outstanding and $7 billion in commercial paper outstanding; this commercial paper is 100% backed by credit lines. And in the last 18 months, it has booked $2.5 billion in interest rate swaps as a way of reducing its interest rate exposure.

Indeed, with annual sales of $36 billion, Sears does seem to have everything, as its national advertising campaign claims.

For vice president and corporate treasurer Robert F. Gurnee, the path Sears takes in its banking business is a straightforward lane with entrance ramps for all competitors.

Sears' policy is to bank in communities where its stores are located and to establish credit lines only at banks with which the company has some type of operational account, Mr. Gurnee said.

But Sears is also guided by "an open door policy. We see everyone, and we encourage banks to visit us with new ideas," Mr. Gurnee said.

Visits from two to three bankers daily, either on the road or in Chicago, are the norm, said assistant treasurer and corporate director of banking Edward J. Condon. Or, to measure it another way, "three of us [in the department] together saw over 900 bankers last year," he said.

➸ Sears: Page 6

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## Mergers, Acquisitions

# 2 Bank Holding Firms in Indiana Agree to Merge

By BART FRAUST

NEW YORK — Two Indiana bank holding companies have agreed to merge if and when state law is changed to allow the formation of multibank holding companies.

At present, Indiana is one of three states — Mississippi and Kansas are the others — that do not permit either branching or multibank holding companies. Legislation allowing multibank holding companies is expected to be taken up by the legislature when it convenes in January.

Under the bank holding companies' agreement, Old National Bancorp, Evansville, will acquire Merchants Republic Corp., Terre Haute.

Old National has $666.5 million in assets and ranks as the state's ninth largest bank holding company. Its principal subsidiary is Old National Bank, Evansville.

Merchants Republic owns the $257.4 million-asset Merchants National Bank, Terre Haute.

The acquisition would boost Old National's statewide rank to fourth largest.

Dan W. Mitchell, chairman and chief executive officer of Old National, said the company "is preparing for the future, when our markets will expand into southwestern Indiana and ultimately into neighboring Illinois and Kentucky."

"We're taking this action now because we want to be ready when multibank holding companies are legal," Mr. Mitchell said. "We intend to be fully prepared for Indiana's financial future. This approach will allow us sufficient time for proper planning and organization to insure that we are able to offer our customers the absolute best in financial services when the multibank law is passed."

Under terms of the agreement, Old National will exchange cash and stock worth 120% of Merchants Republic's book value for all of the outstanding shares of Merchants Republic. That would make the deal worth about $24 million, representing 10.8 times Merchants' 1983 earnings.

Merchants earned $2.2 million in 1983, producing a return on assets of 0.97%. That same year, Old National earned $73 million, for a return on assets of 1.1%. ■

## Kentucky Bancorp . .

Continued from Page 14

Kentucky National, and 7.5% at First National of Covington.

■

The Federal Reserve Board has allowed **Norstar Bancorp Inc.** of Albany, N.Y., to acquire **Taconic Valley Bank** in Berlin, N.Y.

The $26.8 million-asset Taconic Valley will be merged into Norstar Bank of Upstate New York, a $1.3 billion-asset institution based in Albany.

Under terms of the transaction, Norstar will exchange $3.4 million in cash, debentures, and common stock for all of the outstanding shares of Taconic Valley. The purchase price represents 1.3 times Taconic's equity capital and 9.7 times its 1983 earnings.

Taconic Valley earned $348,000 last year, producing a return on assets of 1.22%. Primary capital represents 8.7% of assets. ■

# Norstar Bancorp Acquires New York Securities Firm

By BART FRAUST

**Norstar Bancorp Inc.** of Albany, N.Y., has completed the acquisition of **Chapdelaine & Company Government Securities Inc.**, a New York securities firm.

Terms of the transaction were not disclosed.

Chapdelaine specializes in brokering securities issued by the U.S. government and its agencies. Its customers are the 37 primary dealers in these securities.

The acquisition is one of three by Norstar in the securities field. The company recently completed the acquisitions of Adams, McEntee & Co., a New York municipal bond firm, and Discount Brokerage Corporation of America, New York.

The $7.2 billion-asset Norstar also said it has completed the acquisition of Bank of Long Island, a $96 million-asset firm based in East Islip, N.Y. Norstar exchanged $9.2 million in cash and debentures to acquire Bank of Long Island.

■

**PSFS** of Philadelphia has completed the acquisition of **Northland Mortgage Co.**, a mortgage banking firm based in St. Paul.

Northland, which has a mortgage servicing portfolio of $1.2 billion, originates residential mortgage loans from 16 offices in Minnesota, Missouri, Kansas, and Nebraska.

The $12.4 billion-asset PSFS, the nation's largest savings bank, has expanded its mortgage banking operation in the last year. Most recently, the company through a subsidiary acquired the mortgage servicing department of Equimark Corp. in Pittsburgh. PSFS also owns Central Mortgage Co., a Philadelphia mortgage banker with offices in the South and the East. The company also acquired the West Coast mortgage banking operations of First Anaheim Corp.

■

The Office of the Comptroller of the Currency has approved the merger of **Mellon Bank** in Pittsburgh with **Citizens National Bank** of New Castle, Pa.

Citizens National has $66 million in assets and four offices. Mellon Bank is a subsidiary of the $28 billion-asset Mellon Bank Corp., Pennsylvania's largest bank holding company.

Under terms of the transaction, Mellon will exchange a total of $7.2 million in cash for the 120,000 outstanding shares of Citizens. The purchase price represents 1.2 times Citizens' equity capital and 11.5 times its 1983 earnings. ■

# Top Minority-Owned Institutions*

(Listed by Assets and Type as of Dec. 31, 1983)

| Ten Largest Minority Institutions by Assets | 12/31/83 ($ 000) |
|---|---|
| Capital Bank, Miami, Fla. | 443,242 |
| United Bank SSB, San Francisco | 415,976 |
| International Bank of Commerce, Laredo, Tex. | 364,141 |
| United Bank Alaska, Anchorage | 303,054 |
| Westwood Savings & Loan Assn., Los Angeles | 255,000 |
| Cathay Bank, Los Angeles | 250,144 |
| Gateway Savings & Loan Assn., Oakland, Calif. | 200,977 |
| Banco de Ponce, New York | 192,975 |
| East-West Federal Savings Bank FSB, San Marino, Calif. | 182,128 |
| Presidio Savings & Loan Assn., Porterville, Calif. | 165,276 |

| Largest Hispanic-American Banks | Assets 12/31/83 |
|---|---|
| Capital Bank, Miami, Fla. | 443,242 |
| International Bank of Commerce, Laredo, Tex. | 364,141 |
| Bank of Miami, Fla. | 349,025 |
| Banco de Ponce, New York | 192,975 |
| Banco Popular de Puerto Rico, New York | 133,300 |

* — Reprinted from Oct. 18, 1984 issue to include data received after the publication date.

# First Interstate, First Jersey Finish Acquisition Deals

By BART FRAUST

**First Interstate Bancorp Inc.** of Los Angeles has completed the acquisition of **Commercial Alliance Corp.**, a commercial finance and equipment leasing firm based in New York.

First Interstate last June agreed to acquire Commercial Alliance for $183.6 million. At year's end, Commercial Alliance ranked as the nation's 40th largest finance company.

Commercial Alliance, with 15,000 middle-market customers, finances equipment for industrial, commercial, office, and professional use through installment sales and lease programs for manufacturers and dealers.

With $43 billion in assets, First Interstate is the nation's seventh largest bank holding company.

■

**First Jersey National Corp.** of Jersey City has completed the acquisition of **First County Bank** of North Brunswick, N.J.

This is the second acquisition completed by First Jersey this month. Earlier, the company acquired Livingston National Bank. Also, First Jersey in October agreed to acquire Peoples National Bank of North Jersey, Denville.

First County has $65 million in assets and three offices in Middlesex County. With $2.3 billion in assets, First Jersey is the state's sixth largest bank holding company.

Under terms of the transaction, which was announced in July, First Jersey will exchange $9.4 million in stock for the outstanding shares of the First County. The purchase price represents 1.6 times First County's equity capital and 11.6 times its 1983 earnings.

First County was merged into First Jersey National Bank-Central, Perth Amboy. ■

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The Daily Financial Services Newspaper

VOL. CXLIX NO. 248 Monday, December 17, 1984 149th Year

## TODAY

**LINKED FINANCING:** Lawsuits have been filed against borrowers of a second failed bank as part of a federal investigation into linked financing arrangements. The suits were filed by the FDIC against a small bank in Kansas .......... 1

**CREDIT UNIONS:** Credit unions continued to grow at a faster pace than traditional thrift institutions over the past year, according to an *American Banker* survey .......... 1

**GAO REPORT:** Some of the host of questions spawned by the government rescue of Continental Illinois National Bank and Trust Co. have been taken up by the General Accounting Office in a report released Friday .......... 3

Washington Monday

**DEPOSIT INSURANCE:** A Treasury Department task force is leaning toward agreement with the FDIC on proposals for improving the deposit insurance system .......... 3

**REPORTERS' NOTES:** The Office of the Comptroller of the Currency is trying hard to polish off a few items before yearend, but final disclosure rules don't look like they will be crossed off the list .......... 2

**Capital People** .......... 2

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**American Banker's Week in Review** .......... 6

**FUTURES:** Traders harbor deep doubts about the direction of interest rates, and that is likely to leave credit markets trading in a narrow range, though a distinct downward drift is possible .......... 14

Futures

**Financial Services Stocks** .......... 18

**THE BACK PAGE:** They aren't used to the idea of banking or credit, but members of the Hmong tribe of Laos have formed their first credit union in St. Paul .......... 24

**Quote**

***I do not accept the theory that a bank is necessarily too large to fail.***

Thomas Healey, deputy assistant secretary of the Treasury for domestic finance, referring to the FDIC's rescue of Continental Illinois. [3]

**Unquote**

# Investigation of Linked Financing Deals Grows

## Failure of Rexford State Bank Spurs FDIC Lawsuits Against Borrowers; More Expected

By RICHARD RINGER

CHICAGO — Federal investigators have expanded their probe into linked financing arrangements with the filing of lawsuits against several borrowers at a second failed bank that allegedly engaged in the questionable practice.

LINKED
FINANCING

Seven individuals who obtained a total of $325,000 in loans from the Rexford State Bank in Rexford, Kan., were sued last Thursday by the Federal Deposit Insurance Corp., which was named receiver of the bank after it was closed Oct. 10. The FDIC seeks repayment of the now delinquent loans.

Similar lawsuits are expected to be filed during the next several weeks against at least 25 more borrowers who obtained a total of $2 million in loans from Rexford State Bank, said a source close to the investigation.

Rexford State Bank was able to finance these loans only after obtaining brokered deposits, said Michael Manning, a Kansas attorney representing the FDIC. "Those loans were made as a result of getting the brokered funds," said Mr. Manning.

Rexford State Bank completed one of the quickest turnarounds from a good bank to a failed bank that one high-ranking FDIC official could recall.

Prior to getting the brokered funds, Rexford State Bank didn't have the deposits needed to finance the loans, said Mr. Manning, an attorney with the Overland Park, Kan., firm of Morrison, Hecker, Curtis, Kuder & Parrish.

Mr. Manning refused to elaborate.

A source close to the investigation identified the money brokerage firm as First United Fund Ltd. of Garden City, N.Y. The president of the company, which began operating in 1980, is Mario Renda.

First United Fund also placed brokered deposits into another now-failed Kansas bank that investigators say engaged

➳ Rexford: Page 22

# Credit Unions Still Growing Faster than Other Thrifts

By L. MICHAEL CACACE

NEW YORK — Credit unions continued to grow faster than other thrift institutions over the 12-month period ended June 30. Assets grew 38% faster and deposits grew 72% faster at credit unions than at savings and loans and savings banks combined. For the 18-month period ending June 30, 1983, assets grew 135% faster at credit unions than at other savings institutions.

The Top 100 Credit Unions, Page 8
More Statistical Tables, Page 10

These are some of the findings of the *American Banker's* seventh annual survey of the top 100 credit unions in the nation, published today.

Faster growth for the credit union industry results from three factors:

- Deregulation is increasing the number of services offered by credit unions and expanding their membership base, which enables them to compete more effectively for deposit dollars.
- The credit union industry's deposit base is less than one eighth the size of the base of other segments of the thrift industry. Changes, therefore, magnify percentage growth.
- Word is getting out that credit union members are the most satisfied consumers of financial services.

From June 30, 1983, to June 30, 1984, assets for the credit union industry were up 18.5% to $110.5 billion from $93.2 billion. And deposits were up 19.4% to $101.2 billion from $84.8 billion, according to data from the Credit Union National Association, or CUNA, as it is known.

**Top 5 Credit Unions**

| Rank 1984 | Name of Institution | Assets* 1984 |
|---|---|---|
| 1 | Navy FCU | 1,598 |
| 2 | Pentagon FCU | 1,000 |
| 3 | State Employees CU | 874 |
| 4 | United Air Lines Employ. CU | 706 |
| 5 | Alaska USA FCU | 540 |

*—Dollar amounts in millions.

➳ Credit Unions: Page 10

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# Top 100 Credit Unions in the U.S.

## Ranked by Total Assets on June 30, 1984, Compared with June 30, 1983

Compiled by American Banker Copyright 1984

| Rank 6/30/84 | Name and Location of Credit Union | Ins. Type | Total Assets 6/30/84 | Total Assets 6/30/83 | Rank 6/30/83 | Gain In Rank | June 30, 1984 Member Savings | June 30, 1984 Total Capital | June 30, 1984 No. of Reg. Share Accounts | June 30, 1984 IRA Accounts | Ratio of Capital To Assets |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Navy FCU, Washington, D.C. | 1 | 1,598,200,423 | 1,307,654,563 | 1 | | 1,436,712,463 | 89,287,574 | 647,534 | 197,705,842 | 5.59 |
| 2 | Pentagon FCU, Arlington, Va. | 1 | 1,000,493,717 | 837,410,662 | 2 | | 913,432,273 | 41,628,316 | 321,988 | 127,016,455 | 4.16 |
| 3 | State Employees CU, Raleigh, N.C. | 3 | 873,988,323 | 719,254,365 | 3 | | 776,255,945 | 30,686,560 | 228,962 | 76,631,255 | 3.51 |
| 4 | United Air Lines Employees CU, Chicago | 3 | 705,685,188 | 564,098,399 | 4 | | 595,767,125 | 5,224,579 | 70,671 | 97,403,829 | 0.74 |
| 5 | Alaska USA FCU, Anchorage | 1 | 540,461,878 | 466,652,409 | 6 | +1 | 487,008,303 | 21,033,834 | 200,326 | 37,762,992 | 3.89 |
| 6 | Government Employees CU, San Antonio, Tex. | 2 | 530,509,989 | 486,074,945 | 5 | | 471,543,525 | 15,520,116 | 142,331 | 25,133,892 | 2.93 |
| 7 | Eastern Airlines Employees FCU, Miami | 1 | 504,397,089 | 413,152,759 | 7 | | 443,980,984 | 40,026,050 | 72,058 | 52,856,773 | 7.93 |
| 8 | Hughes Aircraft Employees FCU, Manhattan Beach, Calif. | 1 | 452,233,805 | 388,131,863 | 8 | | 430,691,546 | 21,068,238 | 102,614 | 50,151,533 | 4.66 |
| 9 | Telephone Empl. CU of So. Calif. Ltd., Los Angeles | 3 | 398,143,344 | 340,650,970 | 10 | +1 | 365,685,413 | 24,006,110 | 78,598 | 48,761,868 | 6.03 |
| 10 | Construction Equipment FCU, Peoria, Ill. | 1 | 388,436,999 | 343,344,291 | 9 | | 370,599,103 | 12,521,732 | 99,720 | 23,235,374 | 3.22 |
| 11 | American Airlines Employees FCU, Dallas | 1 | 382,988,692 | 302,951,078 | 11 | | 353,785,752 | 19,795,780 | 49,975 | 37,131,188 | 5.17 |
| 12 | Boeing Employees CU, Seattle | 2 | 366,000,000 | 289,148,469 | 12 | | 333,000,000 | 30,000,000 | 81,921 | N.A. | 8.20 |
| 13 | Tinker CU, Oklahoma City | 2 | 349,643,352 | 265,559,133 | 13 | | 310,323,206 | 32,820,796 | 110,347 | 16,600,670 | 9.39 |
| 14 | IBM Poughkeepsie Employees FCU, N.Y. | 1 | 319,435,794 | 263,390,000 | 15 | +1 | 300,066,418 | 16,046,875 | 34,867 | 38,211,637 | 5.02 |
| 15 | America First CU, Ogden, Utah | 2 | 305,302,928 | 263,650,935 | 14 | | 281,232,850 | 21,209,970 | 98,516 | 12,938,055 | 6.95 |
| 16 | LMSC FCU, Sunnyvale, Calif. | 1 | 296,322,124 | 241,644,960 | 17 | +1 | 269,456,337 | 21,471,095 | 39,562 | 39,625,418 | 7.25 |
| 17 | Golden One CU, Sacramento, Calif. | 2 | 288,815,013 | 252,226,133 | 16 | | 272,069,277 | 12,401,527 | 91,162 | 28,059,095 | 4.29 |
| 18 | Lockheed FCU, Burbank, Calif. | 1 | 277,406,000 | 240,215,000 | 18 | | 259,341,000 | 12,916,000 | 57,951 | 54,000,000 | 4.66 |
| 19 | Delta Employees CU, Atlanta | 3 | 257,107,143 | 206,646,124 | 22 | +3 | 242,826,110 | 14,293,038 | 38,040 | N.A. | 5.56 |
| 20 | State Employees Credit Union of Maryland, Inc., Towson | 3 | 253,972,028 | 217,430,607 | 20 | | 223,631,752 | 11,367,404 | 90,649 | 18,056,608 | 4.48 |
| 21 | TWA CU, Kansas City, Mo. | 2 | 250,167,978 | 218,448,018 | 19 | | 240,049,079 | 9,977,104 | 36,879 | 13,272,897 | 3.99 |
| 22 | Dearborn FCU, Mich. | 1 | 245,000,000 | 217,053,497 | 21 | | 232,000,000 | 12,000,000 | 91,000 | 30,000,000 | 4.90 |
| 23 | Teachers CU, South Bend, Ind. | 2 | 239,121,611 | 179,448,867 | 30 | +7 | 228,165,215 | 9,772,834 | 66,698 | 21,199,236 | 4.09 |
| 24 | Orange County Teachers CU, Santa Ana, Calif. | 2 | 236,565,523 | 184,131,938 | 28 | +4 | 189,825,517 | 43,062,684 | 39,926 | N.A. | 18.20 |
| 25 | Bethpage FCU, N.Y. | 1 | 235,384,079 | 195,360,768 | 23 | | 211,841,146 | 12,897,357 | 61,769 | N.A. | 5.48 |
| 26 | Texins CU, Dallas | 2 | 232,927,236 | 191,404,315 | 25 | | 219,250,657 | 10,098,905 | 75,006 | 33,171,714 | 4.34 |
| 27 | IBM Endicott/Owego Employees FCU, Endicott, N.Y. | 1 | 231,000,000 | 194,570,528 | 24 | | 218,000,000 | 11,600,000 | 72,409 | 17,700,000 | 5.02 |
| 28 | Jax Navy FCU, Jacksonville, Fla. | 1 | 226,223,694 | 186,895,521 | 27 | | 197,395,398 | 11,685,797 | 92,720 | 12,373,041 | 5.17 |
| 29 | Georgia Telco CU, Atlanta | 3 | 219,128,312 | 175,190,222 | 34 | +5 | 208,903,386 | 9,718,796 | 51,248 | 14,621,817 | 4.43 |
| 30 | Provident Central CU, Burlingame, Calif. | 3 | 216,080,179 | 176,902,058 | 32 | +2 | 185,854,375 | 22,002,090 | 54,239 | N.A. | 10.19 |
| 31 | Dallas Teachers CU | 3 | 215,672,661 | 179,186,530 | 31 | | 202,718,076 | 10,207,380 | [illegible] | 15,163,600 | 4.73 |
| 32 | Security Service FCU, San Antonio, Tex. | 1 | 215,296,541 | 182,514,846 | 29 | | 185,601,146 | 13,824,801 | 111,165 | 13,882,772 | 6.42 |
| 33 | Suncoast Schools FCU, Tampa, Fla. | 1 | 212,131,214 | 171,061,741 | 37 | +4 | 194,399,505 | 10,806,002 | 82,808 | 18,350,784 | 5.09 |
| 34 | San Diego Navy FCU, Calif. | 1 | 212,000,000 | 176,540,950 | 33 | | 197,000,000 | N.A. | 150,000 | N.A. | N.A. |
| 35 | ENT FCU, Colorado Springs, Colo. | 1 | 211,775,474 | 159,686,670 | 44 | +9 | 200,901,310 | 7,448,663 | 55,790 | 13,461,449 | 3.52 |
| 36 | Tower FCU, Annapolis Junction, Md. | 1 | 209,957,000 | 175,038,315 | 35 | | 195,384,000 | 9,699,000 | 58,717 | 19,600,000 | 4.62 |
| 37 | Los Angeles Teachers CU | 2 | 209,263,333 | 169,218,484 | 26 | | 189,881,146 | 4,709,174 | 24,395 | 9,659,052 | 2.25 |
| 38 | Redstone FCU, Huntsville, Ala. | 1 | 205,392,896 | 161,138,778 | 42 | +4 | 192,319,816 | 8,913,759 | 81,989 | 27,099,018 | 4.34 |
| 39 | North Island FCU, San Diego, Calif. | 1 | 203,765,401 | 137,295,290 | 56 | +17 | 188,958,169 | 11,455,672 | 81,863 | 11,052,044 | 5.62 |
| 40 | Government Employees Credit Union of El Paso, Tex. | 2 | 199,804,277 | 171,012,398 | 38 | | 176,613,548 | 5,728,205 | 55,862 | 9,579,119 | 2.87 |
| 41 | Randolph Brooks FCU, Universal City, Tex. | 1 | 182,004,863 | 152,029,494 | 46 | +5 | 166,984,738 | 12,039,333 | 55,610 | 16,530,316 | 6.61 |
| 42 | First Community CU, St. Louis, Mo. | 3 | 178,341,477 | 174,980,710 | 36 | | 167,766,384 | 3,686,264 | 31,488 | N.A. | 2.07 |
| 43 | Iron & Steel CU, Birmingham, Ala. | 2 | 177,402,061 | 155,644,026 | 45 | +2 | 165,856,647 | 4,457,453 | 70,000 | 9,165,655 | 2.51 |
| 44 | Rockland CU, Mass. | 3 | 176,715,600 | 162,431,664 | 41 | | N.A. | 3,709,000 | 56,980 | 13,593,000 | 2.10 |
| 45 | Northwest FCU, Vienna, Va. | 1 | 176,516,728 | 165,340,000 | 39 | | 167,367,681 | 6,923,604 | N.A. | 16,904,740 | 3.92 |
| 46 | Charleston Naval Shipyard FCU, S.C. | 1 | 175,384,554 | 138,747,758 | 55 | +9 | 164,082,436 | 9,501,000 | 80,000 | 5,990,000 | 5.42 |
| 47 | Andrews FCU, Suitland, Md. | 1 | 174,819,118 | 150,018,921 | 47 | | 166,535,967 | 4,457,756 | 62,596 | 15,130,171 | 2.55 |
| 48 | Bellco CU, Denver | 2 | 170,643,745 | 143,699,440 | 53 | +5 | 154,716,923 | 13,430,539 | 36,512 | 19,761,379 | 7.87 |
| 49 | Litton Employees FCU, Woodland Hills, Calif. | 1 | 170,592,236 | 133,888,289 | 59 | +10 | 162,437,016 | 5,764,615 | 73,249 | 29,331,796 | 3.38 |
| 50 | Rockwell FCU, Downey, Calif. | 1 | 169,233,554 | 156,747,625 | 43 | | 155,030,309 | 12,221,218 | 72,000 | 10,266,449 | 7.22 |
| 51 | Langley FCU, Hampton, Va. | 1 | 168,441,526 | 124,390,382 | 67 | +16 | 144,793,038 | 11,399,202 | 54,537 | 13,179,022 | 6.77 |
| 52 | Lockheed Georgia Employees FCU, Marietta | 1 | 168,281,253 | 148,687,700 | 48 | | 142,197,086 | 4,987,702 | 34,746 | N.A. | 2.96 |
| 53 | McDonnell Douglas West FCU, Torrance, Calif. | 1 | 166,667,249 | 147,172,805 | 50 | | 151,446,717 | 12,638,279 | 38,402 | 15,649,362 | 7.58 |
| 54 | East Hartford Aircraft FCU, Conn. | 1 | 164,128,711 | 136,866,244 | 58 | +4 | 152,148,299 | 9,644,527 | 75,348 | 16,731,978 | 5.88 |
| 55 | Maxwell-Gunter FCU, Montgomery, Ala. | 1 | 163,251,907 | 129,341,044 | 61 | +6 | 152,932,326 | 8,072,858 | 62,336 | N.A. | 4.94 |
| 56 | Robins FCU, Warner Robins, Ga. | 1 | 162,215,657 | 143,749,295 | 52 | | 134,649,025 | 12,833,719 | 62,447 | 8,932,656 | 7.91 |
| 57 | Municipal Employees Credit Union of Baltimore, Inc. | 3 | 159,996,470 | 141,376,569 | 54 | | 144,560,006 | 11,038,717 | 44,874 | 8,312,256 | 6.90 |
| 58 | TRW Systems FCU, Redondo Beach, Calif. | 1 | 159,724,986 | 122,570,607 | 69 | +11 | 153,844,750 | 5,420,080 | 46,928 | N.A. | 3.39 |
| 59 | Mission FCU, San Diego, Calif. | 1 | 157,185,964 | 137,213,446 | 57 | | 143,604,698 | 12,049,082 | 41,105 | 14,543,385 | 7.66 |
| 60 | Municipal CU, New York | 3 | 156,840,681 | 127,982,039 | 62 | +2 | 143,931,431 | 8,360,769 | 159,939 | 7,110,776 | 5.33 |
| 61 | IBM Interstate Employees FCU, Rye, N.Y. | 1 | 156,431,518 | 125,070,978 | 64 | +3 | 146,906,946 | 7,054,603 | 46,804 | 28,798,104 | 4.51 |
| 62 | Travis FCU, Travis A.F.B., Calif. | 1 | 152,669,749 | 124,769,736 | 66 | +4 | 137,286,567 | 12,650,220 | 51,407 | 12,502,182 | 8.29 |
| 63 | Digital Employees FCU, Maynard, Mass. | 1 | 151,700,000 | 112,963,000 | 80 | +17 | 144,000,000 | 4,400,000 | 97,900 | N.A. | 2.90 |
| 64 | Eastman CU, Kingsport, Tenn. | 3 | 150,533,654 | 126,973,990 | 63 | | 137,980,334 | 9,626,388 | 21,658 | 8,744,572 | 6.39 |
| 65 | State Department FCU, Arlington, Va. | 1 | 148,570,595 | 164,521,859 | 40 | | 138,711,098 | 4,872,608 | 38,093 | 22,032,027 | 3.28 |
| 66 | Pennsylvania State Employees CU, Harrisburg | 2 | 147,418,909 | 107,373,655 | 90 | +24 | 144,332,476 | 2,825,800 | 71,262 | 18,615,565 | 1.92 |
| 67 | First Financial FCU, Glendale, Calif. | 1 | 142,865,291 | 147,964,377 | 49 | | 136,952,513 | 4,884,625 | 73,512 | N.A. | 3.42 |
| 68 | Fort Monmouth FCU, N.J. | 1 | 142,623,816 | 114,684,000 | 75 | +7 | 130,552,877 | 2,681,860 | 49,679 | 12,523,591 | 1.88 |
| 69 | Portland Teachers CU, Ore. | 2 | 142,202,469 | 130,511,691 | 60 | | 133,090,367 | 8,817,855 | 60,755 | 11,183,000 | 6.20 |
| 70 | Teachers FCU, Farmingville, N.Y. | 1 | 141,240,380 | 103,165,374 | 96 | +26 | 120,000,000 | 11,000,000 | 62,000 | 15,000,000 | 7.79 |
| 71 | Philadelphia Police & Fire FCU | 1 | 140,229,654 | 110,410,676 | 82 | +11 | 134,368,272 | 5,929,953 | N.A. | 16,874,407 | 4.23 |
| 72 | MacDill A.F.B. FCU, Fla. | 1 | 140,000,000 | 103,832,246 | 94 | +22 | 133,912,789 | 4,805,418 | 39,000 | 7,691,389 | 3.43 |
| 73 | Wright-Patt CU, Inc., Fairborn, Ohio | 3 | 139,668,400 | 121,293,410 | 70 | | 115,709,868 | 5,388,925 | 84,873 | 13,200,936 | 3.86 |
| 74 | Dow Chemical Employees CU, Midland, Mich. | 2 | 139,300,000 | 117,060,131 | 73 | | 122,709,000 | 16,580,000 | 20,712 | 0 | 11.90 |
| 75 | S.A.F.E. FCU, North Highlands, Calif. | 1 | 138,327,380 | 116,679,576 | 74 | | 128,116,736 | 7,194,826 | 38,832 | 9,422,816 | 5.20 |
| 76 | Patelco CU, San Francisco | 2 | 137,937,736 | 103,156,015 | 97 | +21 | 128,940,130 | 6,924,103 | 38,700 | 8,249,370 | 5.02 |
| 77 | Naval Air FCU, Virginia Beach, Va. | 1 | 137,423,484 | 96,386,853 | 110 | +33 | 128,029,812 | 5,434,693 | 70,838 | 11,017,372 | 3.95 |
| 78 | Eglin FCU, Ft. Walton Beach, Fla. | 1 | 135,558,576 | 147,129,608 | 51 | | 131,122,742 | 1,465,824 | 70,088 | 6,880,576 | 1.08 |
| 79 | Pan American FCU, Queens, New York | 1 | 135,088,307 | 99,412,488 | 103 | +24 | 127,913,398 | 5,234,404 | 24,607 | N.A. | 3.87 |
| 80 | Atlanta Postal CU | 3 | 134,434,104 | 105,417,000 | 93 | +13 | 119,882,129 | 3,570,030 | 40,685 | 7,745,654 | 2.66 |
| 81 | Tulsa Teachers CU, Okla. | 2 | 133,314,428 | 119,209,556 | 72 | | 127,222,501 | 5,421,233 | 35,462 | 7,701,685 | 4.07 |
| 82 | Pen Air FCU, Pensacola, Fla. | 1 | 132,431,267 | 113,370,795 | 79 | | 113,265,945 | 8,447,493 | 62,361 | 7,962,486 | 6.38 |
| 83 | IBM Mid America Employees FCU, Rochester, Minn. | 1 | 129,942,144 | 110,032,732 | 83 | | 123,258,049 | 5,893,571 | 46,262 | 17,265,297 | 4.54 |
| 84 | Bank Fund Staff FCU, Washington, D.C. | 1 | 129,587,000 | 108,555,000 | 87 | +3 | 122,559,000 | 5,479,000 | 14,141 | 1,586,000 | 4.23 |
| 85 | Desert Schools FCU, Phoenix, Ariz. | 1 | 127,989,622 | 108,743,810 | 85 | | 118,260,223 | 8,781,441 | 51,894 | 8,846,760 | 6.86 |
| 86 | Motorola Employees Credit Union West, Scottsdale, Ariz. | 2 | 127,428,342 | 99,846,650 | 102 | +16 | 117,937,759 | 5,683,969 | 36,210 | 22,928,428 | 4.46 |
| 87 | Inland Employees FCU, East Chicago, Ind. | 1 | 126,811,090 | 108,211,281 | 88 | +1 | 108,073,713 | 9,005,451 | 30,355 | 8,933,973 | 7.10 |
| 88 | Nevada FCU, Las Vegas | 1 | 125,494,567 | 109,652,992 | 84 | | 118,782,894 | 5,876,617 | 67,798 | 9,395,031 | 4.68 |
| 89 | Reynolds Carolina CU, Winston-Salem, N.C. | 2 | 123,439,328 | 124,994,450 | 65 | | 113,528,844 | 7,066,032 | 22,335 | 9,600,891 | 5.72 |
| 90 | Kern Schools FCU, Bakersfield, Calif. | 1 | 122,947,089 | 107,982,991 | 89 | | 111,358,393 | 8,998,384 | 43,835 | 6,460,016 | 7.32 |
| 91 | Detroit Teachers CU, Mich. | 2 | 122,891,177 | 114,531,003 | 76 | | 107,158,479 | 9,343,641 | 48,335 | 5,736,248 | 7.60 |
| 92 | Air Defense Center FCU, El Paso, Tex. | 1 | 122,691,101 | 98,701,501 | 105 | +13 | 113,360,957 | 6,192,344 | 91,073 | 10,451,495 | 5.05 |
| 93 | Anheuser-Busch Employees CU, St. Louis, Mo. | 2 | 121,764,235 | 98,478,979 | 106 | +13 | 114,135,907 | 3,712,939 | 28,072 | 14,129,440 | 3.05 |
| 94 | North Carolina Works FCU, Winston-Salem | 1 | 121,589,751 | 108,685,442 | 86 | | 102,332,782 | 4,784,546 | 21,447 | N.A. | 3.93 |
| 95 | Richardson CU, Tex. | 3 | 120,746,483 | 98,971,982 | 104 | +9 | 105,348,353 | 6,117,363 | 39,198 | 7,883,726 | 5.07 |
| 96 | Newport News Shipbuilding Employees CU Inc., Va. | 2 | 119,359,595 | 95,175,556 | 112 | +16 | 107,639,685 | 11,431,066 | 39,309 | N.A. | 9.58 |
| 97 | Los Angeles Police CU | 2 | 118,002,738 | 114,258,642 | 77 | | N.A. | N.A. | N.A. | N.A. | N.A. |
| 98 | Fibre FCU, Longview, Wash. | 1 | 117,921,676 | 97,281,106 | 108 | +10 | 110,127,861 | 5,373,612 | 25,432 | 7,790,895 | 4.56 |
| 99 | Marquette CU, Woonsocket, R.I. | 3 | 117,173,073 | 110,814,198 | 81 | | 110,931,085 | 1,738,070 | 36,281 | 1,762,480 | 1.48 |
| 100 | Blue Hill CU, Brookline, Mass. | 2 | 116,915,834 | 119,979,559 | 71 | | 110,975,852 | 3,798,938 | 28,731 | 3,901,967 | 3.25 |

The listing excludes corporate central federal credit unions and state central credit unions. **Charter-Insurance Type:** 1= Federally-chartered credit union (FCU), which is NCUA-insured. 2= State-chartered NCUA-insured. 3=State-chartered state (agency) insured. **Member Savings:** Includes share capital, share drafts, deposits, and investment certificates. **Total Capital:** This is the sum of statutory reserves plus undivided earnings. **Ratio of Capital to Assets:** Total capital divided by total assets expressed as a percent.

# Summary of Survey Findings

## Top 100 Credit Unions Compared with All Credit Unions

(Dollar Figures in Millions)

| | Date | Top 100 | All CUs* | Ratio Top 100:All |
|---|---|---|---|---|
| **TOTAL ASSETS** | 6/30/84: | 23,227 | 110,515 | 21.02% |
| | 6/30/83: | 19,550 | 93,238 | 20.97% |
| | % Change: | +18.8% | +18.5% | ... |
| **MEMBERS' SAVINGS** | 6/30/84: | 20,894 | 101,230 | 20.64% |
| | 6/30/83: | 17,500 | 84,798 | 20.64% |
| | % Change: | +19.4% | +19.4% | ... |
| **IRA ACCOUNT DEPOSITS (a)** | 6/30/84: | 1,845 | 7,700 | 23.96% |
| | 6/30/83: | N.A. | 3,800† | ... |
| | % Change: | ... | +102.6% | ... |
| **TOTAL NUMBER MEMBERS (b)** | 6/30/84: | 6,991,090 | 49,627,000 | 14.09% |
| | 6/30/83: | 6,369,069 | 47,555,000 | 13.39% |
| | % Change: | + 9.8% | + 4.4%% | ... |
| **TOTAL NUMBER OF CUs** | 6/30/84: | ... | 18,900 | ... |
| | 6/30/83: | ... | 19,567 | ... |
| | % Change: | ... | -3.4% | ... |

* Data for the entire credit union industry provided by Credit Union National Association, Madison, Wis.

† IRA data are for May 1983

(a)— 16 of top 100 credit unions did not provide IRA totals.

(b)— 97 of top 100 credit unions reported membership totals on 6/30/84, and 94 of top 100 reported membership totals on 6/30/83.

## The Top 100 CUs Largest Asset Gainers

| | (Dollar Amounts in Millions) | Assets 6/30/84 | Assets 6/30/83 | Percent Increase | CU Rank |
|---|---|---|---|---|---|
| 1 | North Island Federal Credit Union, San Diego, Calif. | 203.77 | 137.30 | 48.41 | 39 |
| 2 | Naval Air Federal Credit Union, Virginia Beach, Va. | ,137.42 | 96.39 | 42.57 | 77 |
| 3 | Pennsylvania State Employees CU, Harrisburg | 147.42 | 107.37 | 37.30 | 66 |
| 4 | Teachers Federal Credit Union, Farmingville, N.Y. | 141.24 | 103.17 | 36.91 | 70 |
| 5 | Pan American Federal Credit Union, Queens, N.Y. | 135.09 | 99.41 | 35.89 | 79 |
| 6 | Langley Federal Credit Union, Hampton, Va. | 168.44 | 124.39 | 35.41 | 51 |
| 7 | MacDill Air Force Base Federal Credit Union, Fla. | 140.00 | 103.83 | 34.83 | 72 |
| 8 | Digital Employees Federal CU, Maynard Mass., | 151.70 | 112.96 | 34.29 | 63 |
| 9 | Patelco Credit Union, San Francisco | 137.94 | 103.16 | 33.72 | 76 |
| 10 | Teachers Credit Union, South Bend, Ind. | 239.12 | 179.45 | 33.25 | 23 |
| 11 | Tinker Credit Union, Oklahoma City | 349.64 | 265.56 | 31.66 | 13 |
| 12 | TRW Systems Federal CU, Redondo Beach, Calif. | 159.72 | 122.57 | 30.31 | 58 |

## The Top 10 CUs in IRA Accounts

| | (Dollar Amounts in Millions) | 6/30/84 | Mem.Sav. 6/30/83 | IRA:MS Ratio | Asset Rank |
|---|---|---|---|---|---|
| 1 | Navy Federal Credit Union, Washington, D.C. | 197.7 | 1,436.7 | 13.8 | 1 |
| 2 | Pentagon Federal Credit Union, Arlington, Va. | 127.0 | 913.4 | 13.9 | 2 |
| 3 | United Airlines Employees Credit Union, Chicago | 97.4 | 595.8 | 16.3 | 4 |
| 4 | State Employees Credit Union, Raliegh, N.C. | 76.6 | 776.3 | 9.9 | 3 |
| 5 | Lockheed Federal Credit Union, Burbank,Calif. | 54.0 | 259.3 | 20.8 | 18 |
| 6 | Eastern Airlines Employees FCU, Miami | 52.9 | 444.0 | 11.9 | 7 |
| 7 | Hughs Aircraft Employ. FCU, Manhattan Beach, Calif. | 50.2 | 430.7 | 11.6 | 8 |
| 8 | Telephone Employees CU of So. Calif., Los Angeles | 48.8 | 365.7 | 13.3 | 9 |
| 9 | LMSC Federal Credit Union, Sunnyvale, Calif. | 39.6 | 269.5 | 14.7 | 16 |
| 10 | IBM Poughkeepsie Employees FCU, N.Y. | 38.2 | 300.1 | 12.7 | 14 |

## The Top 10 CUs in Total Capital

| | (Dollar Amounts in Millions) | Capital 6/30/84 | Assets 6/30/83 | Cp-Assets Ratio | Asset Rank |
|---|---|---|---|---|---|
| 1 | Navy Federal Credit Union, Washington, D.C. | 89.3 | 1,598.2 | 5.59 | 1 |
| 2 | Orange County Teachers CU, Santa Ana, Calif. | 43.1 | 236.6 | 18.20 | 24 |
| 3 | Pentagon Federal Credit Union, Arlington, Va. | 41.6 | 1,000.5 | 4.16 | 2 |
| 4 | Eastern Airlines Employees FCU, Miami | 40.0 | 504.4 | 7.93 | 7 |
| 5 | Tinker Credit Union, Oklahoma City | 32.8 | 349.6 | 9.39 | 13 |
| 6 | State Employesss Credit Union, Raliegh, N.C. | 30.7 | 874.0 | 3.51 | 3 |
| 7 | Boeing Employees Credit Union, Seattle | 30.0 | 366.0 | 8.20 | 12 |
| 8 | Telephone Employees CU of So. Calif., Los Angeles | 24.0 | 398.1 | 6.03 | 9 |
| 9 | Provident Central Credit Union, Burlingame, Calif. | 22.0 | 216.0 | 10.19 | 30 |
| 10 | LMSC Federal Credit Union, Sunnyvale, Calif. | 21.5 | 296.3 | 7.25 | 16 |

## The Top 100 CUs Largest Capital-to-Asset Ratios

| | (Dollar Amounts in Millions) | Capital 6/30/84 | Assets 6/30/84 | C-A Ratio % | Asset Rank |
|---|---|---|---|---|---|
| 1 | Orange County Teachers CU, Santa Ana, Calif. | 43.1 | 236.6 | 18.2 | 24 |
| 2 | Dow Chemical Employees Credit Union, Midland, Mich. | 16.6 | 139.3 | 11.9 | 74 |
| 3 | Provident Central Credit Union, Burlingame, Calif. | 22.0 | 216.0 | 10.2 | 30 |
| 4 | Newport News Shipbuilding Employees CU Inc., Va. | 11.4 | 119.4 | 9.6 | 96 |
| 5 | Tinker Credit Union, Oklahoma City | 32.8 | 349.6 | 9.4 | 13 |

## The Top 100 CUs Smallest Capital-to-Asset Ratios

| | (Dollar Amounts in Millions) | Capital 6/30/84 | Assets 6/30/84 | C-A Ratio % | Asset Rank |
|---|---|---|---|---|---|
| 1 | United Airlines Employees Credit Union, Chicago | 5.2 | 705.7 | 0.74 | 4 |
| 2 | Eglin Federal Credit Union, Ft. Walton Beach, Fla. | 1.5 | 135.6 | 1.08 | 78 |
| 3 | Marquette Credit Union, Woonsocket, R.I. | 1.7 | 117.2 | 1.48 | 99 |
| 4 | Fort Monmouth Federal Credit Union, N.J. | 2.7 | 142.6 | 1.88 | 68 |
| 5 | Pennsylvania State Employees CU, Harrisburg | 2.8 | 147.4 | 1.92 | 66 |

# Credit Unions Still Growing Faster than Other Thrifts

**Continued from Page 1**

Over the same period, the assets of the S&L industry and savings bank industry combined rose 13.4% to $1,038 billion from $915 billion. And deposits rose 11.3% to $857 billion from $769 billion, according to data from the Federal Home Loan Bank Board and the National Council of Savings Institutions.

Deregulation of the financial institutions industry has lifted interest rate and maturity restrictions on deposits; has allowed credit unions to offer a variety of new services such as money market accounts, individual retirement accounts, or IRAs, first and second home mortgages, credit cards, and share drafts; and it has enabled the industry to expand its membership base — enabling credit unions to better compete with money market mutual funds and other thrift institutions.

According to Robert Von der Ohe, chief economist at CUNA, since the deregulation of rates, many credit unions that continue to offer only regular member savings accounts have had sizable deposit inflows, because they are offering their members market rates on regular passbook savings accounts.

### The Growing IRA Component

In addition, for those credit unions offering new accounts, growth has also been substantial. IRA accounts especially have been a significant factor in the current surge in credit union deposit growth. According to Mr. Von der Ohe, IRA deposits account for 8.9% of total deposits for those credit unions offering IRAs.

For the industry as a whole, IRA deposits comprise 7.7% of all credit union deposits. And by midyear 1985, Mr. Von der Ohe estimates that IRAs will account for 9.1% of total deposits. In comparison, IRAs account for only 5% of the deposits of savings banks and savings and loans.

For the top 100 credit unions, today's survey finds that the IRA component as a percent of total member savings is even higher than for the industry as a whole. Eighty-three of the top 100 had IRA deposits totaling $1.8 billion on June 30, or 10.1% of their total deposits. For the Lockheed Federal Credit Union, Burbank, Calif. — the nation's 18th largest credit union in assets — the percentage of IRA deposits to total member savings is 20.8%. Approximately $54 million of its $259.3 million in member savings are IRA deposits.

Robert Keeler, president of the $277 million-asset Lockheed Federal, said, "Lockheed is not doing anything special, but we must be doing something right. We are meeting our competition; our rates are very competitive with the upper end of our competition; and because of our relationship with our members, they would rather keep their money here with us."

Mr. Keeler's remarks and today's survey results substantiate a recent nationwide telephone survey of consumer attitudes commissioned by the *American Banker*. That survey found 44% of credit union members felt they got an excellent deal from their credit unions, compared with 20% of savings institution customers and 18% of commercial bank customers who had similar feelings about those institutions.

In addition, 36% of credit union members said they were more satisfied today than a few years ago with their credit unions, compared with 24% of savings institution customers and 16% of bank customers who express those sentiments.

### Two Key Rulings

Two 1983 rulings of the National Credit Union Administration are important to the growth of credit unions. One ruling expanded the definition of "family member" in the common bond requirement to include persons related

➔ Credit Unions: Page 13

# Credit Unions . . .

**Continued from Page 10**

by blood or marriage to a current member. The other ruling promotes mergers between strong and weak credit unions, regardless of differences in their common bond.

The following figures suggest that these changes are beginning to be felt in terms of increased credit union membership. From 1981 to 1983 credit union membership increased an average of 3% per year to 48 million from 45.3 million. Over the first half of 1984, membership grew at an annual rate of 6.6%, more than double the growth of the prior two years. According to a study by the Federal Reserve Bank of Kansas City, the NCUA rulings "will allow more diversification across borrowers and depositors as ties to specific employers are weakened."

Today's survey results are presented in seven statistical listings. The main listing ranks the top 100 credit unions by total assets on June 30, 1984, and shows midyear 1983 assets and rankings. In addition, total member savings, total capital, the number of regular share accounts, and the capital-to-assets ratio for each institution, as of June 30, 1984, are shown.

Six smaller tables summarize and highlight the data included in the main listing. These tables are found on page 10.

Listed below are the major findings of the survey.

- The Navy Federal Credit Union, Washington, D.C., remains the top credit union in the nation in total assets, member savings, total capital, number of regular accounts, and in IRA deposits. At midyear, Navy Federal had $1.6 billion in assets, $1.4 billion in member savings, $89.3 million in capital (statutory reserves plus undivided earnings), 647,534 regular share accounts, and $197.7 million in IRA deposits.
- Navy Federal's IRA deposit total makes it one of the nation's leading deposit-taking institutions in the IRA arena. It is the 13th largest thrift institution — savings institutions plus credit unions — in IRA deposits, and it is 21st among all deposit-takers, including commercial banks.
- The second largest credit union in terms of capital is Orange County Teachers Credit Union, Santa Ana, Calif., with $43.1 million. Orange County, which ranked 24th in assets, with $237 million, had the best capital-to-assets ratio among the top 100 credit unions — 18.2%. This compares to a 5.05% ratio for the top 100 credit unions as a whole, and it was 53% higher than the second-best ratio of 11.9% for Dow Chemical Employees Credit Union, Midland, Mich.

Robert Steponovich, vice president of marketing at Orange County Teachers, attributes the high ratio to the credit union's "commitment to steady growth and reserve building." In addition, Mr. Steponovich cited the common bond of the credit union as a major factor in keeping "loan delinquency at less than 1%."

- Total assets of the top 100 credit unions were $23.2 billion on June 30, up 18.8% from $19.6 billion a year earlier. The top 100 credit unions held 21% of the total assets of the entire industry, virtually unchanged from the year before.
- Total member savings of the top 100 were up 19.4% to $20.9 billion.
- The credit union with the largest gain in assets among the top 100 was North Island Federal Credit Union, Virginia Beach, Va. Its assets rose 48.4% to $203.8 million at midyear from $137.3 million a year earlier. And North Island rose 17 places in rank to 39th.

Deregulation was cited as the major reason for the gain. It enabled the credit union to aggressively seek and expand its membership. As a result, the number of regular accounts rose 23%, from 66,349 at midyear 1983 to 81,863 at midyear 1984. Also, a portion of the growth was attributed to the money market rates it now offers on regular share accounts. ■

## Dear Reader,
## How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 100 Credit Unions** survey that appears in today's edition? Over the past year we have incorporated many of your suggestions to provide more meaningful information. Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

____________________

____________________

____________________

(2.) What do you like **best** about this tabulation?

____________________

____________________

(3.) What do you like **least** about this tabulation?

____________________

____________________

(4.) **How** do you use this information in your work?

____________________

____________________

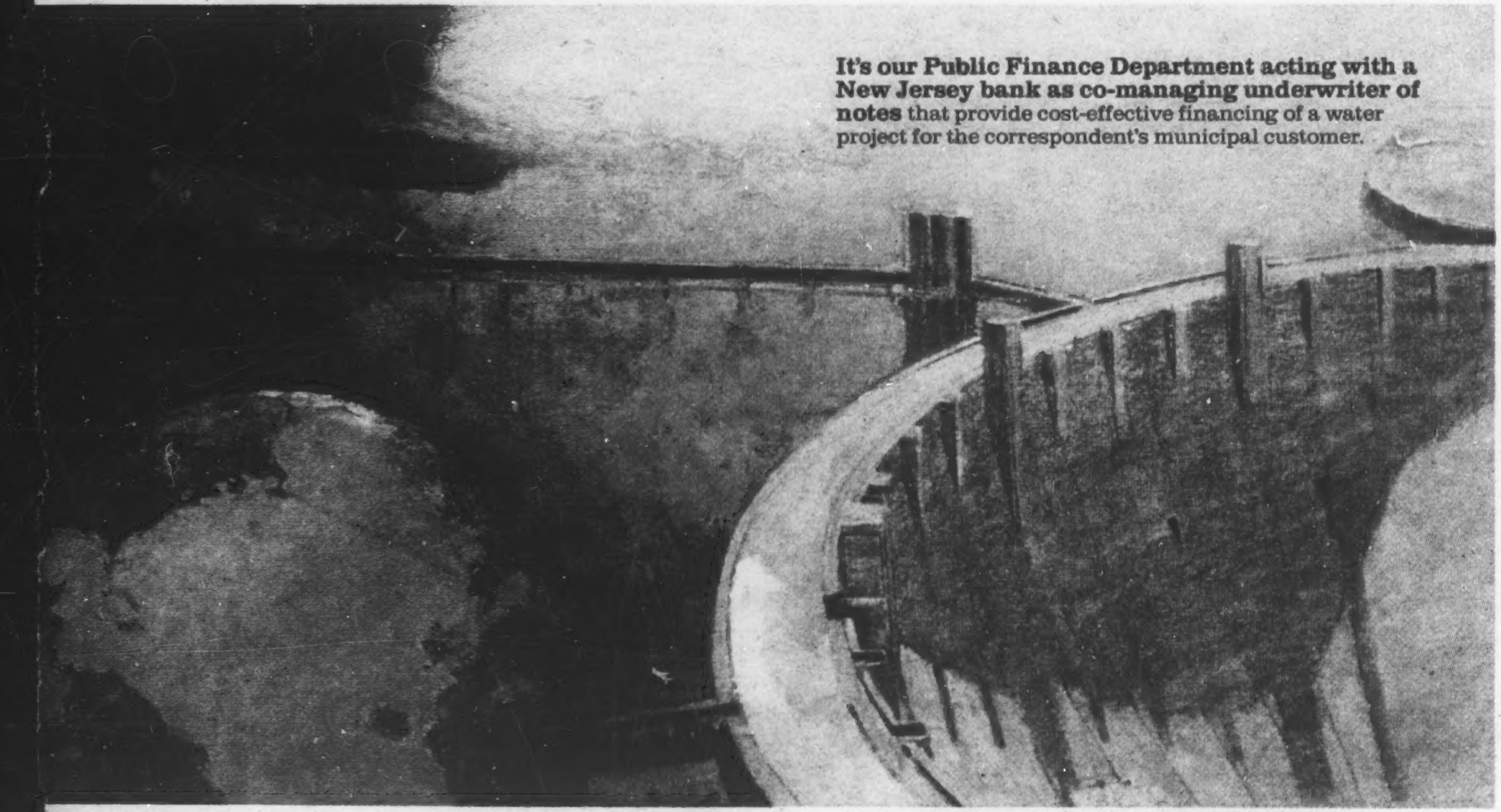
(5.) What **new** statistical survey would you like to see?

____________________

____________________

____________________

**Name (optional)**________________
**Title**________________
**Company**________________
**Address**________________
____________________
**Phone**________________



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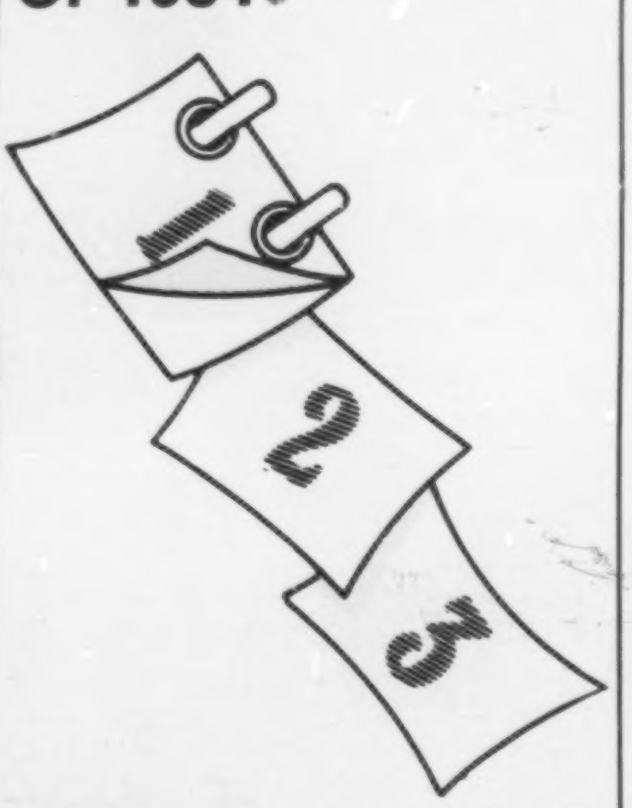
## TODAY

### American Banker Statistical Review Of 1984



Today's issue features a handy pull-out section summarizing statistics that have appeared throughout the year in the *American Banker.* The summary is for the top 100 bank holding companies as ranked by the *American Banker* on March 31.

**FED DENIAL:** A recent denial of an acquisition proposed by a small midwestern bank holding company points out the concern the Federal Reserve is showing about a company's financial health ........ 1

**FUTURES:** Northern Trust's purchase of a minority interest in a futures brokerage should save it significant processing costs ........ 1

**SECURITY CODES:** Bankers are expressing relief that a Treasury Department directive on security measures for electronic funds transfer won't be as sweeping as was once feared ........ 1

**OHIO LAW:** Ohio's governor has signed a wide-ranging banking bill into law that extends the state's 25% usury ceiling for three years and lengthens the time between examinations for healthy banks ........ 2

**International Briefing** ........ 2

**FEE SURVEY:** A survey of accounts at 60 banks and thrifts in the San Francisco area underlined the notion that it pays to shop ........ 2

**PRIME CUT:** Bankers Trust has become the second major bank to lower its prime rate, and more banks are likely to follow suit ........ 3

**News About Thrifts** ........ 3

**ABA CHIEF:** With a selection committee 'on the fast track,' it may be only a matter of days before a new chief of staff is selected for the American Bankers Association ........ 3

**Marketing Management** ........ 4

**THE BACK PAGE:** For $3,500, you can buy a how-to book describing the process of opening a new bank ........ 24

# Northern's Stake in Stotler Brokerage May Boost Its Futures Capabilities

By JOHN MORRIS

CHICAGO — Purchase of a minority stake in a futures brokerage by the Northern Trust Corp. may set the pattern for the rest of the banking industry.

Futures

Through this linkage, Northern hopes to greatly enhance the capability of its own futures brokerage without spending vast sums of money developing what it can buy more cheaply elsewhere.

Northern recently said it bought a minority stake in the Stotler and Co. brokerage, and at the same time, the bank's own brokerage — Northern Futures Corp. — signed an agreement for Stotler to clear all its trades on the nation's commodity exchanges.

A major reason for the investment was that Northern will not have to develop its own clearing operation, record-keeping back office, or order entry and execution systems. "This will move us a giant step forward," said David R. Ganis, president of Northern Futures "It is more cost-effective than developing our own, and will give us better access to more markets." Stotler is a clearing member of most major American futures exchanges.

In the past, Northern's brokerage had to pass customer orders through outside clearing members, because it was not itself a member of any of the exchanges' clearing houses, which guarantee all futures trades.

➼ Northern: Page 11

# US Directive on EFT Security Is Internal

## Treasury Rule on New Procedure Won't Affect Commercial Banks After All

By TOM FERRIS

NEW YORK — A U.S. Treasury Department directive requiring the use of a security procedure to safeguard the processing of computerized government transactions will not have as sweeping an impact on the banking industry as originally believed, according to bankers and federal officials familiar with the new policy.

The wording of the directive, which was adopted over the summer, and the statements of a Treasury Department official had led some bankers to think that thousands of institutions might have to install security devices by the middle of 1988 to comply with the policy.

But the government agency now says that the directive applies only to internal Treasury Department systems and will have no direct impact on commercial banks.

Concerns about the implications of the policy had prompted the American Bankers Association to appoint a task force to meet with Treasury Department officials.

"A number of institutions assumed the directive would have an impact on all their operations that deal with funds transfer," said Donald G. Miller, a vice president at the First National Bank of Chicago, who headed the nine-member task force. A recent two-day meeting with government officials "dis-

➼ Security: Page 18

# Fed Continues Constraints on Acquisitions

## Financial Health Important, Recent Decisions Maintain

By BART FRAUST

NEW YORK — The Federal Reserve Board continues to signal its intention to block bank acquisitions it believes will cause the financial condition of the applicant to deteriorate.

In the latest decision, the Fed this week denied an application by Midwest Bancshares Inc., a tiny bank holding company based in Poplar Bluff, Mo., to acquire the equally small Bank of Piedmont, Mo. In the decision, the Fed stated that Midwest would incur too much debt under the acquisition to merit approval.

Fed Governor Lyle E. Gramley dissented from the majority view.

In past years, the competitive effects of a merger were the principal criteria used by the Fed in deciding whether to approve or deny an application. However, in recent months, the Fed has looked increasingly at the effects of a merger on the financial condition of the buyer — in particular focusing on how the deal will affect its minimum capital ratios.

One Fed watcher noted that he could remember only one or two instances in the last year of the Fed turning down an application on competitive grounds.

"A major change is going on," he said. "The genesis goes all the way back to Penn Square but intensified with the near-collapse of Continental Illinois."

In addition, he said, a number of bank holding companies that made

➼ Acquisitions: Page 19

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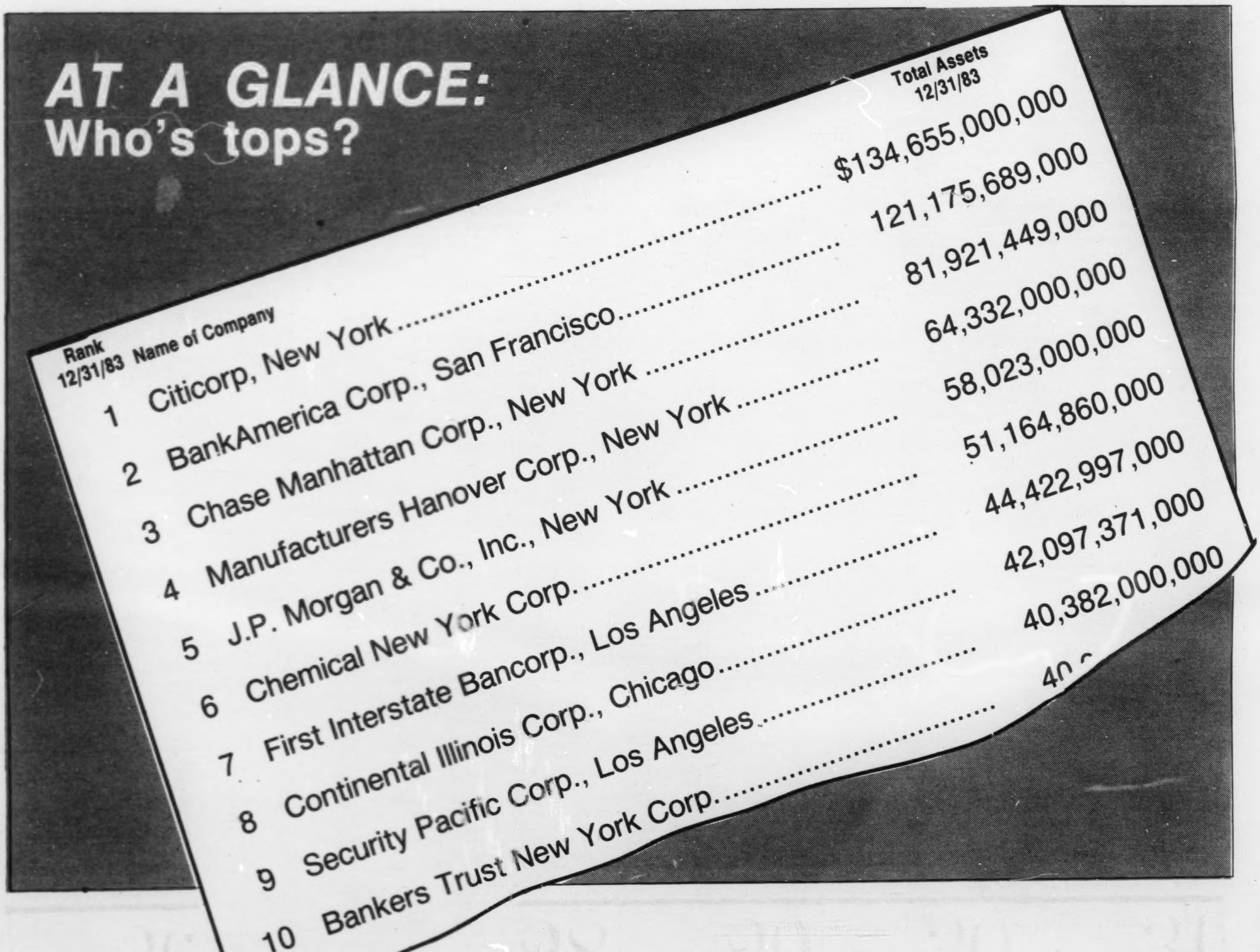
# American Banker

# Statistical Review of 1984



## AT A GLANCE:
### Who's tops?

| Rank 12/31/83 | Name of Company | Total Assets 12/31/83 |
|---|---|---|
| 1 | Citicorp, New York | $134,655,000,000 |
| 2 | BankAmerica Corp., San Francisco | 121,175,689,000 |
| 3 | Chase Manhattan Corp., New York | 81,921,449,000 |
| 4 | Manufacturers Hanover Corp., New York | 64,332,000,000 |
| 5 | J.P. Morgan & Co., Inc., New York | 58,023,000,000 |
| 6 | Chemical New York Corp. | 51,164,860,000 |
| 7 | First Interstate Bancorp., Los Angeles | 44,422,997,000 |
| 8 | Continental Illinois Corp., Chicago | 42,097,371,000 |
| 9 | Security Pacific Corp., Los Angeles | 40,382,000,000 |
| 10 | Bankers Trust New York Corp. | 40 |

# American Banker Statistical Guide to the Top 100

| | Total Assets | | Asset Rank | | Average Assets | | | Average Deposits | | | Avg. Equity Capital | | | Net Inc. | HOI | Income Rank | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/82 | % Chg. | 12/31/83 | 12/31/82 | % Chg. | 12/31/83 | 12/31/82 | % Chg. | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/82 |
| Allied Bancshares, Inc., Houston | $7,895 | $6,188 | 38 | 47 | $6,760 | $5,463 | 23.8 | $5,445 | $4,483 | 21.5 | $489 | $407 | 20.0 | $99 | $87 | 22 | 22 |
| AmSouth Bancorp., Birmingham, Ala. | 3,637 | 3,255 | 93 | 96 | 3,355 | 2,986 | 12.4 | 2,565 | 2,226 | 15.2 | 247 | 22 | 34 | 32 | 68 | 68 | |
| AmeriTrust Corp., Cleveland | 5,797 | 5,753 | 58 | 52 | 5,691 | 5,627 | 1.1 | 4,222 | 4,039 | 4.5 | 662 | 622 | 6.4 | 51 | 56 | 43 | 37 |
| American Security Corp., Washington, D.C. | 3,725 | 3,407 | 90 | 90 | 3,377 | 3,059 | 10.4 | 2,460 | 2,246 | 9.5 | 244 | 218 | 11.8 | 31 | 30 | 77 | 73 |
| BanCal Tri-State Corp., San Francisco | 3,867 | 3,839 | 83 | 81 | 3,808 | 4,032 | -5.6 | 2,463 | 2,580 | -14.5 | 257 | 225 | 14.1 | 28 | 10 | 91 | N.A. |
| Banc One Corp., Columbus, Ohio | 7,270 | 5,029 | 42 | 62 | 6,153 | 4,511 | 36.4 | 5,020 | 3,[illegible]38 | 43.5 | 477 | 355 | 34.2 | 83 | 62 | 29 | 34 |
| BancOhio Corp., Columbus, Ohio | 6,062 | 5,822 | 55 | 50 | 5,808 | 5,675 | 2.3 | 4,448 | 4,258 | 4.5 | 368 | 352 | 4.5 | 19 | 26 | 133 | 89 |
| BankAmerica Corp., San Francisco | 121,176 | 122,221 | 2 | 2 | 123,045 | 119,995 | 2.5 | 95,661 | 93,081 | 2.8 | 5,139 | 4,848 | 6.0 | 390 | 389 | 4 | 3 |
| Bank of Boston Corp. | 19,538 | 18,267 | 19 | 18 | 18,821 | 17,506 | 7.5 | 12,001 | 11,436 | 4.9 | 1,072 | 971 | 10.4 | 136 | 129 | 14 | 17 |
| Bank of New England Corp., Boston (a) | 5,801 | 5,065 | 57 | 60 | 5,562 | 4,772 | 16.6 | 4,294 | 3,545 | 21.1 | 303 | 246 | 23.0 | 37 | 35 | 62 | 60 |
| Bank of New York Co., Inc. | 12,797 | 12,724 | 26 | 24 | 12,699 | 12,244 | 3.7 | 9,174 | 8,925 | 2.8 | 620 | 534 | 16.1 | 91 | 74 | 25 | 29 |
| Bank of Virginia Co., Richmond | 3,850 | 3,353 | 84 | 92 | 3,424 | 3,005 | 14.0 | 2,491 | 2,232 | 12.0 | 208 | 181 | 15.0 | 30 | 24 | 81 | 102 |
| Bankers Trust New York Corp. | 40,003 | 40,427 | 10 | 9 | 38,367 | 37,251 | 3.0 | 21,539 | 23,835 | -10.0 | 1,775 | 1,516 | 17.0 | 257 | 229 | 8 | 8 |
| Barnett Banks of Florida, Inc., Jacksonville | 9,397 | 6,932 | 30 | 37 | 8,332 | 6,152 | 35.0 | 7,129 | 4,993 | 43.0 | 446 | 334 | 30.0 | 82 | 65 | 30 | 33 |
| BayBanks, Inc., Boston | 4,639 | 3,710 | 76 | 84 | 4,164 | 3,521 | 18.3 | 3,576 | 2,939 | 21.7 | 266 | 243 | 9.3 | 32 | 33 | 75 | 66 |
| Boatmen's Bancshares, Inc., St. Louis, Mo. | 3,505 | 2,758 | 97 | 112 | 2,611 | 2,197 | 18.9 | 1,840 | 1,521 | 21.0 | 156 | 139 | 12.6 | 25 | 20 | 103 | 120 |
| CBT Corp., Hartford, Conn. | 6,072 | 5,070 | 54 | 59 | 5,220 | 3,559 | 47.0 | 3,728 | 2,490 | 50.0 | 319 | 212 | 50.0 | 39 | 32 | 59 | 67 |
| Centerre Bancorp., St. Louis, Mo. | 5,354 | 5,122 | 68 | 58 | 4,833 | 5,198 | -7.0 | 3,368 | 3,401 | -1.0 | 291 | 284 | 2.5 | 21 | 23 | 121 | 104 |
| Chase Manhattan Corp., New York | 81,921 | 80,863 | 3 | 3 | 79,071 | 77,230 | 2.0 | 53,473 | 55,019 | -3.0 | 3,443 | 3,206 | 7.0 | 430 | 332 | 3 | 4 |
| Chemical New York Corp. | 51,165 | 48,275 | 6 | 6 | 48,101 | 44,922 | 7.1 | 22,435 | 21,928 | 2.3 | 2,131 | 1,778 | 22.6 | 306 | 269 | 6 | 6 |
| Citicorp, New York | 134,655 | 129,997 | 1 | 1 | 127,923 | 121,482 | 5.3 | 67,320 | 63,475 | 6.1 | N.A. | N.A. | N.A. | 860 | 747 | 1 | 1 |
| Citizens & Southern Ga. Corp., Atlanta | 6,934 | 6,005 | 44 | 48 | 6,228 | 5,258 | 18.0 | 4,155 | 3,630 | 14.0 | 398 | 355 | 12.0 | 58 | 51 | 37 | 40 |
| Comerica, Inc., Detroit | 8,555 | 7,378 | 34 | 33 | 7,539 | 6,423 | 17.4 | 6,178 | 5,087 | 21.4 | 418 | 388 | 18.2 | 49 | 42 | 46 | 52 |
| Commerce Bancshares, Inc. Kansas City | 3,477 | 3,343 | 100 | 93 | 3,209 | 3,035 | 5.7 | 2,549 | 2,315 | 10.1 | 291 | 257 | 13.3 | 35 | 31 | 64 | 69 |
| Continental Illinois Corp., Chicago | 42,097 | 42,899 | 8 | 7 | 40,268 | 45,662 | -11.8 | 26,747 | 28,225 | -5.23 | 1,722 | 1,721 | 0.1 | 101 | 84 | 19 | 23 |
| CoreStates Financial Corp., Philadelphia | 8,587 | 6,301 | 33 | 44 | 7,995 | 6,275 | 27.4 | 5,579 | 4,129 | 35.1 | 518 | 412 | 25.7 | 85 | 61 | 26 | 35 |
| Crocker National Corp., San Francisco | 23,393 | 24,939 | 14 | 12 | 24,865 | 23,607 | 5.3 | 17,648 | 17,480 | 1.0 | 1,290 | 1,163 | 11.0 | -10 | 71 | N.A. | 31 |
| Dominion Bankshares Corp., Roanoke, Va. | 3,826 | 3,225 | 85 | 98 | 3,274 | 2,946 | 11.1 | 2,539 | 2,317 | 9.6 | 214 | 203 | 5.5 | 25 | 22 | 106 | 107 |
| European American Bancorp., New York | 8,713 | 8,325 | 32 | 30 | 8,534 | 8,415 | 1.4 | 5,871 | 6,280 | -6.5 | 381 | 345 | 10.5 | 19 | 29 | 127 | 78 |
| Fidelcor Inc., Philadelphia | 5,662 | 4,120 | 63 | 75 | 4,675 | 3,683 | 26.9 | 3,437 | 2,592 | 32.6 | 269 | 235 | 14.3 | 47 | 28 | 50 | 79 |
| Fidelity Union Bancorp., Newark, N.J. (b) | 3,766 | 3,409 | 86 | 89 | 3,418 | 3,079 | 11.0 | 1,935 | 1,610 | 20.2 | 207 | 210 | -1.8 | 21 | 13 | 122 | 174 |
| First of America Bank Corp., Kalamazoo | 4,109 | 3,820 | 80 | 82 | 3,882 | 3,683 | 5.4 | 3,385 | 3,157 | 7.2 | 174 | 157 | 10.3 | 26 | 20 | 96 | 122 |
| First American Banksh. Inc., Washington | 3,753 | 2,657 | 87 | 116 | 2,931 | 2,418 | 21.3 | 2,418 | 1,966 | 23.0 | 201 | 168 | 20.0 | 27 | 21 | 93 | 116 |
| First American Corp., Nashville, Tenn. | 3,497 | 2,587 | 98 | 117 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 26 | 19 | 97 | 134 |
| First Atlanta Corp. | 5,762 | 4,480 | 59 | 72 | 4,805 | 3,820 | 25.8 | 3,193 | 2,498 | 27.9 | 2[illegible]0 | 247 | 17.4 | 52 | 43 | 40 | 49 |
| First Bank System, Inc., Minneapolis | 20,871 | 16,899 | 17 | 22 | 18,048 | 15,831 | 14.0 | 11,892 | 11,268 | 5.5 | 1,070 | 967 | 10.7 | 130 | 116 | 16 | 18 |
| First Chicago Corp. | 36,323 | 35,876 | 11 | 11 | 34,543 | 34,733 | -0.5 | 23,395 | 24,662 | 5.1 | 1,649 | 1,521 | 8.4 | 184 | 144 | 11 | 13 |
| First City Bancorp. of Texas, Inc., Houston | 17,263 | 16,567 | 23 | 23 | 15,425 | 13,810 | 12.0 | 11,648 | 10,589 | 10.0 | 1,019 | 892 | 14.0 | 50 | 133 | 44 | 16 |
| First Interstate Bancorp., Los Angeles | 44,423 | 40,884 | 7 | 8 | 40,680 | 38,078 | 6.8 | 30,123 | 28,342 | 6.3 | 2,218 | 1,972 | 12.4 | 247 | 228 | 9 | 9 |
| First Maryland Bancorp., Baltimore | 3,655 | 3,447 | 92 | 88 | 3,564 | 3,168 | 12.5 | 2,373 | 2,22[illegible] | 6.4 | 210 | 195 | 8.0 | 19 | 25 | 126 | 97 |
| First National State Bancorp., Newark, N.J. | 6,417 | 4,868 | 50 | 64 | 5,225 | 4,142 | 26.1 | 4,082 | 3,126 | 30.5 | 286 | 240 | 19.2 | 47 | 35 | 48 | 62 |
| First Pennsylvania Corp., Philadelphia | 5,152 | 5,433 | 70 | 54 | 5,090 | 5,165 | 1.5 | 3,355 | 3,294 | 1.9 | 179 | 205 | -12.7 | -16 | -19 | N.A. | N.A. |
| First Security Corp., Salt Lake City, Utah | 4,944 | 4,609 | 72 | 69 | 4,590 | 4,098 | 12.0 | 3,340 | 2,944 | 13.4 | 376 | 326 | 15.4 | 21 | 44 | 118 | 44 |
| First Tennessee National Corp., Memphis | 4,617 | 3,392 | 77 | 91 | 4,209 | 3,318 | 26.8 | 3,262 | 2,446 | 33.3 | 219 | 205 | 6.9 | 30 | 31 | 80 | 70 |
| First Union Corp., Charlotte, N.C. | 6,803 | 6,168 | 46 | 46 | 5,634 | 5,040 | 11.8 | 3,367 | 3,141 | 7.2 | 372 | 297 | 25.3 | 59 | 50 | 35 | 42 |
| First Wisconsin Corp., Milwaukee | 5,062 | 4,836 | 71 | 66 | 4,800 | 4,751 | 1.0 | 3,459 | 3,422 | 1.1 | 294 | 268 | 8.9 | 34 | 30 | 67 | 74 |
| Flagship Banks, Inc., Miami, Fla. (c) | 3,535 | 3,095 | 96 | 102 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 13 | 27 | N.A. | 85 |
| Fleet Financial Group, Inc., Providence, R.I. | 5,736 | 4,536 | 62 | 70 | 4,633 | 3,940 | 18.0 | 2,914 | 2,570 | 13.0 | 311 | 249 | 25.0 | 52 | 40 | 41 | 54 |
| Florida National Banks of Fla., Jacksonville | 3,550 | 3,498 | 95 | 87 | 3,299 | 2,808 | 17.5 | 2,643 | 2,178 | 21.4 | 243 | 242 | 0.2 | 43 | 22 | 53 | 111 |
| Harris Bankcorp., Inc., Chicago | 7,425 | 7,137 | 41 | 36 | 7,613 | 7,392 | 3.0 | 4,828 | 4,833 | -0.1 | 390 | 369 | 5.7 | 31 | 40 | 78 | 53 |
| Hartford National Corp., Conn. | 4,676 | 4,128 | 75 | 74 | 4,024 | 3,507 | 15.0 | 3,181 | 2,738 | 16.0 | 232 | 200 | 16.0 | 38 | 25 | 61 | 101 |
| Huntington Bancshares, Inc., Columbus | 5,426 | 5,245 | 65 | 57 | 5,221 | 3,658 | 42.7 | 3,966 | 2,668 | 48.7 | 275 | 217 | 26.7 | 25 | 29 | 107 | 77 |
| InterFirst Corp., Dallas | 21,736 | 21,030 | 16 | 14 | 20,806 | 19,075 | 9.1 | 11,805 | 10,822 | 9.1 | 1,355 | 1,171 | 15.7 | -171 | 223 | N.A. | 10 |
| Irving Bank Corp., New York | 18,586 | 19,514 | 22 | 17 | 19,227 | 19,086 | 0.7 | 13,084 | 13,914 | -6.0 | 856 | 812 | 5.5 | 92 | 83 | 23 | 24 |
| Key Banks, Inc., Albany, N.Y. | 3,492 | 2,795 | 99 | 109 | 3,131 | 2,544 | 23.1 | 2,610 | 2,087 | 25.1 | 230 | 209 | 10.0 | 33 | 26 | 69 | 92 |
| Lincoln First Banks, Inc., Rochester, N.Y. (d) | 4,179 | 3,892 | 79 | 79 | 3,981 | 3,622 | 9.9 | 3,026 | 2,734 | 10.7 | 235 | 216 | 8.9 | 26 | 28 | 98 | 81 |
| Manufacturers Hanover Corp., New York | 64,332 | 64,041 | 4 | 4 | 61,466 | 59,195 | 3.8 | 39,645 | 40,487 | -2.1 | N.A. | N.A. | N.A. | 337 | 296 | 5 | 5 |
| Manufacturers National Corp., Detroit | 5,807 | 5,284 | 56 | 56 | 5,412 | 5,122 | 5.7 | 4,254 | 4,048 | 5.1 | 318 | 290 | 9.7 | 35 | 12 | 65 | N.A. |
| Marine Midland Banks, Inc., Buffalo, N.Y. | 22,872 | 20,239 | 15 | 16 | 21,113 | 19,439 | 8.6 | 15,440 | 14,994 | 3.0 | 1,061 | 977 | 8.6 | 101 | 88 | 20 | 21 |
| Maryland National Corp., Baltimore | 5,740 | 5,055 | 61 | 61 | 4,998 | 4,410 | 13.3 | 3,181 | 2,823 | 12.7 | 349 | 314 | 11.0 | 39 | 42 | 57 | 51 |
| Mellon National Corp., Pittsburgh | 26,433 | 20,294 | 13 | 15 | 24,232 | 19,539 | 24.0 | 14,579 | 12,280 | 18.7 | 1,473 | 1,172 | 25.7 | 184 | 143 | 10 | 14 |
| Mercantile Bancorp., Inc., St. Louis, Mo. | 5,508 | 5,691 | 64 | 53 | 5,065 | 5,039 | 0.5 | 3,554 | 3,375 | 5.3 | 321 | 294 | 9.1 | 42 | 43 | 54 | 50 |
| Mercantile Texas Corp., Dallas | 11,884 | 10,190 | 28 | 27 | 10,410 | 8,937 | 16.5 | 7,715 | 6,382 | 20.9 | 684 | 589 | 16.1 | 100 | 103 | 21 | 20 |
| Meridian Bancorp., Inc., Reading (†) | 3,728 | 3,451 | 88 | 88 | 3,620 | 3,150 | 14.9 | 2,989 | 2,550 | 17.2 | 275 | 249 | 10.5 | 32 | 31 | 73 | N.A. |
| Michigan National Corp., Bloomfield Hills | 6,894 | 6,504 | 45 | 43 | 6,654 | 6,246 | 6.5 | 5,658 | 5,221 | 8.4 | 387 | 381 | 1.6 | 16 | 3 | 150 | N.A. |
| Midlantic Banks, Inc., Edison, N.J. | 6,413 | 4,339 | 51 | 73 | 5,001 | 3,944 | 26.8 | 4,019 | 3,075 | 30.7 | 281 | 231 | 21.8 | 49 | 39 | 45 | 56 |
| J.P. Morgan & Co., Inc., New York | 58,023 | 58,597 | 5 | 5 | 57,882 | 56,766 | 2.0 | 37,159 | 36,346 | 2.2 | 3,323 | 2,861 | 16.1 | 460 | 442 | 2 | 2 |
| NBD Bancorp., Inc., Detroit | 13,245 | 12,407 | 24 | 25 | 11,939 | 12,087 | -1.2 | 8,422 | 8,671 | -2.9 | 773 | 723 | 6.9 | 82 | 77 | 31 | 26 |
| NCNB Corp., Charlotte, N.C. | 12,808 | 11,560 | 25 | 26 | 11,560 | 8,435 | 37.1 | 7,973 | 5,725 | 39.3 | 564 | 480 | 17.6 | 92 | 77 | 24 | 27 |
| National City Corp., Cleveland | 6,586 | 6,823 | 47 | 40 | 6,247 | 5,739 | 8.9 | 4,315 | 3,874 | 11.4 | 406 | 385 | 5.5 | 48 | 47 | 47 | 43 |
| Natwest Holdings, Inc., New York | 7,471 | 6,807 | 40 | 41 | 6,958 | 6,631 | 5.0 | 5,490 | 5,364 | 2.0 | 439 | 404 | 9.0 | 25 | 21 | 104 | 117 |
| Norstar Bancorp., Inc., Albany, N.Y. | 5,351 | 3,653 | 69 | 85 | 4,602 | 3,442 | 33.7 | 3,812 | 2,818 | 35.3 | 409 | 292 | 40.1 | 58 | 44 | 36 | 46 |
| Northern Trust Corp., Chicago | 6,438 | 6,253 | 49 | 45 | 6,429 | 6,602 | -3.0 | 4,361 | 4,466 | -2.0 | 342 | 329 | 4.0 | 18 | 34 | 135 | 63 |
| Norwest Corp., Minneapolis | 19,854 | 17,585 | 18 | 20 | 18,593 | 15,709 | 18.4 | 12,538 | 11,338 | 10.6 | 1,108 | 1,003 | 10.5 | 125 | 114 | 17 | 19 |
| Old Kent Financial Corp., Grand Rapids | 3,706 | 2,353 | 91 | 132 | 3,246 | 2,278 | 42.5 | 2,809 | 1,892 | 48.5 | 203 | 179 | 13.6 | 32 | 22 | 71 | 108 |
| PNC Financial Corp., Pittsburgh | 12,245 | 11,611 | 27 | 26† | 11,420 | 10,455 | 9.2 | 6,953 | 6,612 | 5.2 | 806 | 723 | 11.5 | 117 | 116 | 18 | N.A. |
| Rainier Bancorp., Seattle | 6,413 | 5,865 | 52 | 49 | 5,954 | 5,671 | 5.0 | 4,467 | 4,240 | 5.0 | 374 | 343 | 9.0 | 47 | 39 | 49 | 55 |
| Republic New York Corp. | 10,119 | 9.280 | 29 | 29 | 9,391 | 9,297 | 1.0 | 6,478 | 6,388 | 1.0 | 478 | 355 | 35.0 | 85 | 75 | 27 | 28 |
| RepublicBank Corp., Dallas | 19,082 | 17,218 | 21 | 21 | 17,445 | 16,024 | 8.9 | 12,371 | 11,094 | 11.5 | 1,038 | 916 | 13.3 | 130 | 157 | 15 | 12 |
| Riggs National Corp., Washington, D.C. | 4,766 | 3,718 | 74 | 83 | 3,863 | 3,475 | 11.2 | 3,158 | 2,879 | 9.7 | 208 | 214 | 7.7 | 23 | 21 | 111 | 113 |
| Security Pacific Corp., Los Angeles | 40,382 | 36,991 | 9 | 10 | 37,013 | 34,741 | 7 | 25,891 | 24,145 | 7 | 1,639 | 1,391 | 18 | 264 | 234 | 7 | 7 |
| Shawmut Corp., Boston | 5,755 | 5,376 | 60 | 55 | 5,288 | 4,971 | 6.0 | 3,861 | 3,582 | 8.0 | 326 | 298 | 9.0 | 33 | 35 | 70 | 61 |
| Society Corp., Cleveland | 4,283 | 3,911 | 78 | 78 | 3,952 | 4,009 | -1.4 | 3,609 | 2,936 | 22.9 | 282 | 259 | 8.9 | 29 | 29 | 86 | 75 |
| Southeast Banking Corp., Miami, Fla. | 8,884 | 7,274 | 31 | 34 | 8,100 | 6,815 | 19.0 | 6,337 | 5,125 | 24.0 | 456 | 405 | 13.0 | 55 | 53 | 38 | 38 |
| Southwest Bancshares, Inc., Houston (e) | 7,989 | 6,927 | 37 | 38 | 7,005 | 6,626 | 11.8 | 5,813 | 5,076 | 14.5 | 451 | 415 | 8.8 | 40 | 67 | 55 | 32 |
| Sovran Financial Corp., Norfolk, Va. | 7,187 | 3,874 | 43 | 80 | 6,691 | 5,969 | 12.1 | 5,406 | 4,670 | 15.8 | 390 | 386 | 1.1 | 66 | 33 | 33 | 65 |
| State Street Boston Corp., Boston | 4,044 | 3,915 | 81 | 77 | 3,975 | 3,535 | 12.5 | 2,457 | 2,218 | 10.8 | 253 | 204 | 24.0 | 38 | 36 | 60 | 59 |
| Sun Banks, Inc., Orlando, Fla. | 6,161 | 5,004 | 53 | 63 | 5,425 | 4,332 | 25.2 | 4,525 | 3,565 | 26.9 | 342 | 282 | 21.1 | 46 | 39 | 51 | 57 |
| Texas American Bankshares, Inc., Ft. Worth | 5,409 | 4,717 | 67 | 68 | 4,895 | 4,418 | 10.8 | 3,803 | 3,301 | 15.2 | 334 | 301 | 11.1 | 35 | 44 | 63 | 47 |
| Texas Commerce Bancshares, Inc., Houston | 19,499 | 18,200 | 20 | 19 | 16,251 | N.A. | N.A. | 11,504 | N.A. | N.A. | 1,070 | N.A. | N.A. | 177 | 170 | 12 | 11 |
| Third National Corp., Nashville, Tenn. | 3,725 | 3,135 | 89 | 100 | 3,440 | 2,918 | 17.9 | 2,713 | 2,212 | 22.6 | 237 | 187 | 27.2 | 32 | 27 | 72 | 83 |
| Trust Co. of Georgia, Atlanta | 4,850 | 4,511 | 73 | 71 | 4,629 | 3,986 | 16.1 | 3,301 | 2,754 | 19.9 | 297 | 245 | 21.4 | 73 | 57 | 32 | 36 |
| U.S. Bancorp., Portland, Ore. | 6,511 | 5,756 | 48 | 51 | 5,936 | 5,629 | 5.5 | 4,254 | 3,859 | 10.2 | 467 | 436 | 7.1 | 52 | 52 | 39 | 39 |
| Union Bancorp., Los Angeles | 8,067 | 7,690 | 36 | 31 | 7,322 | 7,258 | 1.0 | 5,173 | 5,032 | 3.0 | 401 | 379 | 8.0 | 39 | 31 | 58 | 71 |
| United Banks of Colorado, Inc., Denver | 3,868 | 3,522 | 82 | 86 | 3,253 | 3,228 | 9.0 | 2,688 | 2,296 | 17.0 | 233 | 216 | 8.0 | 26 | 24 | 95 | 103 |
| United Jersey Banks, Princeton, N.J | 3,635 | 3,232 | 94 | 97 | 3,360 | 2,828 | 18.8 | 2,762 | 2,171 | 27.2 | 198 | 160 | 24.0 | 24 | 20 | 110 | 123 |
| United Virginia Bankshares, Inc., Richmond | 5,415 | 4,848 | 66 | 65 | 5,009 | 4,222 | 19.0 | 3,533 | 3,003 | 18.0 | 302 | 259 | 17.0 | 52 | 44 | 42 | 45 |
| Valley National Corp., Phoenix, Ariz. | 8,146 | 7,183 | 35 | 35 | 7,201 | 6,511 | 10.6 | 5,902 | 5,207 | 13.3 | 424 | 393 | 7.9 | 46 | 51 | 52 | 41 |
| Wachovia Corp., Winston-Salem, N.C. | 7,850 | 6,916 | 39 | 39 | 7,057 | 6,464 | 9.2 | 5,196 | 4,573 | 13.6 | 511 | 452 | 13.1 | 85 | 78 | 28 | 25 |
| Wells Fargo & Co., San Francisco | 27,018 | 24,814 | 12 | 13 | 25,438 | 24,818 | 2.5 | 18,840 | 17,474 | 7.8 | 1,337 | 1,221 | 9.5 | 155 | 142 | 13 | 15 |

(†) — Began operations as a holding company in 1983. Data for 1982 are pro forma. (a) — Acquired by CBT Corp., Hartford, Conn. (b) — Acquired by First National State Bancorp., Newark, N.J.

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# Bank Holding Companies in the U.S. (Listed Alphabetically)

Continued from Page 10

| Return on Assets | | Return on Equity | | EPS % Chg. | Market/Book Ratio | | Discr. Assets | Asset Rank | Gross Trust Inc. | | Trust Inc. Rank | | Number of Offices | | Foreign Offices | | Banks Controlled | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 12/31/83 | 12/31/82 | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/83 | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/82 | 12/31/83 | 12/31/82 | |
| 1.46 | 1.64 | 23.32 | 25.57 | 15.4 | 201.62 | 200.65 | $N.A. | N.A. | $N.A. | $N.A. | N.A. | N.A. | N.A. | 47 | N.A. | 0 | 47 | 48 | Allied Bancshares, Inc., Houston |
| 1.00 | 1.07 | 13.60 | 13.83 | 7.5 | 7.5% | 91.99 | 2,853 | 59 | 12.9 | N.A. | 67 | N.A. | 116 | 24 | 0 | 0 | 2 | 21 | **AmSouth Bancorp., Birmingham, Ala.** |
| 0.90 | 1.00 | 10.83 | 9.63 | −9.3 | 69.65 | 51.95 | 8,004 | 24 | 35.2 | N.A. | 28 | N.A. | 117 | 126 | 1 | 0 | N.A. | 1 | AmeriTrust Corp., Cleveland |
| 0.93 | 0.98 | 14.30 | 15.28 | 7.3 | 98.64 | N.A. | 2,889 | 58 | 10.8 | 9.4 | 79 | 80 | 39 | 40 | 2 | 2 | 1 | 1 | **American Security Corp., Washington, D.C.** |
| 0.73 | 0.24 | 10.80 | 5.07 | 249.2 | 103.67 | N.A. | 2,206 | 70 | 22.9 | 19.7 | 44 | 38 | N.A. | 54 | N.A. | 10 | 1 | 20 | BanCal Tri-State Corp., San Francisco |
| 1.35 | 1.38 | 17.95 | 18.95 | 17.0 | 198.17 | 180.84 | 2,448 | 67 | 17.8 | N.A. | 51 | N.A. | 319 | 206 | 0 | 0 | 22 | 23 | **Banc One Corp., Columbus, Ohio** |
| 0.32 | 0.46 | 5.04 | 6.87 | −39.0 | 71.79 | 42.93 | 2,357 | 68 | N.A. | N.A. | N.A. | N.A. | 242 | 273 | 1 | 1 | 2 | 2 | BancOhio Corp., Columbus, Ohio |
| 0.32 | 0.32 | 7.63 | 9.20 | −16.2 | 78.80 | 67.74 | 8,687 | 22 | 88.3 | 70.5 | 8 | 7 | 1,348 | 1,562 | 92 | 244 | 2 | 1 | **BankAmerica Corp., San Francisco** |
| 0.72 | 0.74 | 14.44 | 15.26 | 10.9 | 76.04 | 77.00 | 6,655 | 28 | 59.5 | N.A. | 17 | N.A. | 278 | 264 | 116 | 107 | 9 | 11 | Bank of Boston Corp. |
| 0.66 | 0.74 | 14.23 | 16.77 | −3.7 | 86.57 | 87.10 | 6,854 | 26 | 34.3 | N.A. | 29 | N.A. | 119 | 36 | 3 | 3 | 12 | 12 | **Bank of New England Corp., Boston** |
| 0.71 | 0.61 | 15.43 | 15.53 | 14.5 | 85.78 | 69.77 | 7,389 | 25 | 144.9 | N.A. | 2 | N.A. | 201 | 189 | 3 | 4 | 2 | 2 | Bank of New York Co., Inc. |
| 0.88 | 0.80 | 14.49 | 14.00 | 34.6 | 111.86 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 133 | 134 | 6 | 7 | 1 | 3 | **Bank of Virginia Co., Richmond** |
| 0.66 | 0.61 | 15.69 | 15.78 | 2.5 | 90.43 | 75.21 | 37,602 | 1 | 117.5 | N.A. | 5 | N.A. | 108 | 97 | 52 | 54 | 2 | 3 | Bankers Trust New York Corp. |
| 0.98 | 1.05 | 17.94 | 17.53 | 33.2 | 139.79 | 121.96 | 1,456 | 98 | 11.6 | N.A. | 72 | N.A. | 308 | 201 | 0 | 0 | 31 | 23 | **Barnett Banks of Florida, Inc., Jacksonville** |
| 0.77 | 0.94 | 13.00 | 14.76 | −4.7 | 96.27 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 208 | N.A. | 0 | 8 | 10 | BayBanks, Inc., Boston |
| 0.97 | 0.94 | 16.26 | 16.44 | 4.5 | 113.50 | N.A. | 4,881 | 39 | 9.3 | N.A. | 92 | N.A. | N.A. | N.A. | N.A. | N.A. | 19 | 17 | **Boatmen's Bancshares, Inc., St. Louis, Mo.** |
| 0.74 | 0.90 | 13.59 | 17.23 | −17.0 | 82.89 | 88.54 | 3,307 | 50 | 19.9 | 17.5 | 47 | 44 | 159 | 155 | 2 | 3 | 1 | 1 | CBT Corp., Hartford, Conn. |
| 0.43 | 0.45 | 7.16 | 8.20 | −10.2 | 66.61 | 48.94 | 6,504 | 30 | 27.8 | 25.1 | 34 | 27 | 28 | 68 | 2 | 2 | 22 | 22 | **Centerre Bancorp., St. Louis, Mo.** |
| 0.54 | 0.43 | 13.10 | 10.60 | 41.8 | 59.08 | 50.65 | 17,335 | 6 | 119.6 | 103.1 | 4 | 4 | 410 | 641 | 151 | 160 | N.A. | 2 | Chase Manhattan Corp., New York |
| 0.64 | 0.60 | 15.06 | 15.31 | 13.0 | 76.98 | 66.55 | 15,505 | 8 | 75.3 | 67.3 | 10 | 10 | 455 | 438 | 107 | 94 | 2 | 2 | **Chemical New York Corp.** |
| 0.67 | 0.61 | 16.50 | 16.40 | 15.7 | 90.50 | 90.83 | 35,991 | 3 | 139.8 | N.A. | 3 | N.A. | 2,025 | 1,903 | 1,031 | 941 | N.A. | 2 | Citicorp, New York |
| 0.93 | 0.98 | 16.51 | 16.82 | 13.9 | 129.95 | 100.36 | 2,721 | 60 | 14.6 | N.A. | 61 | N.A. | 214 | 200 | 6 | 6 | 6 | 13 | **Citizens & Southern Ga. Corp., Atlanta** |
| 0.65 | 0.66 | 11.64 | 11.83 | 18.0 | 79.86 | 60.31 | 4,497 | 40 | 24.9 | N.A. | 40 | N.A. | 151 | 32 | 6 | 5 | 17 | 17 | Comerica, Inc., Detroit |
| 1.09 | 1.03 | 13.14 | 13.54 | 3.5 | N.A. | N.A. | 912 | N.A. | 5 | N.A. | N.A. | N.A. | 98 | 86 | 1 | 1 | 44 | 39 | **Commerce Bancshares, Inc. Kansas City** |
| 0.26 | 0.18 | 6.13 | 4.90 | 34.9 | 48.99 | 50.53 | 10,865 | 15 | 62.4 | 60.4 | 16 | 11 | N.A. | 99 | N.A. | 41 | 3 | 1 | Continental Illinois Corp., Chicago |
| 1.00 | 0.96 | 17.28 | 16.32 | 17.3 | 99.49 | 71.38 | 3,946 | 47 | 13.5 | 8.2 | 65 | 94 | 266 | 180 | 20 | 15 | 3 | 2 | **CoreStates Financial Corp., Philadelphia** |
| −0.05 | 0.30 | −0.81 | 6.11 | −117.4 | 48.25 | 48.08 | 11,165 | 14 | 48.9 | 41.1 | 23 | 19 | N.A. | 393 | N.A. | 15 | 1 | 1 | Crocker National Corp., San Francisco |
| 0.75 | 0.76 | 11.47 | 12.30 | 39.7 | 108.80 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 161 | 157 | 0 | 0 | 10 | 11 | **Dominion Bankshares Corp., Roanoke, Va.** |
| 0.23 | 0.34 | 5.05 | 8.39 | −36.8 | N/A | N/A | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 104 | 110 | 4 | 8 | N.A. | 1 | European American Bancorp., New York |
| 0.73 | 0.77 | 14.69 | 14.43 | 60.7 | 84.51 | N.A. | 3,246 | 51 | 19.3 | 17.5 | 49 | 44 | 110 | 74 | 2 | 2 | 2 | 1 | **Fidelcor, Inc., Philadelphia** |
| 0.61 | 0.41 | 10.07 | 5.99 | 84.09 | 96.77 | N.A. | 1,978 | 82 | 13.7 | N.A. | 63 | N.A. | 123 | 116 | 3 | 1 | 3 | 3 | Fidelity Union Bancorp., Newark, N.J. |
| 0.67 | 0.56 | 15.22 | 13.76 | 23.0 | 87.35 | N.A. | 1,272 | N.A. | 8 | N.A. | N.A. | N.A. | 210 | 212 | 1 | 1 | 28 | 28 | **First of America Bank Corp., Kalamazoo** |
| 0.93 | 1.03 | 13.55 | 12.58 | 29.8 | N/A | N/A | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 178 | N.A. | 1 | N.A. | 7 | 12 | First American Banksh. Inc., Washington |
| 0.80 | 0.80 | 13.97 | 13.40 | 20.0 | 91.38 | N.A. | 3,497 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 10 | 10 | **First American Corp., Nashville, Tenn.** |
| 1.09 | 1.13 | 19.50 | 19.86 | 23.2 | 155.38 | N.A. | 2,508 | 65 | 10.6 | N.A. | 80 | N.A. | 109 | 237 | 2 | 2 | 3 | 3 | First Atlanta Corp. |
| 0.72 | 0.73 | 13.30 | 13.20 | 10.4 | 80.11 | 65.03 | 9,339 | 19 | 50.7 | N.A. | 21 | N.A. | 169 | 184 | 5 | 4 | 80 | 93 | **First Bank System, Inc., Minneapolis** |
| 0.53 | 0.41 | 11.37 | 10.73 | 65.4 | 70.20 | 57.38 | 9,049 | 21 | 53.9 | 47.6 | 20 | 15 | 92 | 76 | 65 | 53 | 1 | 1 | First Chicago Corp. |
| 0.32 | 0.96 | 5.44 | 16.43 | −65.1 | 83.47 | 83.66 | 4,368 | 42 | 27.5 | N.A. | 36 | N.A. | 71 | 73 | 5 | 5 | 65 | 60 | **First City Bancorp. of Texas, Inc., Houston** |
| 0.61 | 0.60 | 13.02 | 13.55 | 7.7 | 89.62 | 73.84 | 11,855 | 13 | 67.7 | N.A. | 13 | N.A. | 976 | 1,009 | 29 | 33 | 22 | 22 | First Interstate Bancorp., Los Angeles |
| 0.54 | 0.79 | 9.15 | 14.49 | −23.8 | 60.22 | N.A. | 990 | N.A. | 5 | N.A. | N.A. | N.A. | 192 | 158 | 3 | 2 | 2 | 2 | **First Maryland Bancorp., Baltimore** |
| 0.91 | 0.84 | 15.71 | 15.77 | 10.5 | 88.34 | N.A. | 1,279 | N.A. | 7 | N.A. | N.A. | N.A. | 204 | 171 | 3 | 3 | 6 | 6 | First National State Bancorp., Newark, N.J. |
| −0.31 | −0.36 | −8.75 | −9.15 | N/A | 76.03 | 42.34 | 3,774 | 48 | 23.3 | 18.4 | 43 | 42 | 76 | 87 | 10 | 6 | 1 | 1 | **First Pennsylvania Corp., Philadelphia** |
| 0.46 | 1.08 | 5.64 | 14.42 | −58.0 | 78.87 | N.A. | 1,103 | N.A. | 6 | N.A. | N.A. | N.A. | 236 | 192 | 0 | 0 | N.A. | 4 | First Security Corp., Salt Lake City, Utah |
| 0.72 | 0.94 | 13.81 | 15.23 | 2.2 | 102.05 | N.A. | 1,542 | 95 | N.A. | N.A. | N.A. | N.A. | N.A. | 133 | N.A. | 0 | 16 | 14 | **First Tennessee National Corp., Memphis** |
| 0.98 | 0.99 | 18.07 | 19.26 | 25.1 | 128.21 | 94.64 | 2,573 | 63 | 9.7 | 8.1 | 89 | 95 | 379 | 312 | 4 | 4 | 1 | 1 | First Union Corp., Charlotte, N.C. |
| 0.70 | 0.63 | 12.33 | 12.59 | 10.2 | 69.53 | N.A. | 4,111 | 44 | 21.1 | N.A. | 45 | N.A. | 71 | 73 | 10 | 7 | 19 | 18 | **First Wisconsin Corp., Milwaukee** |
| N.A. | 0.94 | N.A. | 13.90 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 28 | 27 | Flagship Banks, Inc., Miami, Fla. |
| 1.12 | 1.00 | 17.89 | 18.52 | 9.9 | 120.78 | N.A. | 2,022 | 78 | N.A. | N.A. | N.A. | N.A. | 304 | 208 | 4 | 6 | 1 | 1 | **Fleet Financial Group, Inc., Providence, R.I.** |
| 0.90 | 0.77 | 12.18 | 8.81 | 53.9 | 115.70 | N.A. | 762 | N.A. | 7 | N.A. | N.A. | N.A. | 185 | 107 | 0 | 0 | [illegible] | 25 | Florida National Banks of Fla., Jacksonville |
| 0.41 | 0.54 | 8.02 | 10.87 | −13.1 | 119.64 | 54.14 | 14,312 | 11 | 50.1 | 42.1 | 22 | 17 | 23 | 20 | 6 | 6 | 4 | 3 | **Harris Bankcorp., Inc., Chicago** |
| 0.95 | 0.71 | 16.34 | 14.14 | 29.0 | 109.95 | N.A. | 3,949 | 46 | 23.9 | 22.6 | 42 | 32 | 128 | 120 | 1 | 0 | 1 | N.A. | Hartford National Corp., Conn. |
| 0.47 | 0.80 | 9.12 | 14.81 | −36.3 | 94.05 | 65.68 | 1,400 | N.A. | 11.0 | N.A. | 76 | N.A. | 190 | 193 | 2 | 3 | 4 | 5 | **Huntington Bancshares, Inc., Columbus** |
| N.A. | 1.17 | N.A. | 21.50 | −174.2 | 92.14 | 103.91 | 9,239 | 20 | 47 | N.A. | 24 | N.A. | 89 | 65 | 10 | 8 | 51 | 49 | InterFirst Corp., Dallas |
| 0.48 | 0.43 | 11.92 | 12.18 | 6.5 | 68.31 | 55.65 | 4,952 | 36 | 38.6 | N.A. | 26 | N.A. | 202 | 174 | 38 | 21 | N.A. | 14 | **Irving Bank Corp., New York** |
| 1.06 | 1.02 | 14.44 | 13.49 | 1.0 | 99.97 | N.A. | 860 | N.A. | 6 | N.A. | N.A. | N.A. | 218 | N.A. | 0 | N.A. | N.A. | 6 | Key Banks, Inc., Albany, N.Y. |
| 0.65 | 0.78 | 12.16 | 14.32 | 8.2 | 98.77 | N.A. | 3,014 | 55 | 16.9 | 15.1 | 56 | 52 | 152 | 154 | 1 | 1 | 1 | 1 | **Lincoln First Banks, Inc., Rochester, N.Y.** |
| 0.55 | 0.50 | 13.42 | 13.51 | 7.6 | 63.22 | 62.85 | 27,497 | 4 | 91.7 | N.A. | 6 | N.A. | 251 | 822 | 103 | 100 | N.A. | 3 | Manufacturers Hanover Corp., New York |
| 0.64 | 0.24 | 12.14 | 4.70 | 47.3 | 65.21 | 50.32 | 4,884 | 38 | 16.7 | N.A. | 57 | N.A. | 158 | 155 | 5 | 5 | 9 | 9 | **Manufacturers National Corp., Detroit** |
| 0.48 | 0.45 | 10.17 | 10.39 | 6.8 | 50.92 | 48.90 | 3,675 | 49 | 25.8 | 33.0 | 39 | 21 | 323 | 338 | 24 | 25 | N.A. | 1 | Marine Midland Banks, Inc., Buffalo, N.Y. |
| 0.77 | 0.96 | 12.38 | 15.09 | −8.2 | 83.61 | 64.12 | 725 | N.A. | 8 | N.A. | N.A. | N.A. | 209 | 230 | 6 | 6 | 2 | 2 | **Maryland National Corp., Baltimore** |
| 0.74 | 0.73 | 14.30 | 14.02 | 8.9 | 87.60 | 74.28 | 14,559 | 9 | 73.8 | 36.6 | 11 | 20 | 440 | 279 | 20 | 15 | 4 | 1 | Mellon National Corp., Pittsburgh |
| 0.82 | 0.85 | 12.93 | 14.53 | −2.0 | 71.84 | 62.26 | 4,478 | 41 | 16.9 | N.A. | 55 | N.A. | 83 | 70 | 2 | 2 | 43 | 33 | **Mercantile Bancorp., Inc., St. Louis, Mo.** |
| 0.96 | 1.16 | 16.82 | 20.19 | −3.6 | 98.13 | 123.00 | 1,390 | N.A. | 15.0 | N.A. | 60 | N.A. | N.A. | 28 | N.A. | 1 | 29 | 26 | Mercantile Texas Corp., Dallas |
| 0.89 | 1.01 | 13.22 | 14.20 | 0.2 | 83.38 | N.A. | 1,201 | N.A. | 7 | N.A. | N.A. | N.A. | 123 | N.A. | 1 | N.A. | 2 | N.A. | **Meridian Bancorp., Inc., Reading** |
| 0.24 | 0.05 | 4.11 | 0.75 | 353.3 | 61.64 | 47.95 | 799 | N.A. | 6 | N.A. | N.A. | N.A. | 389 | 395 | 3 | 3 | 26 | 26 | Michigan National Corp., Bloomfield Hills |
| 0.98 | 0.99 | 17.38 | 16.95 | 3.6 | 112.13 | N.A. | 2,179 | 71 | 9.9 | N.A. | 85 | N.A. | 206 | 153 | 4 | 4 | 7 | 7 | **Midlantic Banks, Inc., Edison, N.J.** |
| 0.79 | 0.78 | 15.29 | 17.40 | 10.4 | 101.78 | 94.80 | 37,543 | 2 | 218.2 | N.A. | 1 | N.A. | 65 | 74 | 46 | 44 | 2 | 2 | J.P. Morgan & Co., Inc., New York |
| 0.68 | 0.64 | 10.57 | 10.70 | 0.9 | 62.85 | 50.27 | 6,690 | 27 | 32.0 | N.A. | 30 | N.A. | 239 | 235 | 11 | 7 | 17 | 17 | **NBD Bancorp., Inc., Detroit** |
| 0.80 | 0.91 | 16.34 | 16.05 | 15.7 | 117.83 | 87.70 | 4,033 | 45 | 27.1 | 19 | 38 | 41 | 520 | 504 | 16 | 14 | 2 | 4 | NCNB Corp., Charlotte, N.C. |
| 0.77 | 0.81 | 11.84 | 12.11 | 13.6 | 76.17 | 59.71 | 6,152 | 33 | 27.9 | N.A. | 33 | N.A. | 171 | 161 | 2 | 1 | 12 | 13 | **National City Corp., Cleveland** |
| 0.36 | 0.32 | 5.77 | 5.79 | 44.7 | N/A | N/A | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 172 | 167 | 4 | 5 | 1 | 1 | Natwest Holdings, Inc., New York |
| 1.27 | 1.27 | 14.25 | 15.99 | 0.6 | 114.91 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 279 | 191 | 0 | 0 | 12 | 9 | **Norstar Bancorp., Inc., Albany, N.Y.** |
| 0.29 | 0.49 | 5.36 | 8.80 | −44.0 | 86.06 | 64.22 | 15,529 | 7 | 88.8 | 73 | 7 | 7 | 16 | 18 | 3 | 3 | N.A. | 1 | Northern Trust Corp., Chicago |
| 0.67 | 0.73 | 11.50 | 11.99 | 31.5 | 86.64 | 70.90 | 6,241 | 32 | 40.0 | N.A. | 25 | N.A. | 358 | 311 | 6 | 6 | 86 | 86 | **Norwest Corp., Minneapolis** |
| 1.00 | 0.99 | 15.96 | 13.53 | 25.3 | 91.84 | N.A. | 1,717 | 89 | 8.9 | N.A. | 98 | N.A. | 181 | N.A. | 1 | N.A. | 23 | 13 | Old Kent Financial Corp., Grand Rapids |
| 1.02 | 1.11 | 16.14 | 17.74 | 11.2 | 117.52 | 114.34 | 24,009 | 5 | 65.9 | N.A. | 14 | N.A. | 239 | 252 | 8 | 6 | 4 | N.A. | **PNC Financial Corp., Pittsburgh** |
| 0.79 | 0.69 | 12.62 | 11.42 | 18.9 | 96.41 | 72.29 | 1,513 | 97 | 11.1 | 9.9 | 75 | 75 | 211 | 209 | 15 | 15 | 2 | 1 | Rainier Bancorp., Seattle |
| 0.90 | 0.81 | 16.23 | 20.14 | 4.0 | 108.76 | 135.16 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 56 | 55 | 19 | 16 | 1 | 1 | **Republic New York Corp.** |
| 0.75 | 0.98 | 13.80 | 18.60 | −10.5 | 85.31 | 110.42 | 6,269 | 31 | 38.3 | N.A. | 27 | N.A. | 57 | 25 | 10 | 12 | 37 | 35 | RepublicBank Corp., Dallas |
| 0.51 | 0.62 | 9.38 | 10.85 | 15.0 | 96.77 | N.A. | 1,743 | 86 | 10.1 | 8.6 | 83 | 86 | 34 | 33 | 2 | 2 | 1 | 1 | **Riggs National Corp., Washington, D.C.** |
| 0.71 | 0.67 | 16.12 | 16.80 | 10.7 | 102.81 | 76.76 | 5,859 | 34 | 57.0 | 47.6 | 18 | 14 | 674 | 680 | 23 | 29 | 1 | 1 | Security Pacific Corp., Los Angeles |
| 0.62 | 0.71 | 11.68 | 13.69 | −0.6 | 82.50 | 72.24 | 2,701 | 61 | 17.6 | N.A. | 52 | N.A. | N.A. | 176 | N.A. | 1 | 12 | 13 | **Shawmut Corp., Boston** |
| 0.74 | 0.73 | 11.41 | 12.50 | 8.6 | 74.93 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 159 | 157 | 2 | 1 | 11 | 12 | Society Corp., Cleveland |
| 0.67 | 0.72 | 11.96 | 12.04 | −0.7 | 95.69 | 83.38 | 1,367 | N.A. | 11.9 | 10.5 | 71 | 70 | 178 | 8 | 4 | 2 | 8 | 1 | **Southeast Banking Corp., Miami, Fla.** |
| 0.57 | 1.09 | 9.80 | 18.30 | −41.5 | 97.48 | 90.00 | 1,202 | N.A. | 10.3 | N.A. | 82 | N.A. | 44 | 45 | 3 | 3 | 37 | 33 | Southwest Bancshares, Inc., Houston |
| 0.98 | 0.99 | 16.81 | 17.39 | 11.1 | 122.46 | N.A. | 3,153 | 54 | 20.8 | 6.7 | 46 | 111 | 120 | N.A. | 1 | N.A. | 1 | 1 | **Sovran Financial Corp., Norfolk, Va.** |
| 0.97 | 1.02 | 18.30 | 20.20 | −24.3 | 106.94 | N.A. | 9,645 | 18 | 76.4 | N.A. | 9 | N.A. | 26 | 56 | 4 | 5 | 2 | 3 | State Street Boston Corp., Boston |
| 0.85 | 0.89 | 13.60 | 14.90 | 15.8 | 115.33 | 107.45 | N.A. | N.A. | 12 | N.A. | N.A. | N.A. | 313 | 167 | 0 | 2 | 34 | 16 | **Sun Banks, Inc., Orlando, Fla.** |
| 0.71 | 1.02 | 11.58 | 16.38 | −22.1 | 116.50 | N.A. | 2,552 | 64 | 12.7 | N.A. | 69 | N.A. | 32 | 27 | 1 | 1 | 27 | 22 | Texas American Bankshares, Inc., Ft. Worth |
| 1.09 | 1.15 | 18.76 | 21.32 | 3.0 | 141.05 | 137.26 | 5,214 | 35 | 28.0 | N.A. | 32 | N.A. | 91 | 80 | 9 | 10 | N.A. | 58 | **Texas Commerce Bancshares, Inc., Houston** |
| 0.94 | 0.93 | 15.42 | 14.58 | 18.6 | 95.57 | N.A. | 2,046 | 77 | 11.1 | N.A. | 74 | N.A. | 136 | 99 | 1 | 1 | 11 | 10 | Third National Corp., Nashville, Tenn. |
| 1.58 | 1.50 | 24.38 | 24.66 | 28.8 | 217.07 | N.A. | 4,909 | 37 | 24.0 | N.A. | 41 | N.A. | 185 | 145 | 1 | 1 | 18 | 19 | **Trust Co. of Georgia, Atlanta** |
| 0.88 | 0.92 | 11.21 | 11.95 | 0.7 | 86.97 | 74.40 | 1,418 | 100 | 12.7 | N.A. | 68 | N.A. | 35 | 246 | 2 | 1 | N.A. | 7 | U.S. Bancorp., Portland, Ore. |
| 0.51 | 0.44 | 10.72 | 9.14 | 24.6 | N/A | N/A | 840 | N.A. | 15.1 | 12.2 | 59 | 63 | 58 | 74 | 1 | 10 | 1 | 1 | **Union Bancorp., Los Angeles** |
| 0.75 | 0.74 | 11.35 | 12.30 | 9.6 | 75.96 | 71.43 | 2,060 | 76 | 9.4 | N.A. | 91 | N.A. | 35 | 32 | 1 | 1 | N.A. | 26 | United Banks of Colorado, Inc., Denver |
| 0.71 | 0.72 | 12.03 | 14.60 | 15.1 | 113.59 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 122 | 124 | 1 | 1 | N.A. | 8 | **United Jersey Banks, Princeton, N.J.** |
| 1.03 | 1.05 | 16.70 | 17.08 | 17.2 | 111.02 | N.A. | 2,592 | 62 | 17.5 | 12.3 | 53 | 61 | 201 | 222 | 1 | 1 | N.A. | 1 | United Virginia Bankshares, Inc., Richmond |
| 0.64 | 0.78 | 10.81 | 12.99 | −9.3 | 100.27 | 73.86 | 2,153 | 73 | 12.6 | 9.5 | 70 | 79 | N.A. | 231 | N.A. | 1 | 1 | 1 | **Valley National Corp., Phoenix, Ariz.** |
| 1.20 | 1.20 | 18.41 | 18.90 | 58.0 | 146.57 | 115.41 | 4,121 | 43 | 30.0 | 25.6 | 31 | 26 | 211 | 203 | 2 | 2 | N.A. | 1 | Wachovia Corp., Winston-Salem, N.C. |
| 0.61 | 0.57 | 12.51 | 13.39 | 3.8 | 82.69 | 57.38 | 14,493 | 10 | 56.4 | 45.6 | 19 | 16 | 466 | 483 | 23 | 29 | 1 | 1 | **Wells Fargo & Co., San Francisco** |

**(c)** — Acquired by Sun Banks, Inc., Orlando, Fla. **(d)** — Acquired by Chase Manhattan Corp., New York. **(e)** — Acquired by Mercantile Texas Corp., Dallas.

## Top Banking Companies By Income *

| Rank 1984 | Name of Institution | Net Income 1984 | Net Income 1983 | Percent Change |
|---|---|---|---|---|
| 1 | Citicorp | 860 | 747 | +15.1 |
| 2 | J.P. Morgan & Co., Inc. | 460 | 442 | + 4.1 |
| 3 | Chase Manhattan Corp. | 430 | 332 | +29.5 |
| 4 | BankAmerica Corp. | 390 | 380 | + 2.6 |
| 5 | Manufacturers Hanover Corp. | 337 | 296 | +13.9 |

*—Dollar amounts in millions

## Top Banking Companies By Assets *

| Rank 1984 | Name of Institution | Assets 1984 | Assets 1983 | Percent Change |
|---|---|---|---|---|
| 1 | Citicorp | 134.7 | 130.0 | + 3.6 |
| 2 | BankAmerica Corp. | 121.2 | 122.2 | - 0.9 |
| 3 | Chase Manhattan Corp. | 81.9 | 80.9 | + 1.3 |
| 4 | Manufacturers Hanover Corp. | 64.3 | 64.0 | +0.5 |
| 5 | J.P. Morgan & Co. | 58.0 | 58.6 | - 1.0 |

*—Dollar amounts in billions.

## Top Banking Companies By R.O.E.

| Rank 1984 | Name of Institution | R.O.E.(%) 1984 | R.O.E.(%) 1983 | Basis Pt. Change |
|---|---|---|---|---|
| 1 | Trust Co. of Georgia | 24.38 | 24.66 | - 0.28 |
| 2 | Allied Bancshares, Inc. | 23.22 | 25.57 | - 2.35 |
| 3 | First Atlanta Corp. | 19.50 | 19.86 | - 0.36 |
| 4 | Wachovia Corp. | 18.41 | 18.90 | -0.49 |
| 5 | State Street Boston Corp. | 18.30 | 20.20 | - 1.90 |

## Top Banking Companies By Trust Income*

| Rank 1984 | Name of Institution | Income 1984 | Disc Asts 1984 | # Trust Subs. |
|---|---|---|---|---|
| 1 | J.P. Morgan & Co., Inc. | 218 | 37.5 | 6 |
| 2 | Bank of New York Co., Inc. | 145 | 7.4 | 7 |
| 3 | Citicorp | 140 | 36.0 | 7 |
| 4 | Chase Manhattan Corp. | 120 | 17.3 | 6 |
| 5 | Bankers Trust New York Corp. | 118 | 37.6 | 6 |

*—Dollar amounts in millions.

## Top Banking Companies By R.O.A.

| Rank 1984 | Name of Institution | R.O.A.(%) 1984 | R.O.A.(%) 1983 | Basis Pt. Change |
|---|---|---|---|---|
| 1 | Trust Co. of Georgia | 1.58 | 1.50 | + 0.08 |
| 2 | Allied Bancshares, Inc. | 1.46 | 1.64 | - 0.18 |
| 3 | Norstar Bancorp., Inc. | 1.27 | 1.27 | ... |
| 4 | Wachovia Corp. | 1.20 | 1.20 | ... |
| 5 | First Atlanta Corp. | 1.09 | 1.13 | - 0.04 |
|  | Texas Commerce Bancshares, Inc. | 1.09 | 1.15 | -0.06 |

COMS-1A

# American B

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CONGRESSIONAL INFOR SREV SRI
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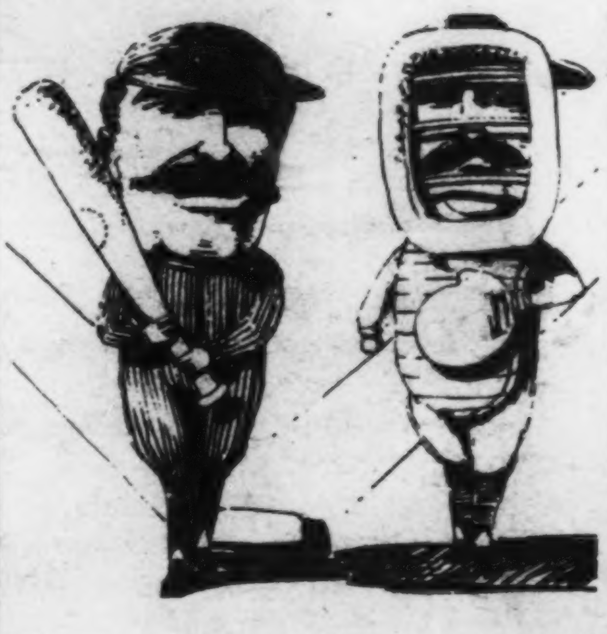
## TODAY

### The Financial Services Scene: An American Banker Scorecard



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## New Financial Services Scorecard Shows Who's on First

By LAURA GROSS

NEW YORK — Walter Wriston, in describing the fast-changing financial services world, is fond of saying, "It's getting so you can't tell the players — even with a scorecard."

But a scorecard is precisely what the *American Banker* is publishing today.

In an attempt to show just how 30 of the largest bank, thrift, and nonbank firms are competing in each other's businesses, today's centerfold contains a tabulation called "The Financial Services Scene: An American Banker Scorecard."

It compares by numerical breakdown what these competitors were doing in 33 categories — 19 of them lines of business — on Dec. 31, 1983, the latest date for which comparable statistics were readily available.

This is the first time financial data have been collected to show the depth of bank and thrift involvement in traditional nonbanking businesses and nonbank involvement in banking and thrift businesses.

Conducting such an exercise yields some surprises. American Express Co. and Prudential Insurance Company of America, for example, might be voted the best all-around players if this were an All-Star game. These giant conglomerates appear to be almost business-for-business competitors, and they are the most diversified of all the financial services players listed, with operations in 15 lines of business.

Citicorp turns out to be the nation's largest consumer finance company, but Beneficial Corp. — whose principal business is consumer finance — has granted more second mortgage loans than BankAmerica Corp., Household International Inc., and other competitors that revealed their second mortgage outstandings.

The scorecard — again using December 1983 data — also reveals that:

- Prudential Insurance Company of America runs the largest leasing business and the largest commercial finance business of any of the major financial services players. It is also the third largest mortgage lender among the 30 companies that supplied information for the centerfold.
- Citicorp owns more thrift deposits than any other "nonthrift firm," and American Express owns a bigger bank than any other "nonbank firm."
- Merrill Lynch & Co. sells the most individual retire-

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## ALSO TODAY

**SECURITIES LOOPHOLE:** Bankers are counting on a possible loophole in the Glass-Steagall Act to allow them entry to the business of underwriting corporate securities........... 1

**MINNESOTA COMPACT:** Minnesota's governor is again preparing a regional interstate banking bill, and the legislature should get it sometime this month ............................ 2

**INTERNATIONAL BRIEFING:** Switzerland's three biggest banks put out a brochure aimed at dispelling what they say are myths concerning the secrecy of the Swiss banking system............................................... 2

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**THE BACK PAGE:** The controversial nonbank-bank loophole in the Bank Holding Company Act was widely exploited in 1984, and it is expected to be taken up by Congress and the courts in 1985 .............................. 20

# Those Who Look Through Glass-Steagall Darkly See Bank Subsidiaries Underwriting Securities

By BART FRAUST

**News Analysis**

NEW YORK — About five years ago, a New York bank attorney recalls, a large New York City bank approached his law firm with a plan to exploit a section in federal banking statutes that it believed would enable it to underwrite corporate securities — taboo to banks since the Great Depression.

Under that proposal, the securities activity would be housed in a nonbank subsidiary that is "engaged principally" in another business.

"We were basically told by the Federal Reserve to go stuff ourselves," the attorney says.

Now Citicorp has filed an application with the Federal Reserve Board seeking to take advantage of that same loophole to engage in a wide range of securities activities, including the underwriting of corporate debt securities. In addition, the Bankers Trust New York Corp. said last week it will file an application with the Fed to house its commercial paper business in an existing nonbank subsidiary.

However, it is uncertain whether the Fed this time will "stuff" these applications, and the banks are given at least an outside chance of success. In any event, approval by the Fed will likely lead to litigation by the securities industry.

"This is a very restricted reading of the statutes, and I doubt the courts will ultimately support it," says Sam Scott Miller, general counsel to Paine Webber Inc., a New York-based securities company.

"On the face of it, the argument looks sound," says one bank attorney who expects the Fed to be sympathetic.

To another observer, though, the issue will not concern a reading of Congress' intention in 1933, but the Fed's position in 1985.

"The Bank Holding Company Act gives the Fed enormous discretion to do what it wants," says a New York bank attorney. "If this thing is lost, it will be lost as a policy matter at the Fed rather than because of the language of the law."

Traditionally, it has been feared that bank underwriting of corporate securities leads to unsound corporate lending practices. In addition, the securities industry has maintained that bank securities affiliations were a major cause of the stock market crash of 1929.

Michael Bradfield, general counsel to the Federal Reserve Board, declined to discuss the Citicorp and Bankers Trust applications. In its most recent decision affecting banks' entry into the securities industry, the Fed allowed the Security Pacific Corp. to acquire Duff & Phelps Inc. of Chicago, provided that Duff & Phelps sells off its credit-rating services, one of the company's principal lines of business.

At issue in the Citicorp and Bankers Trust applications is Section 20 of the Glass-Steagall Act, a 1933 statute that separates commercial from investment banking:

"After one year from the date of the enactment of this act, no member bank shall be affiliated in any manner described in section 2(b) hereof with any corporation, association, business trust, or other similar organization engaged principally in the issue, flotation, underwriting, public sale, or distribution at wholesale or retail or through syndicate participation of stocks, bonds, debentures, notes, or other securities."

To the layman, the section seems intended to prohibit bank underwriting through affiliates, but to Citicorp and Bankers Trust, the key words are "engaged principally." Citicorp's lawyers have judged the words to mean that the activities in question represent 20% or less of the subsidiary's business.

Banking and securities lawyers have known about Section 20 for years, but they note a number of factors in the last few years that have made the environment more congenial to applications such as Citicorp's:

- General acknowledgment that some sections of federal banking law are outdated and do not address the current competitive environment.
- More sympathetic regulators, particularly given the securities industry's inroads into banking.
- The growth of the separate subsidiary idea The Treasury Department has proposed expanding the powers of banks through separate units and thus,

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# Financial Scorecard . . .

**Continued from Page 1**

ment, Keogh, and other consumer retirement accounts. (There isn't a bank or thrift in the top five competitors for this line of business and there are nine banking companies on the list.)

- Aetna Life and Casualty has almost triple the assets under discretionary management of Citicorp.
- Sears has more offices than Citicorp and American Express combined.
- American Express has offices in almost twice as many countries as Chase Manhattan Corp. or BankAmerica Corp.
- Prudential would have been the fourth largest consumer lender on the scorecard if policyholder loans counted as consumer loans. The Pru has more than $4.8 billion in policyholder loans outstanding, more than any other participant.

Although least common denominators are difficult to find and categories of comparison cannot be hard and fast, the evolution of a new financial services industry has underscored the need for some means of comparison among the different players.

Data supplied for the scorecard highlight this evolution and show how each competitor stands in categories ranging from total assets to cash management-type accounts, individual retirement accounts, residential mortgages, lease assets, commercial and consumer finance receivables.

Brokers supplied data about their banks; bankers about their brokerage operations; thrifts about their insurance activities; finance companies about their leasing operations; insurers about their mortgage loan oustandings.

**The Big Winners:** American Express Co. and Prudential Insurance Company of America are tied for first place as the financial services companies that are in the most lines of business. They both own banks. Neither owns a thrift. They both own full-service stock brokerage operations. Neither owns a consumer finance company, and Amexco doesn't own a commercial finance company. And they compete against each other to a greater degree than against any other company on the list.

One notch behind Prudential and Amexco is Sears, Roebuck and Co., because it reported no leasing operations which the other two have. In terms of different lines of business among these three, Sears owns a thrift while Pru and Amexco own banks.

Sharing second place with Sears are BankAmerica Corp., Beneficial Corp., and Great Western Financial Corp., all of which scored the same even though their principal businesses are different and their subsidiary lines of business vary widely.

In third place are Merrill Lynch & Co., Citicorp, Household International Inc., and Transamerica Corp. In fourth are the E.F. Hutton Group, H.F.Ahmanson Co., and Security Pacific Corp.

Tied for fifth place are almost all the rest of the bank holding companies on the scorecard — Chemical New York Corp., Continental Illinois Corp., First Interstate Bancorp, Manufacturers Hanover Corp. And these are joined by John Hancock Mutual Life Insurance Co.

BankAmerica Corp. edged past Citicorp by supplying information about its credit life insurance. Citicorp and other banking firms that participated assumed that questions about life insurance meant anything but credit life which is the only kind they are permitted to sell. Citicorp would have ranked among the top group if it had listed data for its credit life activities as BankAmerica did.

**Bank Assets Are Biggest:** Although the banking industry is not as diversified as some others on the scorecard, the banks win in terms of asset accumulation. For all their talk about being at a competitive disadvantage in the current financial services war, two bank holding companies turned out to be the largest financial services firms by assets. These are Citicorp and BankAmerica Corp. which, respectively, held assets of $134.7 billion and $121.2 billion at yearend 1983.

While most of these assets are in the form of loans and could not be used to enter new business lines, it is clear that the banking industry holds the most financial clout among these 30 major players.

Prudential Insurance Co. of America, with $84.7 billion in assets, is third largest, followed by two other banking firms, Chase Manhattan Corp. and Manufacturers Hanover Corp.

**Sears Earns Most Money:** But, although the banking firms on the scorecard are bigger, Sears, Roebuck and Co. earned the most money — judged by net income — of all the 30 firms, some $1.3 billion in 1983. Sears' income reflects all of its business lines, not just the financial services.

Citicorp — despite the fact that it cannot yet sell insurance — managed to earn $860 million for the year, making it second in earnings among those of the 30 competitors that supplied this information. Cigna, which insisted that its entry on the scorecard read "Cigna companies," earned $535 million, while the giant American Express Co. earned $515 million, and Chase Manhattan Bank rounded out the five largest earners with $429.6 million in 1983 net income.

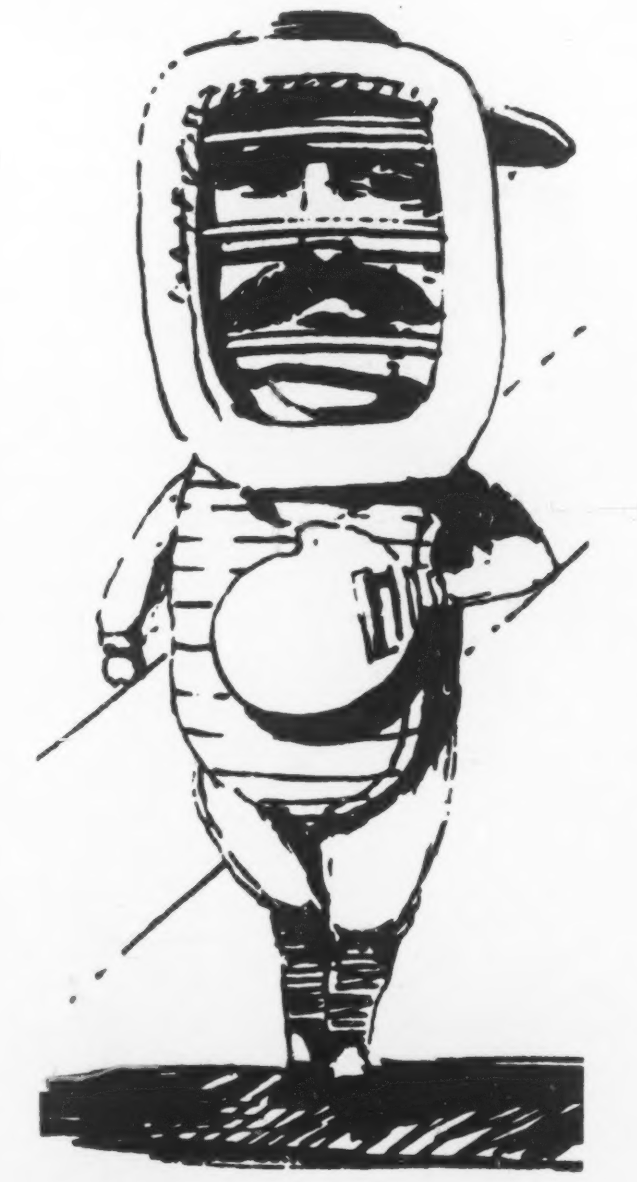
**Sears Reaches Farthest:** Not only did Sears earn more than the other 29 competitors, but Sears also reported almost triple the number of offices of Citicorp — the company with the second largest office network.

Counting the offices of Allstate Insurance, Dean Witter Reynolds brokerage, and Coldwell Banker real estate, as well as catalog and retail stores, Sears has more than 7,000 outlets. And they could all eventually be used to sell financial services if the Sears Financial Network is any indication of the company's strategy. It is through this network of centers in some of its 813 retail stores that the giant conglomerate has already started offering brokerage, insurance, and real estate services.

**Leave Home Without It:** Sears might have the widest reach in terms of offices, but American Express Co. is located in more countries worldwide than any of the other players on the scorecard. With representation in 130 countries, Amexco tops the list of competitors with the broadest reach, winning over the second-place Transamerica Corp. by 30 countries.

Amexco's wider geographic reach results from its need to keep close to traveling sophisticates and businespeople who are its bread and butter.

Banks, too, must maintain offices in many countries in order to drum up loan business and keep tabs on borrowers. So it is no surprise that Citicorp, with offices in 95 countries, BankAmerica Corp., in 76, and Chase Manhattan Corp., in 74, follow closely behind Amexco and Transamerica.



**Nonbank Banks, Nonthrift Thrifts:** Among those financial services players which are not chartered as bank holding companies, American Express owns the most bank deposits, $10.5 billion, due to the American Express Bank and the Trade Development Bank, both overseas subsidiaries of the American Express International Banking Corp.

Among those financial services firms that are not chartered as thrift holding companies, Citicorp has the most thrift deposits — an estimated $7 billion scattered among the three major thrifts

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# Agents . . .

**Continued from Page 3**

Under the lease with Citibank, Mr. Cleary said, AILife reportedly will pay the bank either a flat fee or a percentage of insurance sales, whichever is greater.

"If the rent goes up with volume of sales, there's a financial nexus between the bank and the insurer in which the latter is sharing commissions with the bank," he said.

Also, Citibank customers who buy AILife insurance reportedly can have premiums automatically deducted from their bank accounts, Mr. Cleary said. "That's something of value offered to customers that isn't in the insurance policy."

AILife began selling insurance in two Citibank branches last August. BRACE unsuccessfully asked the insurance department for a copy of the Citibank/AILife lease at the end of September and again in October before filing its suit.

The agents' request was denied, said Paul Altruda, an attorney with the insurance department, because in filing its arrangement with Citibank, AILife asked that its lease be treated "as a trade secret."

According to insurance regulations, material described as a trade secret is automatically segregated, Mr. Altruda said. If a third party asks to see it, the department examines it and makes its own determination as to whether the trade secret claim is valid.

"If we decide it isn't, there's a 10-day wait to allow the filing party to sue to restrain us from releasing it," he explained. "But in this case, we upheld AILife's claim that this is a trade secret."

Meanwhile, independently of the agents' request and subsequent lawsuit, Mr. Altruda said, the insurance department has conducted its own examination of the Citibank/AILife arrangement.

That examination, a department spokesman explained, was prompted by Citibank mailings and brochures that presented the bank as offering insurance. "We haven't reached a formal finding on that examination," he said. "Investigation is probably too strong a word."

The spokesman added that space leasing arrangements are legal in New York. As simple real estate transactions, they do not have to be approved by the department, he said. Some insurers, of which the American International Group is one, have informed the department "as a courtesy" when they agree to lease bank space.

"We recognize that this is a growing trend," he said. "And [New York Gov. Mario] Cuomo has proposed legislation that would allow banks much broader insurance powers in the state. Meanwhile, we are enforcing current regulations. Our principal concern is that a bank not act as agent or solicitor for insurance. We have to maintain a clear separation between banking and insurance until the game is changed."

The spokesman added that if the department found any lease agreement between a bank and an insurer in violation of existing law, "we'd take action." No such action has been taken against Citibank and American International Group, he said. ■

**Marshall County Bank and Trust Company**
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has merged with

**Bremen State Bank**
Bremen, Indiana

*The undersigned acted as consultant to both parties in this transaction.*

GOLEMBE

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November 1984

## Financial Scorecard . . .

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it owns around the country as well as some industrial thrifts and thrift and loans run by its consumer finance arm. Not bad for a bank holding company.

Since the scorecard uses yearend 1983 data, it does not include any nonbank banks or nonthrift thrifts purchased during 1984 by nonbanking firms such as Merrill Lynch and E.F. Hutton. A nonbank bank is an entity that avoids the Bank Holding Company Act definition of a bank by either making commercial loans or accepting demand deposits. According to that act, a bank does both. (Nonthrift thrifts are, like Citicorp's, thrifts that are owned by something other than thrift holding companies.)

**Banks Lend Most:** With more assets than any other industry represented on the scorecard, one would expect the banking industry to have the most commercial loans outstanding. This is true. Citicorp is first, BankAmerica second , and Chase is third.

But between third-placed Chase and fifth-placed Manufacturers Hanover Corp. is a nonbanking company, Prudential Insurance, which currently has $29.8 billion worth of commercial loans outstanding due to its venture capital, commercial paper, and other subsidiary endeavors. (Prudential data also include information from Prudential-Bache Securities Inc., a principal subsidiary.)

It is possible that a nonbank may actually top the list in terms of commercial lending volume, but that cannot be determined because Merrill Lynch and Transamerica Corp didn't supply data. Merrill, it is widely known, does a thriving business as a commercial bank under the charter of a securities firm.

**The IRA Market:** Merrill also does a thriving business as a retail bank, having sold the most individual retirement, Keogh, and other consumer retirement accounts of any competitor that supplied this information. Fidelity Investments, Dreyfus Corp., Household International, and John Hancock Mutual Life Insurance Co. did not provide these data.

Nonetheless, the fierce competition faced by banks and thrifts from nonbanks for individual retirement accounts is obvious when one examines the listing: There isn't a bank or thrift in the top five in terms of consumer retirement assets. Of the 25 firms supplying data for this category, Merrill Lynch is first, Sears is second, T. Rowe Price Associates is third, Prudential is fourth, and Kemper Corp. is fifth.

BankAmerica comes in seventh, following Metropolitan Life Insurance Co., and it is the only banking company in the top 10 for this category, which combines the assets of IRA, Keogh, and other consumer retirement accounts.

**A Loan by Any Other Name:** The banks might be losers when it comes to IRAs and Keoghs but Citicorp is the winner in terms of consumer loans, with more than $28.9 billion outstanding — almost three times the figure given for the second-place BankAmerica Corp.

Between them, Prudential, Metropolitan Life, and John Hancock Mutual Life Insurance Co. made nearly $10 billion in policyholder loans during 1983, nearly equal to what BankAmerica made in consumer loans that year. (John Hancock was the only firm that refused to supply data for its total operation, providing information only for its mutual life insurance company.)

Not bad for an industry that isn't chartered to make consumer loans.

And the mighty Sears had about $11 billion in credit card outstandings on Dec. 31, 1983. And that doesn't count Dean Witter's margin loans, Allstate's policyholder loans, or other credit-generating activities of Allstate Enterprises.

**A Trust Department by Another Name:** In terms of assets under discretionary management — where the customer gives the intermediary the authority to do the investing — it could be expected that a banking company would lead the roster, but that's not the case.

Of the 26 firms supplying data for this category, Aetna Life and Casualty holds the largest share of assets under discretionary management.

American Express is second, and two

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## Required Reading

Continued from Page 4

tween firms operating in different geographic markets.

Therefore, if the Congress wants to maintain the historically low degree of nationwide banking concentration, interstate banking legislation should be accompanied by some restriction on large interstate bank mergers and acquisitions. There are many ways that interstate banking legislation could incorporate concentration limitations. We have studied many possible formulas, such as prohibiting mergers among the 100 largest firms.

A simple system based on the size of the acquiring firm would seem best. Nearly all banks not competing in the same markets would be free to merge interstate without limitations. The largest banks, however, would face increasingly severe size restrictions on their acquisitions as their share of nationwide banking assets increased.

To be sure, it seems clear that due regard will have to be paid to the increasing competition banks face from other depository and nondepository financial institutions. Regardless of the specifics of the plan, I would hope that some fair and workable system for maintaining a deconcentrated financial system would be developed by the Congress. ■

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# The Financial Services Scene: An American Banker Scorecard

## A Look at Standings of the Major Players By Lines of Business

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(Dollar Figures in Millions)

(All Data as of 12/31/83)

| | Total Assets | Net Income | Number of Countries | Number of States | Number of Outlets | Number of Discount Brokerage Accounts | Number of Full Service Brokerage Accounts | Number of Cash Management-Type Accounts | Dollars in Cash Management-Type Accounts | Number of Mutual Fund Accounts | Total Tax-Exempt Mutual Fund Assets | Total Taxable Mutual Fund Assets | Number of Annuities | Dollars in Annuities | Total Bank Deposits | Total Thrift Deposits | Number of IRA Accounts | Total IRA Assets | Number of Keogh and Other Retirement Accounts | Total Keogh and Other Retirement Assets | Assets Under Discretionary Management | Life Insurance in Force | Life Insurance Premium Written in 1983 | Face Value of New Life Insurance Issued in 1983 | Property/Casualty Premium Written in 1983 | Commercial Loans (Gross) | Consumer Loans (Gross) | Policyholder Loans Outstanding | Residential First Mortgages | Residential Second Mortgages | Lease Assets (Gross) | Commercial Finance Co. Receivables (Gross) | Consumer Finance Co. Receivables (Gross) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Aetna Life and Casualty Co. | $47,600 | $349.5 | 5 | 50 | NS | 0 | 0 | 0 | 0 | 952,575 | $2,995 | $20,219 | 198,430 | $2,473 | 0 | 0 | 18,184 | $93.8 | 67,963 | $747.0 | $65,700 | $228,400[1] | $988.6[2] | $22,000 | $4,080[1] | 0 | 0 | $532.8 | $1,500[3] | —[3] | 0 | 0 | 0 |
| H.F. Ahmanson Co. | $20,226 | $108.0 | 1 | 50 | 250[4] | 10,000 | 0 | 0 | 0 | 0 | 0 | 0 | NS | $67 | 0 | $15,574 | 176,567[5] | $762.5[6] | —[5] | —[6] | $100 | $6,682[2] | $79.3[2] | NS | $76.1[2] | $1,051[7] | $14.5[8] | $51.6 | $15,337 | 0 | 0 | 0 | 0 |
| American Can Co. | $2,831[9] | $100.1 | 28 | 50 | NS | 0 | 3,500 | 0 | 0 | 671,000 | $1,742 | $3,080 | 0 | 0 | 0 | 0 | 187,000 | $625 | 22,000 | $250 | $625 | $68,144[2] | $822.8[2] | $41,224[2] | $29.9[2] | 0 | 0 | $72.9 | $73.6 | 0 | 0 | 0 | 0 |
| American Express Co. | $43,981 | $515.0 | 130 | 50 | 2,153 | 0 | 900,000[10] | 172,255 | $8,448 | 1,413,000 | $6,748 | $7,597 | 374,000[11] | $2,384[11] | $10,505 | 0 | 155,840[12] | $563[12] | 38,290[12] | $408[13] | $65,065 | $28,715[13] | $155.8[13] | $2,797[13] | $2,800[13] | $5,741 | NS | $46 | $4.8[14] | $53[14] | $342 | 0 | 0 |
| BankAmerica Corp. | $121,200 | $390.5 | 76 | 42 | 1,570 | 650,000 | 0 | 40,000 | $1,960 | 0 | 0 | 0 | 0 | 0 | $115,783[15] | $38 | 565,290 | $1,102 | 3,626 | $45.6 | $6,700 | $753.8[16] | $15.0 | $136.3 | 0 | $44,189 | $11,648 | 0 | $16,487 | $2,101 | $2,015 | $827.8 | $1,370 |
| Bankers Trust New York Corp. | $40,000 | $261.2 | 35 | 50 | 60 | NS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $22,800 | 0 | NS | NS | NS | NS | $37.6 | 0 | 0 | 0 | 0 | $14,100 | $177 | 0 | 0 | 0 | $327.5 | 0 | 0 |
| Beneficial Corp. | $6,716 | $105.6 | 7 | 39 | 1,347 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 39,262 | $244.2 | $59.4[17] | $230.5 | 855 | $1.0 | 32 | $1.6 | 0 | $7,116[18] | $124.1[18] | $4,076[18] | $90.7 | $77.5 | $1,455 | $15.3 | $254.8 | $2,506 | $207.9 | $77.5 | $1,455 |
| Cal Fed Inc. | $14,329 | $80.5 | 1 | 7 | 229 | NS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $11,116 | 63,206 | $263.3 | 7,342 | $93.0 | $1,977 | 0 | 0 | 0 | 0 | $34.3 | $1,317 | 0 | $6,350[3] | —[3] | 0 | 0 | $123.3 |
| Chase Manhattan Corp. | $81,920 | $429.6 | 74 | 24 | 975 | NS | 0 | NS | NS | 0 | 0 | 0 | 0 | 0 | $56,300 | 0 | 50,976 | $129.3 | NS | NS | $17,842 | 0 | 0 | 0 | 0 | $34,370 | $4,180 | 0 | $2,017 | NS | $547 | 0 | 0 |
| Chemical New York Corp. | $51,165 | $305.6 | 15 | 21 | 455 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $32,452 | 0 | 107,041 | $228 | 1,286 | NS | $15,500 | 0 | 0 | 0 | 0 | $21,849 | $2,186 | 0 | $1.0 | NS | $988 | $0.1 | $410.6 |
| Cigna companies | $35,117 | $535.0 | 1 | 50 | 510 | 0 | 0 | 0 | 0 | 42,500 | $145.8 | $717.0 | 945,000 | $16,698 | 0 | 23,725 | $170.0 | 25,500 | $488.6 | $31,600 | $153,579[1] | $708.6[1] | $13,291[1] | $4,676[1] | 0 | 0 | $568.8 | 0 | 0 | 0 | 0 | 0 | |
| Citicorp | $134,655 | $860.0 | 95 | 41 | 2,583 | NS | 0 | NS | NS | 0 | 0 | 0 | 0 | 0 | $79,794[19] | $7,000 | NS | $493.4[6] | NS | —[6] | $23,400 | 0 | 0 | 0 | 0 | $60,242 | $28,995 | 0 | $13,600[3] | —[3] | $1,817 | NS | $8,200 |
| Continental Illinois Corp. | $42,097 | $108.3 | 36 | 9 | 112 | NS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $29,400 | 0 | NS | $70.8 | NS | $2.5 | $10,864 | 0 | 0 | 0 | 0 | $19,712 | $1,407 | 0 | $875.3[3] | —[3] | $1,038 | NS | 0 |
| Dreyfus Corp. | $247.4 | $34.0 | 3 | 6 | 10 | 0 | 0 | 0 | 0 | 1,301,000 | $3,769 | $14,300 | 0 | 0 | $39.6 | 0 | NS | NS | NS | NS | $1,900 | NS | NS | NS | 0 | 0 | $4.1 | NS | $8.1 | 0 | 0 | 0 | 0 |
| Fidelity Investments | $487.1[20] | $20.6 | 1 | 50 | 28 | 375,000 | 0 | 28,000 | $775 | 1,500,000 | $4,500 | $17,400 | 9,400 | $180 | $1 | 0 | NS | NS | NS | NS | $1,100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| First Interstate Bancorp | $44,423 | $247.4 | 55 | 50 | 976 | NS | 0 | NS | NS | 0 | 0 | 0 | 0 | 0 | $32,031 | 0 | NS | $350.9[6] | NS | —[6] | $11,800 | 0 | 0 | 0 | 0 | $10,689 | $4,709 | 0 | $3,820[3] | —[3] | $880.9 | 0 | 0 |
| Great Western Financial Corp. | $18,600 | $73.7 | 1 | 50 | 600 | 0 | 0 | 24,200 | $417.3 | 4,449 | $9.9 | 0 | 700 | $34 | 0 | $13,500 | 140,000 | $484.1 | 13,375 | $147.2 | 0 | $3,000[1] | $75.1[1] | NS | $5.4[1] | $1,400[7] | $604.8 | 0 | $12,400 | $152 | $150 | $130 | $484 |
| Household International, Inc. | $8,446 | $206.4 | 3 | 45 | 1,675 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | NS | NS | $109.2 | $310.1 | NS | NS | NS | NS | 0 | $13,436[1] | $219.5 | $5.7 | $1.2 | $504.4 | $4,727 | $37.7 | 0 | $1,811 | $280.4 | $784.8 | $4,727 |
| The E.F. Hutton Group, Inc. | $13,164 | $110.6 | 13 | 50 | 412 | 0 | 1,200,000 | 38,000 | $3,600 | 375,000 | $780 | $7,170 | 0 | 0 | 0 | 0 | 308,000 | $716 | 7,600 | $38 | $16,390 | $8,600[1] | $170.7[1] | $3,597[1] | 0 | $249.2 | 0 | $17.9 | 0 | $9.7 | $640.5 | $830.3 | 0 |
| John Hancock Mutual Life Insurance Co. | $23,500[21] | NS | 4 | 50 | 429 | 0 | 150,000 | NS | NS | 295,604 | $157.7 | $1,188 | 677,794 | $690.5 | 0 | 0 | NS | NS | NS | NS | $6,300 | $159,300[2] | $1,500[2] | $21,800[2] | $198[1] | 0 | 0 | $2,041 | 0 | 0 | $162.2 | 0 | 0 |
| Kemper Corp. | $6,800 | $99.6 | 9 | 50 | NS | 0 | 331,354 | 4,000 | $52 | 596,637 | $1,276 | $8,990 | 208,743 | $2,100 | 0 | 0 | 84,303 | $478.6 | 147,646 | $1,268 | $2,962 | $31,200[2] | $460.7[2] | $11,580[2] | $1,030[1] | 0 | 0 | $37.5 | 0 | 0 | 0 | 0 | 0 |
| Manufacturers Hanover Corp. | $64,300 | $337.0 | 43 | 33 | 810 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $42,300 | 0 | 67,400 | $201 | 600 | $12 | $22,000 | 0 | 0 | 0 | 0 | $23,000 | $4,200 | 0 | $700[3] | —[3] | $3,328 | $1,000 | $1,400 |
| Merrill Lynch & Co., Inc. | $26,139 | $230.2 | 31 | 49 | 1,007 | 0 | 4,800,000[22] | 1,000,000[23] | $70,000[24] | NS | $4,180 | $32,280 | 4,000 | $40.3 | 0 | 0 | 800,000[5] | $6,000[6] | —[5] | —[6] | $2,100 | $9,200[2] | $60.7[2] | $2,573[2] | 0 | NS | NS | NS | $4,160 | $40[25] | NS | 0 | 0 |
| Metropolitan Life Insurance Co. | $62,700[26] | NS | 2 | 50 | 1,300 | 0 | 0 | 0 | 0 | NS | $956[27] | —[27] | 1,563,060 | $3,517 | 0 | 0 | 144,708 | $469.4 | 89,012 | $831.6 | $38,500 | $450,909[1] | 105.2[1] | $26,700[1] | $504.4[1] | 0 | 0 | $2,712 | $12.2 | 0 | $100 | 0 | 0 |
| T. Rowe Price Associates, Inc. | NS | NS | 1 | 50 | 1 | 0 | 0 | 0 | 0 | 712,000 | $1,586 | $6,669 | 0 | 0 | 0 | 0 | 163,000 | $577 | 114,000 | $1,700 | $16,100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Prudential Insurance Co. of America | $84,675 | NS | 6 | 50 | 1,200[28] | 0 | 1,000,000 | 46,000 | $7,000 | NS | $920 | $5,100 | 4,739,636 | $31,681 | $178.3 | 0 | 663,000 | $1,626 | 20,500 | $169 | $5.6 | $510,523[2] | $468[2] | $34,532[2] | $1,615[1] | $29,800 | 0 | $4,825 | $13,892 | $1.0 | $7,040 | $1,545 | 0 |
| Sears, Roebuck & Co. | $46,176 | $1,342 | 19 | 50 | 7,000 | 0 | 1,345,000 | 125,000 | $1,500 | NS | $750 | $8,250 | NS | NS | 0 | $3,800 | 300,000 | $2,500 | NS | NS | NS | $48,300[2] | $924.3[29] | $7,700[2] | $6,549[2] | 0 | 11,000[8] | $105 | $4,400[3] | —[3] | 0 | 0 | $495 |
| Security Pacific Corp. | $40,382 | $264.3 | 27 | 46 | 1,186 | 150,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $27,763 | 0 | 89,756 | $310.2 | 1,523 | $8.6 | $5,858 | 0 | 0 | 0 | 0 | $12,226 | $5,475 | 0 | $4,180 | $1,204 | $1.7 | $703 | $1,289 |
| Transamerica Corp. | $10,952 | $198.4 | 100 | 50 | 2,000[30] | 0 | 0 | 0 | 0 | 26,000 | 0 | $347 | 21,200 | $2,100 | 0 | 0 | 50,000 | $300 | 14,000 | $260 | $400 | $118,200[2] | $1,200[2] | $34,800[2] | $740[1] | NS | $1,600 | $400 | $482.2 | $1,100 | $618[31] | 0 | $1,600 |
| The Travelers Corp. | $32,900 | $312.4 | 33 | 50 | 120,000[32] | 0 | 0 | NS | $20.8[33] | 279,200 | $250 | $3,600 | 1,087,217 | $1,895 | 0 | 0 | 10,946 | $54.9 | 10,722 | $163.3 | $1,600 | $136,400[1] | $8,066[1] | $10,500[1] | $3,200[1] | 0 | 0 | $463.3 | 0 | 0 | 0 | 0 | 0 |

NS — Not supplied.
0 — Not in this business as of 12/31/83

---

[1] Includes reinsurance.
[2] Does not include reinsurance.
[3] First and second mortgages included under first mortgages.
[4] S&L outlets only.
[5] IRA, Keogh and all other consumer retirement accounts included under number of IRA accounts.
[6] IRA, Keogh and all other consumer retirement assets included under total IRA assets.
[7] Loans secured by commercial real estate.
[8] Credit card outstandings.
[9] Does not include unconsolidated financial services subsidiary assets of $2.145 billion or these companies' assets under management of $5.846 billion. The figure does include $758.9 million in investments in and advances to financial services subsidiaries which are accounted for on an equity basis.
[10] Active brokerage households.
[11] Data from IDS/American Express and Fireman's Fund Insurance Co.
[12] Data from IDS/American Express.
[13] Data from Fireman's Fund Insurance Co. and IDS/American Express. Does not include reinsurance.
[14] Data from Shearson/American Express.
[15] Data from Bank of America NT & SA, not Seattle-First National Bank.
[16] Credit life insurance.
[17] Beneficial National Bank is an unconsolidated subsidiary.
[18] Includes credit life, ordinary life and reinsurance.
[19] Citicorp deposits. Includes Citibank NA, New York, as well as the upstate affiliate, and other Citicorp banks.
[20] Does not include $23.1 billion of assets under management.
[21] Does not include $29.8 billion of assets under management.
[22] Domestic retail brokerage customers.
[23] Merrill Lynch says "one million plus," not including 10,000 CMA's for corporate customers.
[24] Individual accounts only.
[25] Does not include "Equity Access Loans," Merrill's second mortgage lines.
[26] Does not include $12.3 billion of assets under management.
[27] All mutual funds managed by State Street Research and Management Co. Taxable and tax-exempt funds included under total tax-exempt mutual fund assets.
[28] Prudential has 22,500 agents.
[29] Includes health insurance; does not include reinsurance.
[30] Insurance and finance company offices only.
[31] Net of depreciation
[32] Number of agents.
[33] Data as of July 19, 1984.

## Net Income for 1983

| | (Dollar Figures in Millions) |
|---|---|
| 1. Sears Roebuck & Co | $1,300 |
| 2. Citicorp | $860 |
| 3. Cigna companies | $535 |
| 4. American Express Co. | $515 |
| 5. Chase Manhattan Corp | $430 |

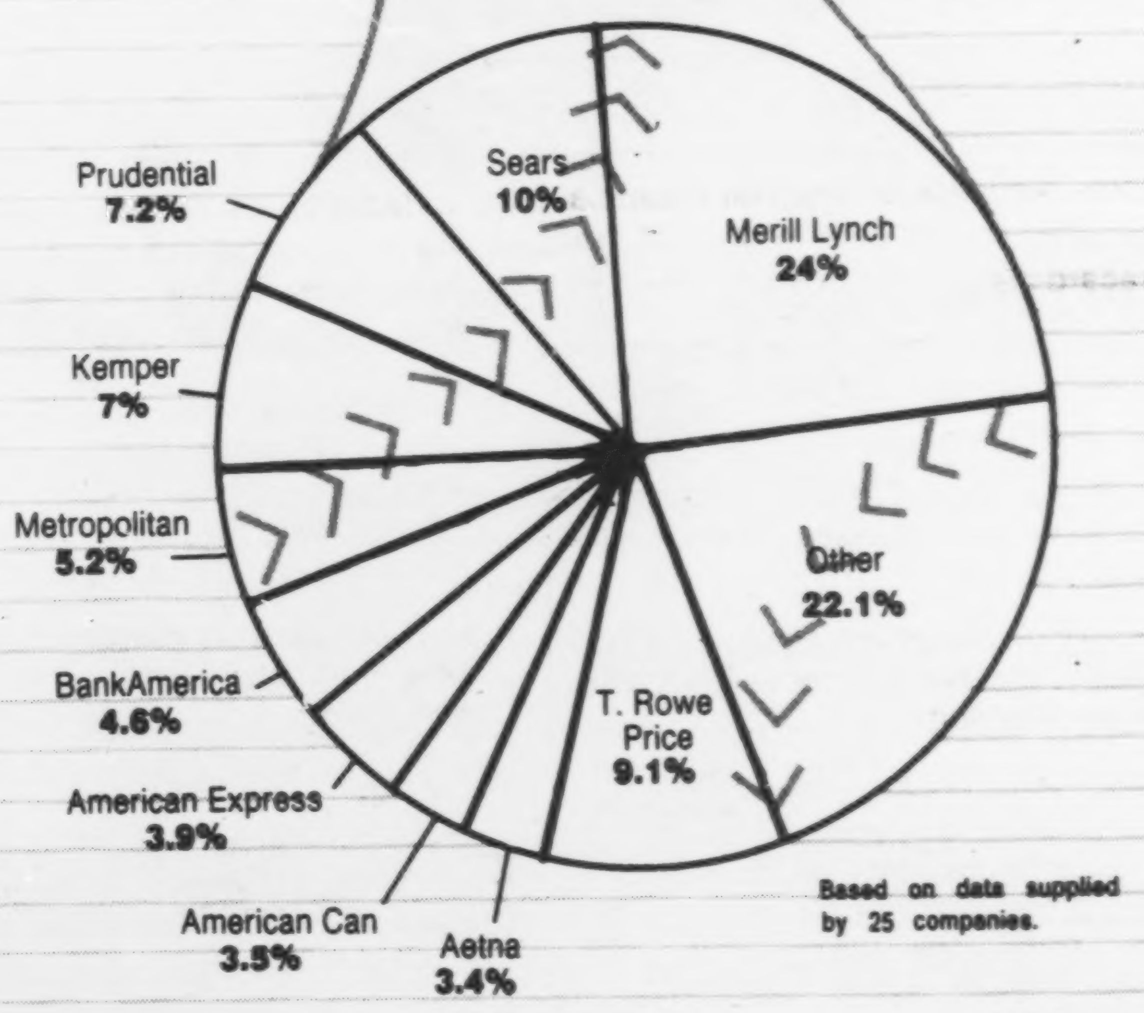
## Total Reach of Firm

| | Number of Offices (Outlets) |
|---|---|
| 1. Sears Roebuck & Co | 7,000 |
| 2. Citicorp | 2,583 |
| 3. American Express Co. | 2,153 |
| 4. Transamerica Corp. | 2,000 |
| 5. Household International Inc | 1,675 |

## Bank Deposits at Nonbanking Firms

| | (Dollar Figures in Millions) |
|---|---|
| 1. American Express Co. | $10,500 |
| 2. Prudential Insurance Co | $178.3 |
| 3. Household International Inc | $109.2 |
| 4. Beneficial Corp | $59.4 |
| 5. Dreyfus Corp | $39.6 |

## Total of IRA, Keogh And Other Consumer Retirement Assets



Based on data supplied by 25 companies.

## Thrift Deposits at Nonthrift Firms

| | (Dollar Figures in Millions) |
|---|---|
| 1. Citicorp | $7,000 |
| 2. Sears Roebuck & Co | $3,800 |
| 3. Household International Inc | $310.1 |
| 4. Beneficial Corp | $230.5 |
| 5. BankAmerica Corp | $38 |

## [illegible]

## Worldwide Presence of Firm

| | Number of Countries |
|---|---|
| 1. American Express Co. | 130 |
| 2. Transamerica Corp. | 100 |
| 3. Citicorp | 95 |
| 4. BankAmerica Corp | 76 |
| 5. Chase Manhattan Corp | 74 |

### How to Order Reprints

For a reprint of the "Financial Services Scorecard," send a $3 check to American Banker, Att: Gina Caputo, One State Street Plaza, New York 10004. (212) 943-8677.

Stanford Kay

# Financial Scorecard . . .

**Continued from page 8**

other insurers — Met Life and Cigna companies — rank third and fourth.

Finally, in fifth place, is a banking firm — Citicorp, with $23.4 billion in assets under discretionary management. That is less than half of Aetna's and American Express' discretionary assets and is reflective of the difference between managing trust assets and managing both pension funds and premiums, which insurers count as discretionary assets.

Sears did not supply information for this category.

**Home Loans:** Of the 23 firms supplying information about their first and second mortgage loans outstanding, BankAmerica Corp. ranks as the largest mortgage lender, with $16.5 billion in first mortgages and $2.1 billion in second mortgages.

Placing second is the nation's largest thrift holding company, H.F. Ahmanson Co., with $15.3 billion in first mortgage loans.

Once again, Prudential Insurance is a high scorer in a category that traditionally belongs to banks and thrifts. It comes in third here, with nearly $14 billion in mortgage loans, almost all purchased on secondary markets.

Fourth is Citicorp, and fifth is Great Western Financial Corp.

Interestingly, Sears, with $4.4 billion in mortgages outstanding, and Merrill Lynch, with $4.1 billion, both held more residential first mortgages at yearend 1983 than Chase Manhattan Corp., the nation's third largest banking company. Chase had $2 billion in first mortgages outstanding.

Every other one of the 23 supplying data for this category surpassed Chemical New York Corp., which only had $1 million in first mortgages on the books as of the end of 1983.

**Leasing the Future:** Bankers, for the past several years, have been touting the profitability of leasing everything from factory equipment to cars and boats. But a bank was not the holder of most lease assets on the *American Banker* scorecard — Prudential Insurance was.

The giant Prudential, with $7 billion in lease assets, conducts a leasing business that is more than twice as big as its next-place competitor, Manufacturers Hanover, which had $3.3 billion in this category.

But, because Merrill Lynch refused to supply information on its leasing operations, it is impossible to tell if Manufacturers Hanover was really second or, perhaps, third behind Merrill.

**Financing Commerce:** Prudential also beat Manufacturers Hanover in the category of commercial finance company receivables, with $1.5 billion worth of this business. Coming in third was BankAmerica Corp., indicating that the private brands division of the holding company's FinanceAmerica subsidiary has been busy; fourth was Household International, with $784.8 million in receivables; and fifth was Security Pacific Corp.

If Citicorp and Continental Illinois Corp. had supplied information in this category it is possible that these standings would be different.

**Financing People:** Citicorp owns the scorecard's largest consumer finance operation, with receivables of more than twice Household International's. Citicorp's consumer finance receivables were $8.2 billion, compared with $4.7 billion for Household, $1.6 billion for Transamerica, $1.5 billion for Beneficial, $1.4 billion for Manufacturers Hanover, and $1.4 billion for BankAmerica.

**Robbing the Bank:** When Walter Wriston was Citicorp's chairman, the firm's public affairs department published a handy little booklet called "The Old Bank Robbers' Guide to Where the New Money Is."

That booklet detailed banklike activities of some of the nation's largest nonbanking firms and nonbanking activities of some of the nation's largest banking companies — but it didn't specify the amounts of business in each line.

Today, Mr. Wriston, you can turn to the centerfold and get some of those numbers. ■

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical studies for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **The Financial Services Scene: An American Banker Scorecard** that appears in today's edition? Over the past year we have incorporated many of your suggestions to provide more meaningful information. Please return this questionnaire to Laura Gross, Associate Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5730.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

____________________________

____________________________

____________________________

(2.) What do you like **best** about this tabulation?

____________________________

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(3.) What do you like **least** about this tabulation?

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(4.) **How** do you use this information in your work?

____________________________

____________________________

(5.) What **new** statistical survey would you like to see?

____________________________

____________________________

____________________________

**Name (optional)**__________________

**Title**__________________________

**Company**_______________________

**Address**________________________

____________________________

**Phone**_________________________

## How the Scorecard Was Prepared

The information presented today in the *American Banker* "Financial Services Scorecard" was collected throughout 1984 from public documents and from interviews, both on and off the record, with personnel at participating companies. Much of the information was difficult to obtain because it was considered proprietary by the firms surveyed.

A worksheet containing 33 categories of information was also sent to participants to aid them in collecting the data.

Obtaining these numbers was often a difficult process for executives who cooperated with the *American Banker* because it involved their compiling information from disparate subsidiaries, something many of these firms claim they never do — but which they may increasingly be asked to do in the future by regulators and investors.

Reaction to survey efforts by this newspaper ran from positive to negative. Most of the 30 firms surveyed were cooperative. Several executives even said they were grateful for the practice at pulling together data from subsidiaries. But others did not even try to collect the data, saying the task was too onerous or just impossible.

Because the *American Banker* asked for information in a way that most accountants usually do not prepare it, this endeavor should be viewed as a means of comparing only the data presented in the chart in today's centerfold. Attempting to compare data that was not provided explicitly for this survey may create problems.

Furthermore, there are difficulties in comparing the players within certain categories because each industry uses its own yardsticks. Assets under discretionary management, for example, can mean pension funds at one insurance company, premiums at another, or trust funds at a bank.

Many firms chose not to supply information in certain categories, some saying off the record that this was because they do too little, or too much, of a particular business. Those that claimed to do too much of some businesses said they did not want to boggle regulators' minds at a time when regulators are boggled enough.

Net income figures on the scorecard are for the year ended Dec. 31, 1983.

*American Banker* intends to conduct this exercise again in 1985, and it asks major financial services companies to begin collecting data for yearend 1984 on their total operations, including all subsidiaries, consolidated or unconsolidated. The updated version will be published later this year. This data, clearly marked MATRIX, can be mailed to Laura Gross, Associate Editor, *American Banker*, One State Street Plaza, New York, N.Y. 10004. She can be reached at (212) 943-5730.

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# American Banker

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## TODAY

**FED ACTION:** The Fed has proposed a measure that promises to give new legitimacy to out-of-state nonbank banks that are owned by bank holding companies .................. 1

**UNDER FIRE:** The SEC is looking into earnings gains that will be reported by many S&Ls for 1984 as a result of Freddie Mac's distribution of an issue of preferred stock and dividends to thrifts .................. 1

**AFFORDABLE BANKING:** Many people in the United States cannot afford banking services, according to the preliminary findings of a survey by the Consumer Federation of America .................. 1

**OIL PICTURE:** World oil prices seem poised for another fall, which could be good for motorists but bad for banks .................. 2

**INTERSTATE MERGER:** The Fed has approved the first interstate merger under new Florida and Georgia reciprocal laws allowing interstate banking among southeastern states 2

**INTERNATIONAL BRIEFING:** Despite some heady competition, the Bank of America believes the Canadian banking market offers lucrative opportunities for U.S. banks .................. 2

**WHAT ANALYSTS SAY:** Commercial loan figures show that New England is a hot banking region .................. 3

**GETTING A JUMP:** The New York State Bankers Association got a head start on its legislative lobbying campaign .................. 3

**EXECUTIVE CHANGE:** Andrew B. Craig 3d, president of BancOhio National Bank in Columbus, has been hired for the No. 2 job at Boatmen's Bancshares Inc. in St. Louis .................. 3

**PRESIDENT RESIGNS:** The president of RepublicBank Corp.'s lead Houston bank has resigned to become a vice chairman of the First City National Bank of Houston ..... 3

**What's Your Answer** .................. 4

**A GOOD YEAR:** Investments in regional banks paid off handsomely last year for the fund manager of the Fidelity Select Financial Services Portfolio .................. 6

**THE BACK PAGE:** Wisconsin clearly led the field in yearend acquisition activity, but there were big deals in other states too as 1984 drew to a close .................. 16

**Quote**

***Well over half of all families are paying far more in higher finance charges and bank fees than they are earning in interest on deposits.***

Stephen Brobeck, the executive director of the Consumer Federation of America. [1]

**Unquote**

# Survey Says Many In US Can't Afford Banking Services

## Consumer Federation Releases Findings at Parley on Marketplace

By LAURA GROSS

PHOENIX — Preliminary results of a nationwide survey of banks and thrifts conducted by the Consumer Federation of America show that consumers increasingly are unable to afford banking services.

According to Stephen Brobeck, executive director of the federation, "Well over half of all families are paying far more in higher finance charges and bank fees than they are earning in interest on deposits."

Mr. Brobeck revealed these preliminary survey results during a conference on financial services and the marketplace, which is being sponsored here this week by the White House Office of Consumer Affairs and 27 cosponsors, including the *American Banker*.

The Consumer Federation's survey, Mr. Brobeck said, shows that many poor and lower-middle-income families are now unable to afford "viable checking or savings options."

The survey found:

- Monthly service fees as high as $15 for regular checking and $25 for a NOW account.
- Charges as much as 50 cents per check written.
- Charges of $1 per deposit and 60 cents per automated teller transaction.
- And penalties as high as $30 for overdrafts and $20 for stock-payments.

Final results of the survey will be published in a book to be called "The Bank Book," an inexpensive manual that will also provide "a road map for consumers to the financial services

➳ Consumer: Page 14

# Fed Shifts Gears on Prohibition Of Services to Nonbank Banks

By ANDREW ALBERT

WASHINGTON — Bowing to industry pressure, the Federal Reserve Board on Wednesday proposed allowing bank holding companies and nonbank banks to share various administrative, or back-office, functions — a measure that promises to give new legitimacy to out-of-state nonbank banks that are owned by bank holding companies.

At its first open session of 1985, a hesitant Fed board decided to invite comments on a proposal that would lift the current restrictions on sharing administrative functions and also would allow holding companies to share management executives with their limited-purpose banks.

If adopted, the change could significantly reduce the cost of opening and operating nonbank banks. As it now stands, bank holding companies are prohibited from providing internal support services for their nonbank bank subsidiaries.

The board's action takes on added importance because the Fed early next month must begin deciding on scores of requests by bank holding companies to establish nonbank banks. Those are among the 130 applications that

➳ Nonbank: Page 9

# SEC Scrutinizes Freddie Mac Dividend Distribution to Savings and Loan Firms

By DAVID LaGESSE

NEW YORK — The Securities and Exchange Commission is looking into earnings gains that will be reported by many savings and loans for 1984 as a result of the distribution of preferred stock and dividends to thrifts by the Federal Home Loan Mortgage Corp., an SEC staff member said Wednesday.

"We are looking at it as a two-step question, whether it can be accounted for as income, and then if it can, how much," said Michael McLaughlin, a professional accounting fellow at the SEC.

If it takes action, the agency will be joining the Office of Management and Budget in criticizing the stock distribution to thrifts, which was ordered last month by the Federal Home Loan Bank Board.

The Bank Board voted to transfer Freddie Mac's accumulated profit, estimated at between $600 million and $1 billion, to members of the Home Loan Bank system — some 3,300 institutions, primarily savings and loans.

That amount of cash shines brightly for the thrift industry, which otherwise earned only $1 billion to $1.5 billion for all of 1984, according to Bank Board estimates.

The SEC oversees the accounting for more than 100 thrift-holding companies. Mr. McLaughlin said he was concerned that some of those thrifts may publicly announce earnings, including dividend income, before the SEC has made its ruling.

A staff member of the Financial Accounting Standards Board also confirmed that his organization is ques-

➳ Freddie Mac: Page 8

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## Consumer . . .

**Continued from Page 1**

marketplace," Mr. Brobeck said. The book should be published sometime this year and will describe old and new types of banking accounts as well as typical charges, giving consumers a benchmark upon which to base decisions.

Mr. Brobeck noted that more than 150 banks and savings and loan institutions, all with more than 20 branches and all from the 15 largest metropolitan areas in the country, were surveyed — first by questionnaire, then, because only one-third responded, by telephone. About one-third of the original 150 refused to cooperate with the federation, and so, Mr. Brobeck revealed, Consumer Federation employees called these institutions pretending to be consumers interested in opening accounts.

"It was the only way we could get the information, and that is distressing," Mr. Brobeck said.

"Nearly 40% of all families with less than $1,000 of financial assets including total balances in checking, savings, money market accounts, CDs, IRAs, stocks, bonds, and trusts" are "unable to take advantage of the higher yields resulting from deregulation," Mr. Brobeck said.

Only a small minority of these people even maintain savings accounts, he said, while only half have checking accounts. But these people also have an average of $3,000 in nonmortgage debt outstanding, Mr. Brobeck said.

This means that these families, who are being shunned by many banking institutions because they have low deposit balances, are actually net borrowers and therefore provide a profit to those institutions that may no longer want them in their lobbies.

Furthermore, he said, "Between 1977 and 1983, the proportion of all families with NOW accounts fell from 81% to 79%." Mr. Brobeck said he thinks this decline is a result of banking institutions shutting down unprofitable branches and levying more and higher fees on small accounts.

Mr. Brobeck strongly suggested that the banking industry "adopt a code of conduct that prohibits anticonsumer practices and defines model consumer disclosures." He also recommended that the industry develop "lifeline banking services that reflect both the concerns of banks as well as of consumers.

He suggested that a lifeline checking account "might not only waive monthly and transaction charges but also limit the number of transactions, not return checks, and restrict balance inquiries." He also hypothesized a lifeline savings account that "might not only pay interest and charge no monthly fees, but also limit transactions, compound interest quarterly, and mail statements quarterly."

Additionally, Mr. Brobeck proposed that the federal government incorporate incentives for providing such lifeline or affordable accounts within its regulatory system. Perhaps the Federal Deposit Insurance Corp. could lower insurance premiums on funds in lifeline accounts, or the Federal Reserve Board could eliminate reserve requirements on these deposits, Mr. Brobeck said.

He called for elimination of services that are harmful to consumers, including "fraudulent investment schemes" as well as "such time bombs as negative amortization mortgage loans and uncapped variable-rate mortgage loans." He said he would also like to see exorbitant fees and unreasonably long check-hold periods prohibited.

If the banking industry would adopt some of these measures voluntarily rather than waiting for the government to require them to do so, Mr. Brobeck said, the industry's reputation with the public would be enhanced and new customers could possibly be attracted.

The consumer federation is willing to work with any banks, thrifts, or trade associations to help formulate models for lifeline banking and consumer disclosure, Mr. Brobeck said.

Ideally, he added, banking companies would disclose all fees and charges in branch locations as well as via the mail sent to customers.

The Consumer Federation of America, which is based in Washington, D.C., addresses a broad range of consumer issues. Mr. Brobeck said recently that his group has no higher priority this year than financial services issues and seeing that they are addressed in any congressional legislation.

This is the second White House-sponsored conference on the changing financial services marketplace. The first was held in Dallas in June of last year. ■

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### Auction Notices

C.LAUDISI & ASSOC. INC., Auctrs Sell Jan 25, 1985 at 9 AM at 77 Jericho Tpke, New Hyde Park, NY 1980 Cad 6S699AE698101 Acct Term Leasing Inc. &/Or Sinclair Sec. Co; 10 AM at 213-19 99 Ave., Queens, NY 1983 Nissan JN1PB12S8DU004764 Acct. S.T. Jones; 11:30 AM at 3795 10th Ave., NYC 1978 Peugeot 504A932830054 Acct. L. Merchant. 1973 Buick 4P67T3Y145662 Acct. T.L. & J.E. Speller, 1974 Audi 8141079463 Acct. L.L. Wade, 1976 Buick 4D29H6G117257 Acct. E. Green, 1973 Buick 4V39T3Y225881 Acct. M.P. Smallwood; 1 PM at 3645 Dyre Ave., Bx, NY 1977 Pont 2W87Z7N253380 Acct. L.E. Owen. Published Jan 10,17, 1985.

R. Ezersky, auctr. sells R/T/I 1/17/85 9:00 A.M. at 175 N. Bedford Rd., Mt. Kisco, NY 1978 Chev. CCL248B100485 Re: F.J. Redwing; At 11:45 A.M. at 325 W. 149 St., Bronx, NY 1977 Chev. 1H57U7B570899 Re: M.M. Templeton, 1977 Chev. CGU157U109480 Re: O.R. Jackson, 1977 Chrysler SS22N7R253357 Re: L. O'Conner, 1978 Cadillac 6D47S8E669433 Re: R.M. Smith, 1979 Chev. 1Z37H9B440748 Re: M. Weston, 1979 Olds 3R47F9G461881 Re: S. Harris, 1978 Plymouth ML44A8D204017 Re: R. Varona, 1977 Toyota RA29139716 Re: A. Nunez. Published 1/3 & 10/85.

### Foundation Notice

NOTICE

The annual report of **ROBERT WINTHROP CHARITABLE TRUST** for the fiscal year ended November 30, 1984 is available at its principal office located at c/o Wood, Struthers & Winthrop, 140 Broadway, New York, N.Y. 10005 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Robert Winthrop.

NOTICE

The annual report of **DUCKS UNLIMITED FOUNDATION, INC.** for the calendar year ended December 31, 1984 is available at its principal office located at c/o Wood, Struthers & Winthrop, 140 Broadway, New York, N.Y. 10005 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Robert Winthrop.

## Washington

**SEATTLE TRUST & SAVINGS BANK: Susan M. Wren** was named vice president and personnel manager. ■

## A Look at Banking's Biggest Deals as 1984 Drew to a Close

**Continued from Back Page**

to allow banks to expand outside their home counties for the first time.

Last month, Old National Bancorp of Evansville, Ind., agreed to buy Merchants Republic Corp. of Terre Haute, Ind., if and when state law is changed to allow multicounty banking.

Indiana banking observers believe there is a good chance the legislature will approve multicounty banking this year. Indiana, Mississippi, and Kansas are the only three states that do not allow banks to operate outside of their home counties, whether through branching or bank holding companies.

■

In terms of total purchase price, the biggest deal in the last two months is the $202 million accord between Midlantic Banks Inc. of Edison, N.J., and Heritage Bancorp Inc. of Jamesburg, N.J.

In luring Heritage, Midlantic had to fend off overtures for Heritage from two rival New Jersey banking firms, First National State Bancorp Inc. of Newark and United Jersey Banks of Princeton. It also had to convince Heritage that it would not be able to complete its planned merger with Mellon Bank Corp. of Pittsburgh in the near future.

A federal appeals court earlier affirmed a decision by the Federal Reserve Board denying the Mellon-Heritage deal as a violation of federal statutes prohibiting interstate banking unless expressly authorized by the state of the acquired institution.

Mellon failed to persuade Heritage to commit itself to a long-term capital plan and merger accord that could only be completed with a change in law.

■

The average acquisition premiums agreed to by banks in the last two months of 1984 were 1.5 times equity capital and 12.2 times earnings. The premium to equity was about unchanged from October, but the multiple to earnings was down from 13.1 that month.

The data include deals in which the target institution had at least $50 million and for which terms were announced.

National Bank of Lebanon, N.H., got the highest premiums to equity and to earnings in the last two months — 2.5 times equity and 19 times earnings — in accepting a takeover offer from First NH Banks of Manchester, N.H.

Another New Hampshire bank also is in the "two times equity club." Bank of

➧ Acquisitions: Page 15

### Nonbank Activities

| Acquirer | Acquired | Acquired's Line of Business |
|---|---|---|
| Security Pacific Corp.<br>Los Angeles, Calif. | Duff & Phelps Inc.<br>Chicago, Ill. | Securities research (a) |
| First Interstate Bancorp<br>Los Angeles, Calif. | Commercial Alliance Corp.<br>New York | Commercial Finance (b) |
| Sanwa Bank Ltd.<br>Osaka, Japan | Continental Illinois Leasing<br>Chicago, Ill. | Leasing |
| Fleet Financial Group<br>Providence, R.I. | Davidge & Co.<br>Washington | Investment counseling (b) |
| CB&T Bancshares<br>Columbus, Ga. | Calumet Financial<br>Knoxville, Tenn. | Securities brokerage (c) |
| Norstar Bancorp<br>Albany, N.Y. | Chapdelaine & Co.<br>New York | Securities brokerage (b) |
| Norstar Bancorp<br>Albany, N.Y. | Discount Brokerage of America, New York | Discount brokerage (b) |
| Merchants Cooperative Bank, Boston, Mass. | David Allsopp Associates<br>New York | Securities brokerage (c) |
| First Federal Savings<br>Phoenix, Ariz. | F.I.A. Associates<br>Sacramento, Calif. | Real estate advice |
| PSFS Inc.<br>Philadelphia, Pa. | Northland Mortgage Co.<br>St. Paul, Minn. | Mortgage banking(b) |
| Pacific First Federal<br>Tacoma, Wash. | Transamerica Mortgage<br>San Francisco, Calif. | Mortgage banking (c) |
| Home Owners Federal Savings, Boston, Mass. | Knutson Mortgage & Financial<br>Minneapolis, Minn. | Mortgage banking (b) |
| Atlantic Bancorp<br>Jacksonville, Fla. | Florida Title & Mortgage<br>Jacksonville, Fla. | Mortgage banking (c) |

(a) Fed approved deal provided Duff & Phelps' securities rating activities were excluded.
(b) Acquisition completed.
(c) Agreement signed.

# Acquisitions . . .

Continued from Page 14

New Hampshire, Manchester, agreed to pay 2.2 times equity and 12.4 times earnings for Strafford National Bank of Dover, N.H. New Hampshire's legislature is expected to approve an interstate banking bill soon.

Other banks that got at least two times equity were: National City Bankcorp of Rome, Ga., from First Railroad & Banking Co. of Augusta, Ga.; and Citizens First Bancorp of Owensboro, Ky., from Liberty United Bancorp of Louisville.

■

The decision by the U.S. Supreme Court to hear an appeal of a lower-court ruling affirming the constitutionality of Connecticut and Massachusetts laws limiting interstate banking to the New England region will leave interstate deals in New England and other regions in limbo for another year.

However, banks continue to chart their interstate future through limited-service banks and such stratagems as the stakeout, in which a bank invests in the nonvoting equity of a target institution. Usually, the nonvoting equity is convertible into voting stock if and when interstate banking laws are changed.

Marine Midland Banks Inc. of Buffalo, N.Y., has been one of the most aggressive exponents of the stakeout approach. Last month, Marine signed up its latest "stakee," Statewide Bancorp of Toms River, N.J., which is fighting a takeover attempt by Midlantic Banks.

Among thrifts on the interstate move last month was City Federal Savings & Loan Association of Elizabeth, N.J., which filed applications with the Federal Home Loan Bank Board to establish 54 interstate branches.

However, the Bank Board has maintained that it will allow interstate expansion only in emergency situations or if a company has acquired a failing institution in one state and wants to expand in that state. The Bank Board's tough stance was shown last month when it rejected the proposed merger between H.F. Ahmanson & Co. of Los Angeles and Sooner Federal Savings & Loan Association of Tulsa, Okla.

■

A number of large in-state deals were completed in November and December, including National City Corp. of Cleveland's acquisition of BancOhio Corp. of Columbus and South Carolina National Corp.'s purchase of First Bancshares of South Carolina.

Soon to be completed are: NBD Bancorp of Detroit's acquisition of United Michigan Corp. of Flint; the purchase of FirstGulf Bancorp of Mobile, Ala., by AmSouth Bancorp. of Birmingham; and Boatmen's Bancshares of St. Louis' merger with CharterCorp of Kansas City. ■

## Interstate Deals

| Acquirer | Acquired | Development |
|---|---|---|
| Mellon Bank Corp.<br>Pittsburgh, Pa. | Heritage Bancorp Inc.<br>Jamesburg, N.J. | Court affirms Fed denial |
| H.F. Ahmanson & Co.<br>Los Angeles, Calif. | Sooner Federal Savings<br>Tulsa, Okla. | FHLBB denial |
| Hartford National Corp.<br>Hartford, Conn. | Rhode Island NB<br>Providence, R.I. | Fed approval |
| Marine Midland Banks Inc.<br>Buffalo, N.Y. | Statewide Bancorp<br>Toms River, N.J. | Stakeout signed |
| Wilmington Trust Co.<br>Wilmington, Del. | Maryland State Bank<br>Salisbury, Md. | FDIC, Maryland approvals |
| Norwest Corp.<br>Minneapolis, Minn. | Bank of Millard<br>Omaha, Neb. | Agreement signed |
| Norstar Bancorp Inc.<br>Albany, N.Y. | Banc of Maine Corp.<br>Portland, Maine | Fed approval |
| Citicorp<br>New York | Citibank Las Vegas<br>Las Vegas, Nev. | Fed approval |
| Metropolitan Federal Bank<br>Fargo, N.D. | Dakota Savings & Loan<br>Sioux Falls, S.D. | FHLBB approval |

## Agreements

| Acquirer | Size | Acquired | Size | Price | Premium to Equity | Premium to Earnings |
|---|---|---|---|---|---|---|
| Midlantic Banks Inc.<br>Edison, N.J. | $6.4B | Heritage Bancorp<br>Jamesburg, N.J. | $1.8B | $202M | 1.5 | 12.9 |
| Marshall & Ilsley<br>Milwaukee, Wis. | $3.5B | Heritage Wisconsin Corp.<br>Milwaukee, Wis. | $568M | $59.1M | 1.9 | 16.5 |
| First of America Bank<br>Kalamazoo, Mich. | $4.1B | Community National Bank<br>Pontiac, Mich. | $541M | $32M | 1.1 | 10.5 |
| Harris Bankcorp<br>Chicago, Ill. | $7.4B | First Natl. Bank & Trust<br>Barrington, Ill. | $291.8 | $32M | 1.7 | 12.1 |
| Zions Utah Bancorp.<br>Salt Lake City, Utah | $2.3B | Tracy-Collins Bank<br>Salt Lake City, Utah | $290.9M | $29.5M | 2.0 | 12.9 |
| Marine Corp.<br>Milwaukee, Wis. | $2.4B | Firstar Corp.<br>Appleton, Wis. | $463.9M | $28M | 1.1 | 8.3 |
| First Railroad & Banking<br>Augusta, Ga. | $2.6B | National City Bancorp<br>Rome, Ga. | $145M | $24M | 2.0 | 14.3 |
| Old National Bancorp<br>Evansville, Ind. | $666.5M | Merchants Republic Corp.<br>Terre Haute, Ind. | $257.4M | $24M | 1.2 | 10.8 |
| Valley Bancorp.<br>Appleton, Wis. | $1B | United Banks<br>Madison, Wis. | $335M | $22.6M | 1.1 | 10.9 |
| Liberty United Bancorp<br>Louisville, Ky. | $1.4B | Citizens First Bancorp<br>Owensboro, Ky. | $162M | $19.8M | 2.0 | 8.3 |
| First Wisconsin Corp.<br>Milwaukee, Wis. | $5B | First Bank<br>Grantsburg, Wis. | $100M | $13.2M | 1.6 | 8.3 |
| First NH Banks<br>Manchester, N.H. | $817.8M | National Bank<br>Lebanon, N.H. | $78.9M | $12.2M | 2.5 | 19 |
| Bank of New Hampshire<br>Manchester, N.H. | $358.7M | Strafford National Bank<br>Dover, N.H. | $51.4M | $7.6M | 2.2 | 12.4 |
| Rainier Bancorp<br>Seattle, Wash. | $7.1B | Bank of Stanwood<br>Stanwood, Wash. | $56M | $5.2M | 1.3 | 10.4 |
| Mellon Bank Corp.<br>Pittsburgh, Pa. | $28.2B | First National Bank<br>Mapleton, Pa. | $49M | $4.9M | 1.4 | 9.0 |
| Great American Corp.<br>Baton Rouge, La. | $628.8M | State Bank & Trust<br>Golden Meadow, La. | $65M | $784,000 | 0.12 | N.A. |
| Third National Corp.<br>Nashville, Tenn. | $3.9B | Tennessee National<br>Bancshares, Maryville, Tenn. | $250M | N.A. | | |
| Dominion Bankshares<br>Roanoke, Va. | $4B | Bank of Virginia Beach<br>Virginia Beach, Va. | $90M | N.A. | | |
| Pawling Savings Bank<br>Pawling, N.Y. | $187M | Ellenville Savings Bank<br>Ellenville, N.Y. | $113M | N.A. | | |
| First National Cincinnati<br>Cincinnati, Ohio | $2.6B | Ohio State Bank<br>Columbus, Ohio | $230M | N.A. | | |
| Marshall & Ilsley<br>Milwaukee, Wis. | $3.5B | Bay View State Bank<br>Milwaukee, Wis. | $57.8M | N.A. | | |

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BACK PAGE

# Yearend Big Deals: Wisconsin Activity Quickens as Interstate Banking Looms

## Aggressive Strategy of Milwaukee's Marine Corp. Typifies Survival Bid

By BART FRAUST

NEW YORK — Wisconsin is bursting with acquisition activity.

The most aggressive moves so far have come from the $2.5 billion-asset Marine Corp. of Milwaukee, the state's third largest bank holding company. Last month, the company agreed to acquire the $463.9 million-asset Firstar Corp. of Appleton, now the 11th biggest banking firm in Wisconsin. Earlier, it agreed to acquire the $576.1 million-asset Independence Bank Group Inc. of Waukesha, the state's eighth biggest banking company.

"The merger activity in Wisconsin is principally in anticipation of interstate banking," said Jon R. Schumacher, senior vice president of Marine. He expects the state legislature to back regional interstate banking within the next 12 to 18 months, and Wisconsin banks are expected to need additional size to survive amid competition from much larger institutions in neighboring states such as Michigan.

At yearend 1983, Wisconsin had 27 bank holding companies, with the largest, First Wisconsin Corp. of Milwaukee, having assets of $5 billion. Michigan has about the same number of holding companies, but the largest, NBD Bancorp Inc. of Detroit, holds $13.2 billion in assets. In fact, total assets of the four largest Wisconsin banking firms do not equal NBD's assets.

Under terms of the Firstar transaction, Marine will exchange $28 million in cash and common stock for all of the outstanding shares of Firstar. The proposed purchase price represents 1.1 times Firstar's equity capital and 8.3 times its 1983 earnings.

Marine is buying Independence for $53 million in cash and cumulative convertible preferred stock, representing premiums of 1.5 times Independence's equity capital and 10.4 times earnings.

Marine's acquisition activity has been spurred by a capital injection arranged in October 1983 with Primary Capital Investors, a privately held company based in the Netherlands. But the state's other large bank holding companies have also been active.

Marshall & Ilsley Corp. of Milwaukee, a $3.3 billion-asset holding company that is ranked second in the state in terms of assets, last month agreed to buy the $581.2 million-asset Heritage Wisconsin Corp. of Wauwatosa, which ranked seventh at the end of 1983.

Marshall & Ilsley agreed to pay hefty premiums for Heritage. The $59.1 million purchase price represents 1.9 times Heritage's equity capital and 16.5 times earnings.

Valley Bancorp. of Appleton, the state's fourth largest, also got into the act last month by agreeing to buy the $335 million-asset United Banks of Wisconsin Inc., ranked number 12 in the state. This deal is valued at $22.6 million, representing premiums of 1.1 times equity capital and 10.9 times earnings.

A smaller-scale acquisition also is planned by First Wisconsin, the state's biggest. The company in December agreed to acquire the $100 million-asset First Bank of Grantsburg for $13.2 million in cash, or 1.6 times State Bank's equity capital and 8.3 times its earnings.

■

The economy of another midwestern state, however, caused a major bank acquisition to disintegrate.

The proposed merger between Hawkeye Bancorp. and United Central Bancshares, Iowa's largest and third biggest banking firms, respectively, was called off because of earnings difficulties at both Des Moines institutions.

Both companies have been hit hard by problem farm loans in the last year. For example, Hawkeye showed a third-quarter loss of $1.9 million, while United Central's net income dropped 79%.

"Managements of both companies decided it was in the best interest of each to remain independent and devote full attention to the problems in their markets," Hawkeye said in a statement.

■

Indiana banks, meanwhile, are getting geared up for the state legislature

➔ Acquisitions: Page 14

## Approved by Shareholders

| Acquirer | Size | Acquired | Size |
|---|---|---|---|
| Boatmen's Bancshares<br>St. Louis, Mo. | $3.5B | CharterCorp<br>Kansas City, Mo. | $2.7B |
| PNC Financial<br>Pittsburgh, Pa. | $12.9B | Northeastern Bancorp<br>Scranton, Pa. | $1.5B |
| AmSouth Bancorp<br>Birmingham, Ala. | $4B | FirstGulf Bancorp<br>Mobile, Ala. | $1B |
| NBD Bancorp<br>Detroit, Mich. | $13.2B | United Michigan Corp.<br>Flint, Mich. | $994.1 M |
| Merchants Bancorp<br>Allentown, Pa. | $1B | Tri-County Bank<br>Bowmanstown, Pa. | $73.7M |
| Mellon Bank Corp.<br>Pittsburgh, Pa. | $26B | Citizens National Bank<br>New Castle, Pa. | $64.9M |

## Regulatory Approvals

| Acquirer | Acquired | Regulator |
|---|---|---|
| Louisiana Bancshares<br>Baton Rouge, La. | First Bancshares of Louisiana<br>Baton Rouge, La. | Federal Reserve |
| Louisiana Bancshares<br>Baton Rouge, La. | First National Bancorp<br>Shreveport, La. | Federal Reserve |
| Louisiana Bancshares<br>Baton Rouge, La. | Ouachita National Bank<br>Monroe, La. | Federal Reserve |
| PNC Financial<br>Pittsburgh, Pa. | Northeastern Bancorp<br>Scranton, Pa. | Federal Reserve |
| Whitney Holding Corp.<br>New Orleans, La. | NBC Bancshares<br>Jefferson Parish, La. | Federal Reserve |
| Boatmen's Bancshares<br>St. Louis, Mo. | CharterCorp<br>Kansas City, Mo. | Federal Reserve |
| Florida National Banks<br>Jacksonville, Fla. | Beacon Financial<br>Jupiter, Fla. | Federal Reserve |
| M&I Marshall & Ilsley Bank<br>Milwaukee, Wis. | Milwaukee County Bank<br>West Allis, Wis. | Federal Rerserve |
| Bank of Virginia<br>Richmond, Va. | Citizens Trust Co.<br>Portsmouth, Va. | Federal Reserve |
| Worthen Banking Corp.<br>Little Rock, Ark. | First National Bank<br>Fayetteville, Ark. | Federal Reserve |
| United Banks of Colorado<br>Denver, Colo. | IntraWest Bank<br>Boulder, Colo. | Federal Reserve |
| Central Bancorp Inc.<br>Cincinnati, Ohio | United Midwest Bancshares<br>Cincinnati, Ohio | Federal Reserve |
| Trinity Banc Savings<br>Dallas, Tex. | Texas Federal Savings<br>Dallas, Tex. | FHLBB |
| Mellon Bank Corp.<br>Pittsburgh, Pa. | Citizens National Bank<br>New Castle, Pa. | Comptroller |
| Norstar Bancorp<br>Albany, N.Y. | Bank of Long Island<br>East Islip, N.Y. | New York State |

## Completions

| Acquirer | Acquired | Combined Size |
|---|---|---|
| National City Corp.<br>Cleveland, Ohio | BancOhio Corp.<br>Columbus, Ohio | 12B |
| South Carolina National<br>Columbus, S.C. | First Bancshares of South Carolina<br>Columbus, S.C. | $3.9B |
| BankSouth Corp.<br>Atlanta, Ga. | Georgia Bancshares<br>Macon, Ga. | $2.1B |
| Nashville CityBank<br>Nashville, Tenn. | Sumner Bank<br>Gallatin, Tenn. | $490M |
| First Jersey National<br>Jersey City, N.J. | Livingston National Bank<br>Livingston, N.J. | $2.5B |
| First Jersey National<br>Jersey City, N.J. | First County Bank<br>North Brunswick, N.J. | $2.5B |
| Deposit Guaranty National<br>Jackson, Miss. | Merchants & Farmers Bank<br>Meridian, Miss. | $2.4B |
| CommerceAmerica<br>Jeffersonville, Ind. | Citizens Bank<br>Jeffersonville, Ind. | $275M |
| CommerceAmerica<br>Jeffersonville, Ind. | Clark County State Bank<br>Jeffersonville, Ind. | $275M |
| First Colonial Bankshares<br>Chicago, Ill. | Michigan Avenue National Bank<br>Chicago, Ill. | $450M |
| Merchants Bancorp<br>Allentown, Pa. | Tri-County Bank<br>Bowmanstown, Pa. | $1B |
| Midwest Financial<br>Peoria, Ill. | National Bank of Bloomington<br>Bloomington, Ill. | $1.4B |
| First Commercial Corp.<br>Little Rock, Ark. | First Russellville Bankstock<br>Russellville, Ark. | $1.2B |
| Trinity Banc Savings<br>Dallas, Tex. | Texas Federal Savings<br>Dallas, Tex. | $1.6B |

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## TODAY

**UNFETTERED BY FED:** Despite complaints by the insurance industry, the Federal Reserve has given its blessing to expanded insurance activities by First Wisconsin Corp. .. 1

**RANDOM THOUGHTS** on capital requirements and cumulative gaps... 1

**HOLIDAY CLUBS:** Credit unions have only a tiny fraction of total holiday club accounts, but they lead banks and thrifts in some key categories ........................................ 1

**DUFF SALE OFF:** Security Pacific Corp., citing conditions imposed by the Fed, has called off its proposed acquisition of Duff & Phelps Inc., the credit-rating and investment advisory company .............................. 2

**INTERNATIONAL BRIEFING:** The Justice Ministry in Switzerland is studying ways of speeding the time-consuming procedures now in place when other countries seek information on Swiss bank accounts .......... 2

**MORTGAGE BANKING:** Two banking companies, Florida National Banks of Florida and Norwest Corp., are trimming their mortgage operations ....................................... 2

**NEBRASKA FUNDS:** A law that was intended to foster loan activity by Nebraska banks could end up costing the state $800,000. The state had that much uninsured money in two banks that recently failed....... 3

**DEPOSIT INSURANCE:** Increases in bank and thrift capital requirements are being considered by the Reagan administration as part of a package to bolster the nation's deposit insurance system...................................... 3

**EARNINGS:** Chemical New York Corp. surprised analysts by posting a fourth-quarter gain of almost 20%, and stocks of the largest New York banks rose. In North Carolina, two of the state's largest holding companies reported sharply higher earnings for the fourth quarter and for the year ............................................ 3

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**Quote**

***Once the accounts move to the Drexel Burnhams, Merrill Lynches, and other brokers, they don't come back to the banks.***

Nicholas Baer, chairman of a leading private bank in Zurich, saying that the increasing use of stock-index options and futures by brokerage houses puts banks at a disadvantage in keeping institutional accounts. [2]

**Unquote**

# Random Thoughts

By SANFORD ROSE

The plan espoused by the Federal Deposit Insurance Corp. to raise bank capital requirements to 9% of total assets — 6% in equity and a maximum of 3% in subordinated debt — should logically be accompanied by a proposal for 100% deposit insurance, which already exists de facto for the largest banks in the system.

The only reason not to have 100% insurance is to force the large depositor to discipline the behavior of his bank. Since, under the FDIC plan, the job of disciplining the bank falls to the holder of subordinated debt, who presumably cannot be bailed out, there is no longer any justification for not extending de jure insurance protection to every depositor. Despite this obvious fact, the FDIC is shying away from proposing complete insurance coverage.

□ □ □

The real question is whether the holder of subordinated debt is capable of exercising the market discipline the large depositor never

Random Thoughts: Page 4

## Credit Unions Lead Holiday Clubs...

| | ...................... in Account Growth | | .......Payout Growth | | .... and Payout Size | |
|---|---|---|---|---|---|---|
| | Accounts (Thousands) | % increase from '83 | Total payout (Millions) | % increase from '83 | Average payout | % increase from '83 |
| Credit Unions ... | 71 | 7.8 % | $ 32.9 | 8.3% | $466 | 11.8% |
| Banks............ | 2,100 | (6.1) | 836.7 | 0.5 | 400 | 7.0 |
| Thrifts.............. | 915 | (7.4) | 340.0 | 5.5 | 371 | 13.8 |

# Tiny Share of Holiday Accounts Belies Growth in Credit Union Saving Clubs

### Thrifts Post Highest Average Payout Increase; Accounts at Banks Decline

By KENNETH J. HICKS

NEW YORK — Although credit unions have only a tiny share of total holiday club accounts and their total payouts are dwarfed by those of banks and thrifts, they lead in three key growth categories.

For the fourth year in a row, credit unions had the largest average payout, the largest percentage of increase in total payouts, and the largest increase in the number of holiday club accounts.

Holiday Club Tables Begin on Page 7

Savings and loans and savings banks, which make up the thrift component, had the highest percentage of increase in average club payout when compared with commercial banks and credit unions — despite their having the sharpest decline in the number of accounts.

These are some of the findings of the *American Banker's* annual survey of holiday clubs at financial institutions. A total of 307 institutions participated: 170 commercial banks, 113 savings and loans and savings banks, and 24 credit unions.

This year, the *American Banker* lists all responding institutions by state in its master table. Within each state, the institutions are listed alphabetically by the city in which they are located. Other tables include the top 25 banks, the top 25 thrifts, and the top 10 credit unions in total payouts. Also, the top 10 institutions are listed by average payout.

Payouts for credit union holiday club accounts were up 8.3% in 1984 — $32.9 million compared to $27.4 million in 1983 for those institutions where the data were available for two years. The number of accounts were up 7.8% to 70,635 from 65,554 in 1983. In average payouts, credit unions paid $466 for each account in 1984, compared with $417 in 1983, an increase of 11.8%.

In 1983, credit unions posted a 15.9% increase in total payouts and a 6.5% increase in the number of club accounts.

Howard Cosgrove, public information manager with the Credit Union National Association, Madison, Wis., said part of the reason for the credit unions continuing growth in holiday clubs is that they are "still actively promoting these accounts, while other institutions are finding them not as profitable [as they are at credit unions].

"Further, credit unions view these accounts as a service, not as a profit center. There is a difference in attitude" between credit unions and most other financial institutions.

Also, Mr. Cosgrove noted, managing the holiday accounts tends to be cheap-

➻ Holiday Clubs: Page 14

# Fed Allows 1st Wisconsin A Wider Scope

### Approval Draws Protests From Insurance Industry

By BART FRAUST

NEW YORK — Amid protests from the insurance industry, the Federal Reserve Board has allowed First Wisconsin Corp. to expand its insurance agency activities.

This was the first time the Fed ruled on whether a bank holding company that was authorized prior to 1971 to sell only credit-related insurance is permitted under the Garn-St Germain Depository Institutions Act of 1982 to engage in general insurance activities.

Roger Levy, vice president of the Independent Insurance Agents of America, a trade group that protested the application, called the ruling "an overly broad interpretation."

The Bank Holding Company Act and Garn-St Germain prohibit bank holding companies from providing general insurance agency services. However, the statutes contain seven exemptions. For example, bank holding companies in towns with populations not exceeding 5,000 are allowed to provide insurance agency activities. Also exempted are banking firms with assets of less than $50 million, though these companies cannot sell life insurance.

At issue in the Milwaukee-based First Wisconsin's application is exemption G, which authorizes bank holding companies engaged, with Fed approv-

➻ First Wisconsin: Page 5

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FILE FOR REFERENCE

# American Banker

## ranks the

# Top Holiday Club Institutions

## AT A GLANCE:
Who's tops?

| | 1984 |
|---|---|
| **Top Commercial Banks in Club Payouts** | |
| 1. Bank of America NT&SA, San Francisco | $118,954,324 |
| 2. Chemical Bank, New York | 53,955,823 |
| 3. Security Pacific National Bank, Los Angeles | 30,305,846 |
| **Top Thrift Institutions in Club Payouts** | |
| 1. Philadelphia Saving Fund Society | $18,380,097 |
| 2. Anchor Savings Bank, Northport, N.Y. | 16,218,593 |
| 3. People's Bank, Bridgeport, Conn. | 15,869,271 |
| **Top Institutions in Average Payout Per Account** | |
| 1. Bethpage Federal Credit Union, N.Y. | $671 |
| 2. Citizens National Bank, Evansville, Ind. | 662 |
| 3. Motorola Employees Credit Union-West, Scottsdale | 657 |

# SUMMARY OF SURVEY FINDINGS

Compiled by American Banker Copyright 1985

## Top 50 Institutions in Holiday Club Payouts

| Rank 1984 | Name of Institution | Total Payout ($) | | Percent Change |
|---|---|---|---|---|
| | | 1984 | 1983 | |
| 1 | Bank of America NT&SA, San Francisco | 118,954,324 | 114,672,926 | + 3.7 |
| 2 | Chemical Bank, New York | 53,955,823 | 48,576,332 | +11.1 |
| 3 | Security Pacific National Bank, Los Angeles | 30,305,846 | 30,272,173 | + 0.1 |
| 4 | National Westminster Bank USA, New York | 23,367,735 | 20,691,818 | +12.9 |
| 5 | Bank of New York | 22,634,768 | 27,344,218 | -17.2 |
| 6 | Wells Fargo Bank, San Francisco | 21,453,222 | 21,692,749 | - 1.1 |
| 7 | First Interstate Bank of Calif, Los Angeles | 19,520,280 | 17,890,630 | + 9.1 |
| 8 | Philadelphia Saving Fund Society | 18,380,097 | 19,264,012 | - 4.6 |
| 9 | Crocker National Bank, San Francisco | 17,193,077 | 19,660,774 | -12.6 |
| 10 | Bank of Hawaii, Honolulu | 16,547,657 | 16,508,419 | + 0.2 |
| 11 | Anchor Savings Bank, Northport, N.Y. | 16,218,593 | 14,654,996 | +10.7 |
| 12 | European American Bank & Trust Co., New York | 15,881,131 | 15,435,195 | + 2.9 |
| 13 | People's Bank, Bridgeport, Conn. | 15,869,271 | 14,656,723 | + 8.3 |
| 14 | Atlantic Financial Federal, Bala Cynwyd, Pa. | 14,258,381 | 10,908,427 | +30.7 |
| 15 | Sovran Bank NA, Richmond, Va. | 14,100,484 | 13,211,424 | + 6.7 |
| 16 | CrossLand Savings FSB, Brooklyn, N.Y. | 14,029,139 | 13,435,790 | + 4.4 |
| 17 | Chase Manhattan Bank NA, New York | 13,672,438 | 13,065,345 | + 4.6 |
| 18 | Hamilton Bank, Lancaster, Pa. | 13,429,461 | 10,805,918 | +24.3 |
| 19 | Midlantic National Bank/North, West Paterson | 13,066,000 | 11,769,000 | +11.0 |
| 20 | American Bank & Trust Co. of Pa., Reading | 12,394,373 | 12,681,093 | - 2.3 |
| 21 | Chase Lincoln First Bank NA, Rochester, N.Y. | 12,113,603 | 13,327,000 | - 9.1 |
| 22 | National Community Bank, Rutherford, N.J. | 11,338,565 | 10,576,064 | + 7.2 |
| 23 | Key Bank NA, Albany, N.Y. | 11,129,434 | 10,056,394 | +10.7 |
| 24 | Mellon Bank NA, Pittsburgh | 11,119,925 | 13,000,000 | -14.5 |
| 25 | Honolulu Federal S&L Assn. | 10,960,648 | 7,023,997 | +56.0 |
| 26 | Dollar Dry-Dock Savngs Bank, New York | 10,864,858 | 14,067,234 | -22.8 |
| 27 | First Eastern Bank NA, Wilkes-Barre, Pa. | 10,559,000 | 9,899,449 | + 6.7 |
| 28 | Dime Savings Bank of New York, Brooklyn, N.Y. | 10,009,545 | 10,081,958 | - 0.7 |
| 29 | Long Island Trust Co. NA, Garden City, N.Y. | 9,738,840 | 9,096,894 | + 7.1 |
| 30 | Heritage Bank NA, Jamesburg, N.J. | 9,693,515 | 9,296,702 | + 4.3 |
| 31 | Merchants National Bank, Mobile, Ala. | 8,369,944 | 8,145,208 | + 2.8 |
| 32 | City Federal S&L Assn., Elizabeth, N.J. | 8,369,462 | 7,113,000 | +17.7 |
| 33 | Beneficial Savings Bank, Philadelphia | 8,274,784 | 9,000,000 | - 8.1 |
| 34 | Provident Savings Bank, Jersey City, N.J. | 7,955,856 | 6,860,824 | +16.0 |
| 35 | First Hawaiian Bank, Honolulu | 7,774,708 | 7,813,154 | - 0.5 |
| 36 | Oneida National Bank, Utica, N.Y. | 7,613,083 | 7,593,891 | + 0.3 |
| 37 | Northeastern Bank of Pennsylvania, Scranton | 7,084,018 | 6,896,863 | + 2.7 |
| 38 | United Jersey Bank, Hackensack, N.J. | 6,998,179 | 10,379,797 | - 32.6 |
| 39 | Colonial Bank, Waterbury, Conn. | 6,792,250 | 6,308,000 | + 7.7 |
| 40 | Emigrant Savings Bank, New York | 6,764,700 | 6,699,658 | + 1.0 |
| 41 | Northern Central Bank, Williamsport, Pa. | 6,750,721 | 6,729,955 | + 0.3 |
| 42 | Carteret Savings & Loan Association, Newark, N.J. | 6,700,000 | 6,500,000 | + 3.1 |
| 43 | Piedmont Trust Bank, Martinsville, Va. | 6,597,137 | 5,853,528 | +12.7 |
| 44 | United Penn Bank, Wilkes-Barre, Pa. | 6,400,000 | 6,550,000 | - 2.3 |
| 45 | Fulton Bank, Lancaster, Pa. | 6,319,251 | 6,215,270 | + 1.7 |
| 46 | Westchester Federal Savings Bank, New Rochelle, N.Y. | 6,244,756 | 5,825,714 | + 7.2 |
| 47 | Franklin First Federal Savings & Loan Association, Wilkes-Barre, Pa. | 5,958,550 | 6,377,685 | - 6.6 |
| 48 | Fidelity Bank, Philadelphia | 5,890,187 | 4,909,546 | +20.0 |
| 49 | Trust Company of New Jersey, Jersey City | 5,787,799 | 5,506,092 | + 5.1 |
| 50 | Williamsburgh Savings Bank, Brooklyn, N.Y. | 5,777,956 | 6,700,187 | -13.8 |

## Top 25 Banks in Total Club Payouts

| Rank 1984 | Name of Institution | Payout ($ 000) | | Percent Change |
|---|---|---|---|---|
| | | 1984 | 1983 | |
| 1 | Bank of America NT&SA | 118,954 | 114,673 | + 3.7 |
| 2 | Chemical Bank | 53,956 | 48,576 | + 9.1 |
| 3 | Security Pacific National Bank | 30,306 | 30,272 | + 0.1 |
| 4 | National Westminster Bank USA | 23,368 | 20,692 | +12.9 |
| 5 | Bank of New York | 22,635 | 27,344 | -17.2 |
| 6 | Wells Fargo Bank | 21,453 | 21,693 | - 1.1 |
| 7 | First Interstate Bank of Calif | 19,520 | 17,891 | + 9.1 |
| 8 | Crocker National Bank | 17,193 | 19,661 | -12.6 |
| 9 | Bank of Hawaii | 16,548 | 16,508 | + 0.2 |
| 10 | European American Bank & Trust Co. | 15,881 | 15,435 | + 2.9 |
| 11 | Sovran Bank NA | 14,100 | 13,211 | + 6.7 |
| 12 | Chase Manhattan Bank NA | 13,672 | 13,065 | + 4.6 |
| 13 | Hamilton Bank | 13,429 | 10,806 | +24.3 |
| 14 | Midlantic National Bank/North | 13,066 | 11,769 | +11.0 |
| 15 | American Bank & Trust Co. of Pa. | 12,394 | 12,681 | - 2.3 |
| 16 | Chase Lincoln First Bank NA | 12,114 | 13,327 | - 9.1 |
| 17 | National Community Bank | 11,339 | 10,576 | + 7.2 |
| 18 | Key Bank NA | 11,129 | 10,056 | +10.7 |
| 19 | Mellon Bank NA | 11,120 | 13,000 | -14.5 |
| 20 | First Eastern Bank NA | 10,559 | 9,899 | + 6.7 |
| 21 | Long Island Trust Co. NA | 9,739 | 9,097 | + 7.1 |
| 22 | Heritage Bank NA | 9,694 | 9,297 | + 4.3 |
| 23 | Merchants National Bank | 8,370 | 8,145 | + 2.8 |
| 24 | First Hawaiian Bank | 7,775 | 7,813 | - 0.5 |
| 25 | Oneida National Bank | 7,613 | 7,594 | + 0.3 |

## Top 25 Thrifts in Total Club Payouts

| Rank 1984 | Name of Institution | Payout ($ 000) | | Percent Change |
|---|---|---|---|---|
| | | 1984 | 1983 | |
| 1 | Philadelphia Saving Fund Society | 18,380 | 19,264 | - 4.6 |
| 2 | Anchor Savings Bank FSB | 16,219 | 14,655 | +10.7 |
| 3 | People's Bank | 15,869 | 14,657 | + 8.3 |
| 4 | Atlantic Financial Federal | 14,258 | 10,908 | +30.7 |
| 5 | CrossLand Savings FSB | 14,029 | 13,436 | + 4.4 |
| 6 | Honolulu Federal S&L Assn. | 10,961 | 7,024 | +56.0 |
| 7 | Dollar Dry-Dock Savngs Bank | 10,865 | 14,067 | -22.8 |
| 8 | Dime Savings Bank of New York | 10,010 | 10,082 | -0.7 |
| 9 | City Federal S&L Assn. | 8,369 | 7,113 | +17.7 |
| 10 | Beneficial Savings Bank | 8,275 | 9,000 | - 8.1 |
| 11 | Provident Savings Bank | 7,956 | 6,861 | +16.0 |
| 12 | Emigrant Savings Bank | 6,765 | 6,700 | + 1.0 |
| 13 | Carteret Savings & Loan Association | 6,700 | 6,500 | + 3.1 |
| 14 | Westchester Federal Savings Bank | 6,245 | 5,826 | + 7.2 |
| 15 | Franklin First Federal S&L Assn. | 5,959 | 6,378 | - 6.6 |
| 16 | Williamsburgh Savings Bank | 5,778 | 6,700 | -13.8 |
| 17 | Howard Savings Bank | 5,621 | 5,676 | -1.0 |
| 18 | Bethpage Federal Credit Union | 5,311 | 5,142 | + 3.3 |
| 19 | Germantown Savings Bank | 5,180 | 6,102 | -15.1 |
| 20 | Dollar Bank, FSB | 4,920 | 5,464 | -10.0 |
| 21 | Albany Savings Bank FSB | 4,774 | 4,994 | + 4.4 |
| 22 | Green Point Savings Bank | 4,403 | 4,155 | + 6.0 |
| 23 | Manhattan Savings Bank | 4,358 | 4,161 | + 4.8 |
| 24 | Peoples Westchester Savings Bank | 4,305 | 5,481 | -21.5 |
| 25 | Astoria Federal S&L Assn. | 4,169 | 4,208 | - 0.9 |

## Top Institutions in Average Club Payouts

| Rank 1984 | Name of Institution | Payout ($) | | Percent Change |
|---|---|---|---|---|
| | | 1984 | 1983 | |
| 1 | Bethpage Federal Credit Union, N.Y. | 671 | 582 | +15.3 |
| 2 | Citizens National Bank, Evansville, Ind. | 662 | 650 | + 1.8 |
| 3 | Motorola Employ. CU-West, Scotsdale, Az. | 657 | 593 | +10.8 |
| 4 | Chase Manhattan Bank NA, New York | 649 | 585 | +10.9 |
| 5 | Horizon Bank NA, Morristown, N.J. | 643 | 609 | + 5.6 |
| 6 | United Nations Federal CU, New York | 547 | 511 | +15.3 |
| 7 | Fort Monmouth Federal Credit Union, N.J. | 591 | 529 | +11.7 |
| 8 | ORNL Federal CU, Oak Ridge, Tenn. | 589 | 493 | +19.5 |
| 9 | Provident Central CU, Burlingame, Calif. | 563 | 322 | +74.8 |
| 10 | Nat'l Westminster Bk USA, New York | 548 | 515 | + 6.4 |

## Top 10 Credit Unions in Total Club Payouts

| Rank 1984 | Name of Institution | Payout ($ 000) | | Percent Change |
|---|---|---|---|---|
| | | 1984 | 1983 | |
| 1 | Bethpage Federal CU, N.Y. | 5,311 | 5,142 | + 3.3 |
| 2 | E. Hartford Aircraft Federal CU, Conn. | 3,990 | 3,870 | + 3.1 |
| 3 | Motorola Emp. CU, Scottsdale, Az. | 3,856 | 3,238 | +19.1 |
| 4 | Metropolitan CU, Chelsea, Mass. | 3,719 | 2,730 | +36.2 |
| 5 | Teachers FCU, Farmingville, N.Y. | 2,120 | 1,355 | +56.5 |
| 6 | IBM Endicott/Owego Empl. FCU, N.Y. | 2,088 | 2,078 | + 0.5 |
| 7 | Fort Monmouth Federal CU, N.J. | 1,800 | 1,800 | 0.0 |
| 8 | Tower FCU, Annapolis Junction, Md. | 1,603 | 1,076 | +49.0 |
| 9 | Progressive Cons. CU, Malden, Mass. | 1,516 | 367 | +312.6 |
| 10 | Marquette CU, Woonsocket, R.I. | 968 | 829 | +16.7 |

# Holiday Club Payouts for 1984

## Listed in Geographical Order with 1984-1983 Comparisons

| | *Total Payout ($)* | | *Number of Accounts* | | *Average Payout ($)* | | *Rate Offered (%)* | | *Type of Account* | |
|---|---|---|---|---|---|---|---|---|---|---|
| | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* |
| **ALABAMA** | | | | | | | | | | |
| Central Bank of the South, Mobile | 975,230 | 897,488 | 3,152 | 3,068 | 309 | 293 | 5.75 | 5.25 | C | C |
| Merchants National Bank, Mobile | 8,369,944 | 8,145,208 | 20,738 | 21,218 | 404 | 384 | 7.00 | 5.75 | C | C |
| **ARIZONA** | | | | | | | | | | |
| Motorola Employess CU-West, Scotsdale | 3,856,051 | 3,238,038 | 5,868 | 5,464 | 657 | 593 | 6.00 | 6.00 | E | E |
| **CALIFORNIA** | | | | | | | | | | |
| Provident Central Credit Union, Burlingame | 225,230 | 161,216 | 400 | 500 | 563 | 322 | 6.00 | 6.00 | N.A. | N.A. |
| First Interstate Bank of Calif., Los Angeles | 19,520,280 | 17,890,630 | 46,355 | 44,238 | 421 | 404 | 5.50 | 5.50 | C | C |
| Security Pacific Nat'l Bank, Los Angeles | 30,305,846 | 30,272,173 | 82,795 | 85,182 | 366 | 355 | 5.25 | 5.25 | E | E |
| Tokai Bank of California, Los Angeles | 151,300 | 423,000 | 367 | 940 | 412 | 450 | 5.50 | 5.25 | E | C |
| Capital Federal S&L Assn., Sacramento | 89,368 | 60,175 | 330 | 206 | 271 | 292 | 5.50 | 5.50 | P | P |
| San Diego Trust & Savings Bank | 941,000 | 955,000 | 2,511 | 2,595 | 375 | 368 | 5.50 | 5.50 | E | E |
| Bank of America NT&SA, San Francisco | 118,954,324 | 114,672,926 | 238,916 | 239,510 | 498 | 479 | 5.50 | 5.25 | E | E |
| Bank of the West, San Francisco | 831,468 | 821,076 | 3,222 | 2,962 | 258 | 277 | 5.25 | 5.25 | C | C |
| California First Bank, San Francisco | 5,229,021 | 5,355,877 | 12,702 | 12,824 | 412 | 418 | 5.25 | 5.25 | C | C |
| Central Bank, San Francisco | 1,620,000 | 1,660,000 | 4,849 | 4,965 | 334 | 334 | 5.50 | 5.25 | C | C |
| Citicorp Savings, San Francisco | 465,000 | 521,000 | 854 | 1,044 | 545 | 499 | 5.50 | 5.50 | P | P |
| Crocker National Bank, San Francisco | 17,193,077 | 19,660,774 | 49,639 | 52,751 | 346 | 373 | 5.50 | 5.25 | E | C |
| Sumitomo Bank of Calif., San Francisco | 3,706,300 | 3,942,100 | 7,489 | 8,585 | 495 | 459 | 5.50 | 5.25 | C | C |
| Wells Fargo Bank, San Francisco | 21,453,222 | 21,692,749 | 44,152 | 46,725 | 486 | 464 | 5.50 | 5.25 | E | E |
| Pacific IBM Employees FCU, San Jose | 827,238 | 626,025 | 1,619 | 1,139 | 511 | 550 | 7.00 | 7.00 | E | E |
| Bay View Federal S&L Assn., San Mateo | 1,373,781 | 1,720,035 | 2,860 | 3,920 | 480 | 439 | 5.50 | 5.50 | P | P |
| County Bank & Trust, Santa Cruz | 354,809 | 327,260 | 750 | 730 | 473 | 448 | 5.50 | 5.25 | E | E |
| **CONNECTICUT** | | | | | | | | | | |
| Savings Bank of Ansonia | 1,129,321 | 999,790 | 5,360 | 4,559 | 211 | 219 | (f) | (f) | C | C |
| People's Bank, Bridgeport (S) | 15,869,271 | 14,656,723 | 36,214 | 36,892 | 438 | 397 | 5.50 | 5.50 | C | C |
| Savings Bank of Danbury | 184,962 | 177,061 | 548 | 535 | 337 | 331 | 5.50 | 5.50 | C | C |
| Union Savings Bank, Danbury | 605,980 | 718,205 | 1,536 | 2,069 | 395 | 347 | (f) | (f) | P | P |
| East Hartford Aircraft Federal Credit Union | 3,990,442 | 3,869,688 | 8,878 | 9,364 | 449 | 413 | 7.50 | 7.50 | O | O |
| Jewett City Savings Bank | 237,588 | 270,964 | 792 | 980 | 300 | 276 | (f) | (f) | P | C |
| Milford Savings Bank | 488,286 | 449,586 | 1,289 | 1,364 | 379 | 330 | (f) | (f) | C | C |
| American Savings Bank, New Britain | 1,099,961 | 1,080,248 | 3,470 | 3,542 | 317 | 305 | 5.50 | 5.50 | P | P |
| New Britain National Bank | 1,224,873 | 1,179,302 | 2,530 | 2,495 | 484 | 473 | (f) | (f) | C | C |
| People's Savings Bank, New Britain | 284,262 | 239,054 | 836 | 763 | 340 | 313 | 5.00 | 5.00 | P | P |
| Connecticut Savings Bank, New Haven | 1,253,932 | 1,217,973 | 3,801 | 3,968 | 330 | 307 | 5.50 | 5.50 | P | P |
| First Federal Bank of Conn., New Haven (S) | 2,299,579 | 1,972,256 | 6,225 | 6,050 | 369 | 326 | 5.50 | 5.50 | P | P |
| Fairfield County Savings Bank, Norwalk | 359,637 | 368,576 | 867 | 936 | 415 | 394 | 5.50 | 5.50 | P | P |
| Putnam Savings Bank | 208,753 | 202,808 | 646 | 663 | 323 | 306 | 0.00 | 0.00 | C | C |
| Ridgefield Savings Bank | 366,682 | 363,807 | 933 | 978 | 393 | 372 | 5.50 | 5.50 | C | C |
| Savings Bank of Rockville | 364,245 | 418,000 | 1,296 | 1,539 | 281 | 272 | N.A. | N.A. | P | P |
| Union Trust Co., Stamford | 4,377,856 | 4,393,533 | 9,901 | 10,693 | 442 | 411 | (f) | (f) | C | C |
| Thomaston Savings Bank | 610,449 | 418,928 | 2,646 | 1,722 | 231 | 243 | (f) | (f) | C | C |
| Torrington Savings Bank | 420,869 | 375,201 | 1,315 | 1,266 | 320 | 296 | 5.50 | (f) | P | C |
| Dime Savings Bank, Wallingford | 706,041 | 650,230 | 1,815 | 1,889 | 389 | 344 | 3.78 | 3.78 | P | O |
| Colonial Bank, Waterbury | 6,792,250 | 6,308,000 | 19,733 | 21,337 | 344 | 296 | 5.00 | 5.00 | C | C |
| **DELAWARE** | | | | | | | | | | |
| Bank of Delaware, Wilmington | 4,556,860 | 4,508,627 | 9,546 | 9,952 | 477 | 453 | 5.25 | 5.25 | E | C |
| Colonial National Bank, Wilmington | 355,585 | 451,937 | 815 | 1,293 | 436 | 350 | f | f | C | C |
| Delaware Trust Co., Wilmington | 2,760,753 | 2,844,566 | 6,628 | 7,315 | 417 | 389 | 5.00 | 5.00 | C | C |
| Wilmington Trust Co. | 2,974,516 | 3,164,074 | 7,913 | 8,888 | 376 | 356 | 5.00 | 5.00 | E | E |
| **DISTRICT OF COLUMBIA** | | | | | | | | | | |
| Columbia First Federal S&L Assn. | 998,266 | 963,028 | 2,447 | 2,550 | 408 | 378 | 5.50 | 5.50 | P | P |
| **FLORIDA** | | | | | | | | | | |
| Elgin Federal CU, Fort Walton Beach | 135,037 | 108,510 | 462 | 364 | 292 | 298 | 6.00 | 6.00 | O | O |
| Ensign Bank FSB, Hialeah | 3,207,000 | 3,018,000 | 9,800 | 10,900 | 327 | 277 | 0.00 | 0.00 | P | P |
| First Federal S&L Assn., Largo | 84,104 | 93,984 | 244 | 245 | 345 | 384 | 5.50 | 5.50 | O | P |
| Intercontinental Bank, Miami | 1,032,886 | 1,028,490 | 2,475 | 2,461 | 417 | 418 | (f) | (f) | C | C |
| Florida Federal S&L Assn., St. Petersburg | 636,212 | 610,764 | 2,286 | 2,022 | 278 | 302 | 5.50 | 5.50 | P | P |
| Fidelity Fed Svgs Bk of Fla., W Palm Bch | 300,454 | 275,674 | 634 | 591 | 474 | 466 | 5.25 | 5.25 | P | P |
| **GEORGIA** | | | | | | | | | | |
| First National Bank, Columbus | 1,794,891 | 1,790,815 | 5,766 | 5,692 | 311 | 315 | 5.25 | 5.25 | C | C |
| **HAWAII** | | | | | | | | | | |
| Bank of Hawaii, Honolulu | 16,547,657 | 16,508,419 | 37,010 | 38,529 | 447 | 428 | 5.25 | 5.25 | C | C |
| Central Pacific Bank, Honolulu | 4,894,463 | 4,939,002 | 13,781 | 15,073 | 355 | 328 | 5.50 | 5.25 | C | C |
| City Bank, Honolulu | 1,700,000 | 1,800,000 | 4,400 | 4,800 | 386 | 375 | 5.50 | 5.25 | C | C |
| First Hawaiian Bank, Honolulu | 7,774,708 | 7,813,154 | 26,811 | 27,086 | 290 | 288 | 5.25 | 5.25 | C | C |
| Honolulu Federal Savings & Loan Assn. | 10,960,648 | 7,023,997 | 27,741 | 20,686 | 395 | 340 | 7.50 | 6.00 | E | E |
| International S&L Assn., Ltd., Honolulu | 1,033,521 | 711,700 | 2,869 | 3,408 | 360 | 209 | 5.50 | 5.50 | O | P |
| **ILLINOIS** | | | | | | | | | | |
| Chicago City Bank & Trust Co. | 403,912 | 443,589 | 1,903 | 2,211 | 212 | 201 | 0.00 | 0.00 | C | C |
| South Chicago Savings Bank, Chicago | 130,829 | 135,379 | 330 | 490 | 396 | 276 | 5.25 | 5.25 | P | P |
| First National Bank, Joliet | 890,185 | 876,942 | 3,875 | 4,528 | 230 | 194 | 2.00 | 2.00 | C | C |
| American National B&T Co., Rockford | 783,931 | 839,217 | 1,686 | 2,016 | 465 | 416 | 5.00 | 5.00 | C | C |
| First Federal S&L Assn., Rockford | 397,266 | 419,869 | 1,055 | 1,228 | 377 | 342 | 5.50 | 5.50 | P | P |
| Lyons Savings & Loan Assn., Stickney | 287,047 | 319,777 | 1,018 | 1,446 | 282 | 221 | 5.50 | 4.25 | P | P |
| National Bank & Trust Co., Sycamore | 427,157 | 437,706 | 1,210 | 1,414 | 353 | 310 | 5.25 | 5.25 | C | C |

*American Banker surveyed the top 500 commercial banks; the top 500 savings institutions (savings banks and savings and loans); an additional 200 commercial banks and savings institutions known to have club programs; and the top 200 credit unions.*

***Total payout**—Includes both principal plus interest paid by the institution and all its branches on all Christmas clubs, holiday clubs, and all similar club accounts. **Average payout**—The total payout divided by the total number of active club accounts, rounded to the nearest dollar. **Rate offered**—The most common offering rate on club accounts. **Type of Account**—Respondents were asked to identify one club type representing the majority of club accounts. **C-** Coupon book; **E-** Electronic (Automatic) Funds Transfer; **P-** Passbook account; **O-**Other (such as payroll deduction).*

***(S)**—Savings institution. Identifies those institutions whose name does not clearly identify it as a savings institution. **(f)**— One bonus payment is given on the completion of the club (the 50th or 51st payment). This is equivalent to an offering rate of approximately 4%. **(N.A.)**— Not available.*

# Holiday Club Payouts for 1984

## Listed in Geographical Order with 1984-1983 Comparisons

| | *Total Payout ($)* | | *Number of Accounts* | | *Average Payout ($)* | | *Rate Offered (%)* | | *Type of Account* | |
|---|---|---|---|---|---|---|---|---|---|---|
| | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* |
| **INDIANA** | | | | | | | | | | |
| Midwest Commerce Banking Co., Elkhart | 1,848,740 | 1,707,456 | 4,526 | 4,596 | 408 | 372 | 5.25 | 5.25 | E | E |
| Citizens National Bank, Evansville | 5,059,418 | 5,128,465 | 7,638 | 7,895 | 662 | 650 | 5.50 | 5.25 | O | O |
| National City Bank, Evansville | 1,567,824 | 1,552,282 | 3,676 | 4,071 | 427 | 381 | 5.25 | 5.25 | C | C |
| Fort Wayne National Bank | 873,011 | 862,074 | 3,231 | 3,970 | 270 | 217 | 5.25 | 5.25 | C | C |
| Lincoln National B&T Co., Fort Wayne | 822,951 | 810,050 | 2,245 | 2,487 | 367 | 326 | 5.25 | 5.25 | C | C |
| Lafayette National Bank | 467,537 | 530,989 | 1,306 | 1,652 | 358 | 321 | 5.25 | 5.25 | P | P |
| First Source Bank, South Bend | 1,751,805 | 1,134,200 | 6,069 | 4,273 | 289 | 265 | 5.25 | 5.25 | C | C |
| National Bank & Trust Co., South Bend | 709,816 | N.A. | 2,102 | N.A. | 338 | N.A. | 5.25 | N.A. | C | N.A. |
| **IOWA** | | | | | | | | | | |
| John Derre Employees CU, Waterloo | 995,353 | 1,069,688 | 2,634 | 3,050 | 378 | 351 | 0.00 | 0.00 | O | O |
| **KENTUCKY** | | | | | | | | | | |
| First Security National B&T Co., Lexington | 419,826 | 379,552 | 1,175 | 1,208 | 357 | 314 | (f) | (f) | G | C |
| **LOUISIANA** | | | | | | | | | | |
| City National Bank, Baton Rouge | 842,851 | 826,301 | 2,433 | 2,747 | 346 | 301 | 5.00 | 5.00 | E | E |
| Louisiana National Bank, Baton Rouge | 1,180,810 | 1,166,422 | 2,769 | 2,929 | 426 | 398 | 5.75 | 5.75 | E | E |
| First National Bank, Lafayette | 492,871 | 425,154 | 1,566 | 1,346 | 315 | 316 | 0.00 | 0.00 | C | C |
| Central Bank, Monroe | 825,588 | 798,959 | 2,371 | 2,423 | 348 | 330 | 5.50 | 5.25 | C | C |
| First Financial Bank FSB, New Orleans | 173,704 | 903,265 | 362 | 2,545 | 480 | 355 | 5.50 | 4.50 | E | P |
| Commercial National Bank, Shreveport | 739,563 | 738,947 | 2,279 | 2,367 | 325 | 312 | 5.50 | 5.25 | C | C |
| First National Bank, Shreveport | 708,769 | 760,637 | 2,313 | 3,337 | 306 | 228 | 5.50 | 5.25 | C | C |
| **MAINE** | | | | | | | | | | |
| Key Bank of Central Maine, Augusta | 2,640,500 | 2,775,100 | 6,889 | 8,464 | 383 | 328 | 5.25 | 5.25 | C | C |
| Merrill Trust Co., Bangor | 2,047,029 | 1,950,984 | 6,878 | 7,011 | 298 | 278 | 4.00 | 4.00 | C | C |
| Casco Northern Bank, Portland | 1,350,124 | 1,374,205 | 3,943 | 4,247 | 342 | 324 | (f) | (f) | C | C |
| Maine National Bank, Portland | 1,350,000 | 1,400,000 | 3,109 | 3,265 | 434 | 429 | 5.25 | 5.25 | E | E |
| Maine Savings Bank, Portland | 1,811,049 | 1,795,622 | 6,749 | 6,923 | 268 | 259 | (f) | (f) | C | C |
| **MARYLAND** | | | | | | | | | | |
| Tower Federal CU, Annapolis Junction | 1,603,217 | 1,075,868 | 3,190 | 2,732 | 503 | 394 | 7.25 | 7.25 | E | E |
| Maryland National Bank, Baltimore | 2,219,206 | 3,293,063 | 5,767 | 9,206 | 385 | 358 | 0.00 | 0.00 | C | C |
| National Institutes of Health FCU, Bethesda | 13,753 | N.A. | 46 | N.A. | 299 | N.A. | 6.00 | N.A. | O | N.A. |
| **MASSACHUSETTS** | | | | | | | | | | |
| Neworld Bank for Savings, Boston | 444,000 | N.A. | 1,208 | N.A. | 500 | N.A. | 2.00 | N.A. | P | N.A. |
| Crescent Credit Union, Brockton | 631,116 | 396,426 | 1,725 | 1,204 | 366 | 329 | 4.00 | 4.00 | C | C |
| Plymouth-Home National Bank, Brockton | 3,729,733 | 3,304,816 | 14,645 | 12,633 | 255 | 262 | 5.25 | 5.25 | C | C |
| Metropolitan Credit Union, Chelsea | 3,719,080 | 2,729,746 | 8,387 | 6,869 | 443 | 397 | 7.00 | 7.00 | O | O |
| Workers' Credit Union, Fitchburg | 622,730 | 506,543 | 1,597 | 1,423 | 390 | 356 | 7.00 | 7.00 | C | C |
| Lawrence Savings Bank | 725,865 | 725,217 | 2,506 | 2,742 | 290 | 264 | 5.50 | 5.50 | P | P |
| Progressive Consumers C.U., Malden | 1,515,575 | 367,358 | 4,651 | 3,222 | 326 | 114 | 6.00 | 6.00 | C | C |
| Home National Bank, Milford | 1,259,999 | N.A. | 3,338 | N.A. | 377 | N.A. | 5.00 | N.A. | C | N.A. |
| Natick Trust Co. | 598,014 | 544,402 | 1,800 | 1,600 | 332 | 340 | 5.50 | 5.50 | C | C |
| New Bedford Institution for Savings | 2,134,526 | 1,829,064 | 7,018 | 6,800 | 304 | 269 | 5.25 | 5.25 | P | P |
| Essexbank, Peabody | 1,531,957 | 1,557,638 | 3,577 | 4,338 | 428 | 359 | 5.25 | 5.25 | C | C |
| Berkshire Bank & Trust Co., Pittsfield | 1,277,467 | 1,110,425 | 3,064 | 2,988 | 417 | 372 | 5.25 | 5.25 | E | E |
| Quincy Savings Bank | 765,578 | 822,948 | 2,396 | 2,947 | 320 | 279 | 5.50 | 5.50 | P | P |
| Springfield Institution for Savings | 2,685,422 | 2,324,233 | 9,138 | 11,081 | 294 | 210 | 2.00 | 2.00 | C | C |
| U.S. Trust/Middlesex, Woburn | 247,725 | 395,482 | 1,000 | 1,000 | 248 | 395 | 4.00 | 4.00 | C | C |
| Mechanics Bank, Worcester | 1,152,549 | 1,023,710 | 2,471 | 2,179 | 466 | 470 | 5.00 | 5.00 | C | C |
| Shawmut Worcester Cty. Bank, Worcester | 2,500,000 | 3,680,000 | 6,332 | 8,006 | 395 | 460 | 5.00 | 5.00 | O | O |
| **MICHIGAN** | | | | | | | | | | |
| Mutual Savings & Loan Assn., Bay City | 603,822 | 494,756 | 2,243 | 2,195 | 269 | 225 | 5.00 | 5.00 | P | C |
| First Federal of Michigan, Detroit (S) | 1,084,084 | 1,382,598 | 4,570 | 3,783 | 237 | 365 | 5.50 | 5.50 | P | P |
| Manufacturers National Bank, Detroit | 1,122,930 | 1,150,320 | 4,608 | 4,809 | 244 | 239 | 0.00 | 0.00 | C | C |
| Genesee Merchants Bank & Trust, Flint | 3,680,680 | 3,323,059 | 17,872 | 18,280 | 206 | 182 | 5.25 | 5.25 | C | C |
| Old Kent Bank of Grand Haven | 1,535,008 | 1,444,227 | 3,721 | 3,957 | 413 | 365 | 5.50 | 5.25 | C | C |
| Union Bank & Trust Co. NA, Grand Rapids | 1,372,690 | 1,437,870 | 3,692 | 4,586 | 372 | 314 | 5.25 | 5.25 | C | C |
| City Bank & Trust Co. NA, Jackson | 455,830 | 451,508 | 2,088 | 2,061 | 218 | 219 | 0.00 | 0.00 | C | C |
| Community National Bank, Pontiac | 1,072,603 | 1,067,388 | 3,416 | 3,642 | 314 | 293 | N.A. | N.A. | C | C |
| Family Federal S&L Assn., Saginaw | 219,897 | 219,276 | 551 | 592 | 399 | 370 | 5.50 | 5.50 | P | P |
| **MINNESOTA** | | | | | | | | | | |
| Minnesota Federal S&L Assn., St. Paul | 186,092 | 179,296 | 1,125 | 1,174 | 165 | 153 | 5.50 | 5.50 | P | P |
| **MISSISSIPPI** | | | | | | | | | | |
| Keesler Federal Credit Union, Biloxi | 526,536 | 545,136 | 1,844 | 1,805 | 286 | 302 | 6.25 | 6.25 | E | C |
| Hancock Bank, Gulfport | 1,709.130 | 1,691,605 | 5,994 | 6,122 | 285 | 276 | 5.00 | 5.00 | C | C |
| First National Bank, Jackson | 1,651,568 | 1,339,767 | 7,569 | 6,016 | 218 | 223 | 0.00 | 0.00 | C | C |
| **MISSOURI** | | | | | | | | | | |
| Landmark No. County B&T Co., Jennings | 199,176 | 216,756 | 639 | 748 | 312 | 290 | 0.00 | 0.00 | C | C |
| United Missouri Bank, Kansas City | 153,620 | 140,841 | 611 | 627 | 251 | 225 | 0.00 | 0.00 | C | C |
| American National Bank, St. Joseph | 163,060 | 174,032 | 524 | 606 | 311 | 287 | 0.00 | 0.00 | C | C |
| Centerre Bank NA, St. Louis | 608,760 | 1,175,384 | 1,246 | 2,116 | 489 | 555 | 0.00 | 5.00 | O | O |
| First Commuity Credit Union, St. Louis | 776,638 | 642,570 | 1,536 | 1,324 | 506 | 485 | 5.00 | 5.00 | O | O |
| Mercantile Trust Co. NA, St. Louis | 1,546,608 | 1,532,872 | 4,034 | 4,281 | 383 | 358 | 5.25 | 5.25 | C | C |

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# Holiday Club Payouts for 1984

## Listed in Geographical Order with 1984-1983 Comparisons

| | Total Payout ($) | | Number of Accounts | | Average Payout ($) | | Rate Offered (%) | | Type of Account | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1984 | 1983 | 1984 | 1983 | 1984 | 1983 | 1984 | 1983 | 1984 | 1983 |
| **MONTANA** | | | | | | | | | | |
| First National Bank, Great Falls | 62,726 | 64,723 | 134 | 144 | 468 | 449 | 5.50 | 5.25 | O | E |
| **NEVADA** | | | | | | | | | | |
| Nevada National Bank, Reno | 777,248 | 904,106 | 2,311 | 4,533 | 336 | 199 | 5.50 | 5.25 | C | C |
| **NEW JERSEY** | | | | | | | | | | |
| First Nat'l Bk of Ctrl. Jersey, Bridgewater | 2,218,266 | 2,360,470 | 4,938 | 6,987 | 449 | 338 | 5.00 | 5.00 | C | C |
| Inter-Boro Svngs & Loan Assn., Cherry Hill | 828,196 | 715,262 | 2,374 | 2,228 | 349 | 321 | 5.50 | 5.50 | P | P |
| City Federal S&L Assn., Elizabeth | 8,369,462 | 7,113,000 | 22,686 | 19,082 | 369 | 373 | 5.50 | 5.50 | C | C |
| Harmonia Savings Bank, Elizabeth | 1,758,640 | 1,601,349 | 4,257 | 4,128 | 413 | 388 | 5.50 | 5.50 | P | P |
| National State Bank, Elizabeth | 5,197,329 | 4,649,792 | 14,743 | 14,382 | 353 | 323 | 4.00 | 4.00 | C | C |
| Union County Savings Bank, Elizabeth | 881,025 | 857,620 | 2,328 | 2,406 | 378 | 356 | 5.50 | 5.50 | C | C |
| Fort Monmouth Federal Credit Union | 1,800,000 | 1,800,000 | 3,047 | 3,403 | 591 | 529 | 8.00 | 7.00 | E | E |
| Central Jersey Bank & Trust Co., Freehold | 5,747,812 | 5,429,428 | 14,887 | 15,247 | 386 | 356 | 5.50 | 5.25 | C | C |
| Spencer Savings & Loan Assn., Garfield | 3,719,444 | 3,404,459 | 10,808 | 10,815 | 344 | 315 | 2.00 | 2.00 | N.A. | N.A. |
| First National State Bank-Cty., Hackensack | 1,066,297 | 1,132,412 | 2,578 | 2,771 | 414 | 409 | (f) | (f) | C | C |
| United Jersey Bank, Hackensack | 6,998,179 | 10,379,797 | 12,812 | 22,045 | 546 | 471 | 5.25 | 5.25 | C | C |
| Midlantic National Bank/South, Haddonfield | 4,613,410 | 3,842,993 | 9,730 | 9,594 | 474 | 401 | (f) | (f) | C | C |
| Heritage Bank NA, Jamesburg | 9,693,515 | 9,296,702 | 23,864 | 25,590 | 406 | 363 | 5.25 | 5.25 | C | C |
| First Jersey National Bank, Jersey City | 5,039,994 | 7,381,535 | 14,403 | 21,467 | 350 | 344 | N.A. | (f) | C | C |
| Provident Savings Bank, Jersey City | 7,955,856 | 6,860,824 | 19,760 | 23,492 | 403 | 292 | 5.50 | 5.50 | C | C |
| Trust Company of New Jersey, Jersey City | 5,787,799 | 5,506,092 | 16,186 | 15,526 | 358 | 355 | (f) | (f) | C | C |
| Investors Savings & Loan Assn., Millburn | 1,481,957 | 1,286,572 | 3,975 | 3,804 | 373 | 338 | 6.00 | 6.00 | C | C |
| Morris County Savings Bank, Morristown | 3,441,929 | 3,314,922 | 6,742 | 8,313 | 511 | 399 | 5.50 | 5.50 | P | P |
| Horizon Bank NA, Morristown | 2,248,864 | 1,932,357 | 3,499 | 3,173 | 643 | 609 | 5.00 | 5.00 | E | E |
| Midlantic Nat'l Bank/Merchants, Neptune | 3,061,388 | 3,008,376 | 8,647 | 8,857 | 354 | 340 | 5.00 | 5.00 | C | C |
| New Brunswick Savings Bank | 1,103,320 | 998,090 | 2,703 | 2,655 | 408 | 376 | 5.50 | 5.50 | P | P |
| Peoples Nat'l Bank of C.J., New Brunswick | 2,033,238 | 1,918,698 | 5,560 | 5,573 | 366 | 344 | 4.00 | 4.00 | C | C |
| Carteret Savings & Loan Assn., Newark | 6,700,000 | 6,500,000 | 15,248 | 16,000 | 440 | 406 | 5.50 | 6.00 | C | C |
| Howard Savings Bank, Newark | 5,621,256 | 5,675,726 | 13,302 | 14,120 | 423 | 402 | 5.50 | 5.50 | P | P |
| Midland Bank & Trust Co., Paramus | 1,545,638 | 1,482,409 | 3,444 | 3,745 | 449 | 396 | 5.75 | 5.75 | C | C |
| North Jersey Savings & Loan Assn., Passaic | 1,428,423 | 1,639,451 | 4,142 | 5,043 | 345 | 325 | 6.00 | 6.00 | P | P |
| Perth Amboy Savings Institution | 3,200,000 | 3,100,000 | 7,450 | 8,300 | 430 | 373 | 5.50 | 5.50 | P | P |
| Queen City Savings & Loan Assn, Plainfield | 2,161,415 | 2,014,179 | 5,921 | 5,739 | 365 | 351 | 5.50 | 5.50 | C | C |
| United National Bank, Plainfield | 3,528,800 | 2,902,428 | 6,764 | 6,302 | 522 | 461 | 6.00 | 5.25 | C | C |
| Citizens First Nat'l Bk of N.J., Ridgewood | 4,972,789 | 3,617,034 | 11,859 | 9,365 | 419 | 386 | 5.50 | 5.25 | C | C |
| National Community Bank, Rutherford | 11,338,565 | 10,576,064 | 32,363 | 32,450 | 350 | 326 | (f) | (f) | C | C |
| Security Savings & Loan Assn., Vineland | 1,593,081 | 1,728,775 | 4,858 | 6,772 | 328 | 255 | 2.04 | 2.04 | C | C |
| Midlantic Nat'l Bk/North, West Paterson (g) | 13,066,000 | 11,769,000 | 28,663 | 27,887 | 456 | 422 | 4.00 | 4.00 | C | C |
| **NEW YORK** | | | | | | | | | | |
| Albany Savings Bank FSB | 4,773,768 | 4,994,008 | 12,611 | 14,252 | 379 | 350 | 5.25 | 5.25 | P | P |
| Key Bank NA, Albany | 11,129,434 | 10,056,394 | 30,344 | 30,518 | 367 | 330 | 5.25 | 5.25 | C | C |
| National Savings Bank, Albany | 2,180,459 | 1,802,591 | 6,734 | 6,377 | 324 | 283 | 5.50 | 5.50 | P | P |
| Bethpage Federal Credit Union | 5,311,216 | 5,142,283 | 7,913 | 8,834 | 671 | 582 | 6.00 | 6.00 | E | E |
| Binghamton Savings Bank | 1,109,641 | 1,152,829 | 3,009 | 3,529 | 369 | 327 | 5.50 | 5.50 | P | P |
| Dollar Dry-Dock Savings Bank, Bronx | 10,864,858 | 14,067,234 | 24,820 | 41,277 | 438 | 341 | 5.50 | 5.50 | P | C |
| CrossLand Savings, FSB, Brooklyn (h) | 14,029,139 | 13,435,790 | 42,041 | 42,479 | 334 | 316 | 5.50 | 5.50 | P | P |
| Dime Savings Bank of New York, Brooklyn | 10,009,545 | 10,081,959 | 22,757 | 24,658 | 440 | 409 | 5.50 | 5.50 | P | P |
| Green Point Savings Bank, Brooklyn | 4,403,228 | 4,154,568 | 11,068 | 11,284 | 398 | 368 | 5.50 | 5.50 | P | P |
| Hamburg Savings Bank, Brooklyn | 3,022,297 | 2,988,997 | 8,115 | 9,199 | 372 | 325 | 5.50 | 5.50 | P | P |
| Williamsburgh Savings Bank, Brooklyn | 5,777,956 | 6,700,187 | 12,439 | 14,953 | 465 | 448 | 5.50 | 5.50 | P | P |
| Goldome FSB, Buffalo (i) | 1,255,928 | 1,085,772 | 2,610 | 5,118 | 470 | 353 | 5.50 | 5.50 | P | P |
| Chemung Canal Trust Co., Elmira | 2,178,124 | 2,157,727 | 7,783 | 8,308 | 280 | 260 | 5.50 | 5.25 | C | C |
| IBM Endicott/Oswego Empl. FCU, Endicott | 2,087,858 | 2,078,004 | 5,340 | 5,230 | 391 | 397 | 6.50 | 6.50 | O | O |
| Teachers Federal CU, Farmingville | 2,119,627 | 1,354,676 | 4,474 | 3,248 | 474 | 417 | 5.75 | 5.75 | E | E |
| Long Island Trust Co. NA, Garden City | 9,738,840 | 9,096,894 | 17,817 | 17,802 | 547 | 511 | 5.25 | 5.00 | C | C |
| First Nat'l Bank of Long Island, Glen Head | 843,850 | 824,332 | 2,072 | 1,904 | 407 | 432 | (f) | (f) | C | C |
| Central Federal Savings FSB, Long Beach | 1,675,403 | 1,673,699 | 8,301 | 8,776 | 202 | 191 | 5.50 | 5.50 | P | P |
| Westchester Fed. Svgs. Bank, New Rochelle | 6,244,756 | 5,825,714 | 22,535 | 21,674 | 277 | 269 | 6.00 | 6.00 | C | C |
| Atlantic Bank of New York | 276,128 | 541,026 | 591 | 1,324 | 467 | 409 | 5.50 | 5.25 | O | C |
| Manhattan Savings Bank, New York | 4,358,145 | 4,160,508 | 10,609 | 11,080 | 411 | 376 | 5.50 | 5.50 | P | P |
| Bank Leumi Trust Co., New York | 1,476,359 | 1,365,736 | 3,774 | 3,675 | 391 | 372 | 5.25 | 5.25 | C | C |
| Bank of Commerce, New York | 4,969,426 | 4,431,801 | 12,117 | 11,427 | 410 | 388 | 4.50 | 4.50 | C | C |
| Bank of New York | 22,634,768 | 27,344,218 | 54,453 | 72,551 | 416 | 377 | 5.50 | 5.50 | C | C |
| Chase Manhattan Bank NA, New York | 13,672,438 | 13,065,345 | 21,056 | 22,348 | 649 | 585 | 5.00 | 5.25 | E | E |
| Chemical Bank, New York | 53,955,823 | 48,576,332 | 93,484 | 100,224 | 577 | 485 | 5.25 | 5.25 | C | C |
| Emigrant Savings Bank | 6,764,700 | 6,699,658 | 16,577 | 17,252 | 408 | 388 | 5.50 | 5.50 | P | P |
| European American Bank & Trust Co | 15,881,131 | 15,435,195 | 36,936 | 35,259 | 430 | 438 | 5.00 | 5.00 | C | C |
| Greater New York Savings Bank | 2,389,471 | 2,204,314 | 5,471 | 5,433 | 437 | 406 | 5.50 | 5.50 | P | P |
| National Westminster Bank USA, New York | 23,367,735 | 20,691,818 | 42,652 | 40,207 | 548 | 515 | 5.25 | 5.25 | E | E |
| Seamen's Bank for Savings FSB, New York | 3,724,760 | 3,735,503 | 7,053 | 7,311 | 528 | 511 | 5.50 | 5.50 | P | P |
| United Nations Federal CU, New York | 131,579 | 91,742 | 207 | 181 | 636 | 507 | 8.00 | 8.00 | E | E |
| Anchor Savings Bank FSB, Northport | 16,218,593 | 14,654,996 | 42,944 | 51,979 | 378 | 282 | 5.50 | 5.50 | P | P |
| Union Savings Bank, Patchogue | 1,765,772 | 1,621,478 | 4,956 | 5,070 | 356 | 320 | 5.50 | 5.50 | C | C |
| Astoria Federal Svngs & Loan Assn., Queens | 4,169,162 | 4,207,668 | 10,386 | 11,652 | 401 | 361 | 5.50 | 5.50 | P | P |
| Queens County Savings Bank, Queens | 2,363,000 | 1,918,000 | 5,900 | 4,900 | 401 | 391 | 5.50 | 5.50 | P | P |
| Ridgewood Savings Bank, Queens | 2,614,000 | 2,269,000 | 6,451 | 6,646 | 405 | 341 | 5.50 | 5.50 | P | P |
| Suffolk County National Bank, Riverhead | 945,631 | 834,300 | 2,255 | 2,094 | 419 | 398 | (f) | (f) | C | C |

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***(S)****—Savings institution. Identifies those institutions whose name does not clearly identify it as a savings institution.* ***(f)****— One bonus payment is given on the completion of the club (the 50th or 51st payment). This is equivalent to an offering rate of approximately 4%.* ***(g)****—Formerly New Jersey Bank NA, it changed name on July 1. The 1984 data and the 1983 data include the club accounts of Midlantic National Bank/Citizens, Tenafly, which merged into the bank in Sept. 1984.* ***(h)****—Formerly Metropolitan Savings Bank FSB, it changed name 1/1/85.* ***(i)****—Figures do not include New York City or Florida divisions.* ***(N.A.)****— Not available.*

# Holiday Club Payouts for 1984

## Listed in Geographical Order with 1984-1983 Comparisons

| | *Total Payout ($)* | | *Number of Accounts* | | *Average Payout ($)* | | *Rate Offered (%)* | | *Type of Account* | |
|---|---|---|---|---|---|---|---|---|---|---|
| | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* |
| **NEW YORK (cont.)** | | | | | | | | | | |
| Chase Lincoln First Bank NA, Rochester | 12,113,603 | 13,327,000 | 33,042 | 47,271 | 367 | 282 | 5.25 | 5.25 | C | C |
| Monroe Savings Bank FSB, Rochester | 2,129,141 | 2,269,675 | 6,246 | 7,424 | 341 | 306 | 5.50 | 5.50 | C | C |
| Eastern Savings Bank, Scarsdale | 2,250,000 | 2,095,000 | 6,384 | 6,174 | 352 | 339 | 5.50 | 5.50 | P | P |
| Schenectady Trust Co. | 2,738,703 | 2,204,941 | 8,003 | 6,768 | 342 | 326 | 5.00 | 5.00 | C | C |
| Bank of Smithtown | 2,270,360 | 2,019,722 | 5,352 | 5,100 | 424 | 396 | 4.90 | 4.90 | C | C |
| Richmond County Svgs. Bank, Staten Island | 594,334 | 487,399 | 1,441 | 1,327 | 412 | 367 | 5.50 | 5.50 | P | P |
| Extebank, Stony Brook | 508,485 | 643,163 | 1,958 | 2,185 | 311 | 294 | (f) | (f) | C | C |
| Key Bank of Central New York, Syracuse | 5,075,521 | 3,852,866 | 14,824 | 12,332 | 342 | 312 | 5.25 | 5.25 | C | C |
| Syracuse Savings Bank | 3,742,894 | 2,528,854 | 11,589 | 8,626 | 323 | 293 | 5.50 | 5.50 | P | P |
| Peoples Westchester Svngs Bank, Tarrytown | 4,304,657 | 5,481,065 | 10,974 | 17,762 | 392 | 309 | 5.50 | 5.50 | P | P |
| Troy Savings Bank | 1,079,072 | 1,165,183 | 2,778 | 3,369 | 388 | 346 | 5.50 | 5.50 | P | P |
| Oneida National Bank, Utica | 7,613,083 | 7,593,891 | 27,520 | 30,492 | 277 | 249 | 5.25 | 5.25 | C | C |
| Key Bank of No. New York NA, Watertown | 3,492,841 | 3,390,415 | 10,470 | 11,255 | 334 | 301 | 5.25 | 5.25 | C | C |
| Home Savings Bank, White Plains | 1,600,128 | 1,729,296 | 3,920 | 4,497 | 408 | 385 | 5.50 | 5.50 | C | C |
| **NORTH CAROLINA** | | | | | | | | | | |
| First Citizens Bank & Trust Co., Raleigh | 3,491,141 | 3,158,413 | 9,401 | 9,084 | 371 | 348 | 5.50 | 5.25 | O | O |
| United Carolina Bank, Whiteville | 392,385 | 403,035 | 1,458 | 1,734 | 269 | 232 | 0.00 | 0.00 | E | E |
| **OHIO** | | | | | | | | | | |
| First National Bank, Akron | 3,491,558 | 3,358,113 | 11,806 | 11,838 | 296 | 284 | 5.50 | 5.50 | C | C |
| Society Bank of Eastern Ohio NA, Canton | 2,009,464 | 1,886,561 | 7,594 | 7,244 | 265 | 258 | (f) | (f) | C | C |
| Hunter Savings Association, Cincinnati | 265,159 | 219,762 | 790 | 828 | 336 | 265 | (f) | (f) | P | P |
| Broadview Savings & Loan Co., Cleveland | 2,900,000 | 3,500,000 | 13,300 | 18,200 | 218 | 192 | 2.00 | 2.00 | P | P |
| Cardinal Federal Savings Bank, Cleveland | 1,708,154 | 2,363,032 | 6,184 | 9,373 | 276 | 252 | 5.50 | 5.50 | P | P |
| National City Bank, Cleveland | 4,357,684 | 4,322,853 | 14,095 | 14,793 | 309 | 292 | 3.00 | 3.00 | C | C |
| Transohio Savings Bank FSB, Cleveland | 2,848,353 | 2,796,450 | 10,382 | 11,161 | 274 | 251 | 5.50 | 5.50 | P | P |
| BancOhio National Bank, Columbus | 4,156,600 | 6,100,000 | 17,168 | 22,425 | 242 | 272 | 5.50 | 5.25 | P | C |
| Wright-Patt Credit Union, Inc., Fairborn | 209,865 | 77,071 | 686 | 307 | 306 | 251 | 6.00 | 6.00 | E | E |
| First National Bank of SW Ohio, Hamilton | 1,778,025 | N.A. | 4,952 | N.A. | 359 | N.A. | 0.00 | N.A. | C | C |
| First Buckeye Bank NA, Mansfield | 1,697,115 | 1,129,454 | 5,612 | 3,429 | 302 | 329 | 5.25 | 5.25 | C | C |
| Park National Bank, Newark | 3,068,097 | 2,991,379 | 9,885 | 11,063 | 310 | 270 | 5.25 | 5.25 | C | C |
| First Federal Savings & Loan Assn., Toledo | 1,045,468 | 1,027,632 | 3,038 | 3,162 | 344 | 325 | 5.50 | 5.50 | P | P |
| Second National Bank, Warren | 1,196,757 | 1,109,678 | 3,003 | 5,903 | 399 | 188 | (f) | (f) | C | C |
| Dollar Savings & Trust Co., Youngstown | 2,933,272 | 2,987,237 | 8,308 | 11,352 | 354 | 263 | 5.50 | 5.25 | C | C |
| **OREGON** | | | | | | | | | | |
| U.S. National Bank of Oregon, Portland | 3,772,590 | 2,841,395 | 12,263 | 11,662 | 308 | 244 | 5.50 | 5.25 | C | C |
| **PENNSYLVANIA** | | | | | | | | | | |
| First National Bank, Allentown | 2,019,827 | 2,638,023 | 7,735 | 9,505 | 261 | 278 | 5.00 | 5.00 | C | C |
| Merchants National Bank, Allentown | 3,841,605 | 3,730,605 | 11,610 | 11,861 | 331 | 315 | 5.25 | 5.25 | C | C |
| Mid-State Bank, Altoona | 1,847,489 | 1,920,189 | 6,173 | 7,057 | 299 | 272 | 3.85 | 3.85 | C | C |
| Atlantic Financial Federal (S), Bala Cynwyd | 14,258,381 | 10,908,427 | 46,450 | 37,740 | 307 | 289 | 6.00 | 6.00 | C | C |
| Germantown Savings Bank, Bala Cynwyd | 5,179,808 | 6,101,918 | 13,025 | 15,297 | 398 | 399 | 4.00 | 5.50 | C | C |
| Dauphin Deposit B&T Co., Harrisburg | 5,669,888 | 6,106,712 | 16,655 | 18,953 | 340 | 322 | 5.25 | 5.25 | C | C |
| United States National Bank, Johnstown | 2,549,561 | 2,440,066 | 9,124 | 8,856 | 279 | 276 | 5.25 | 5.25 | C | C |
| Fulton Bank, Lancaster | 6,319,251 | 6,215,270 | 12,960 | 13,334 | 488 | 466 | 6.50 | 5.75 | C | C |
| Hamilton Bank, Lancaster | 13,429,461 | 10,805,918 | 36,448 | 31,418 | 368 | 344 | 5.25 | 5.25 | E | C |
| First Valley Bank, Lansford | 2,286,525 | 2,424,820 | 7,133 | 7,908 | 321 | 307 | 5.25 | 5.25 | C | C |
| McKeesport National Bank | 887,455 | 795,024 | 3,128 | 2,645 | 284 | 301 | 5.00 | 5.00 | C | C |
| Commonwealth Federal S&L, Norristown | 2,373,582 | 2,922,941 | 6,833 | 8,004 | 347 | 365 | 0.00 | 6.00 | C | C |
| First Seneca Bank, Oil City | 5,092,630 | 5,691,526 | 14,384 | 17,089 | 354 | 333 | 4.00 | 4.00 | C | C |
| Beneficial Savings Bank, Philadelphia | 8,274,784 | 9,000,000 | 25,024 | 28,183 | 331 | 319 | 5.50 | 5.50 | C | C |
| Continental Bank, Philadelphia | 3,021,179 | 3,141,172 | 9,622 | 10,531 | 314 | 298 | 0.00 | 0.00 | C | C |
| Fidelity Bank, Philadelphia | 5,890,187 | 4,909,546 | 16,502 | 14,042 | 357 | 350 | 0.00 | 0.00 | C | C |
| First Pennsylvania Bank NA, Philadelphia | 3,471,060 | 3,586,105 | 11,697 | 12,206 | 297 | 294 | 0.00 | 0.00 | C | C |
| Philadelphia Saving Fund Society | 18,380,097 | 19,264,012 | 45,944 | 50,144 | 400 | 384 | 5.00 | 5.00 | C | C |
| Dollar Bank, FSB, Pittsburgh | 4,919,557 | 5,463,810 | 12,693 | 14,521 | 388 | 376 | 5.50 | 5.50 | P | P |
| Equibank, Pittsburgh | 4,145,049 | 4,385,131 | 11,190 | 12,496 | 370 | 350 | 5.00 | 5.00 | C | C |
| Great American Fed. S&L Assn., Pittsburgh | 2,576,011 | 2,611,770 | 8,278 | 8,781 | 311 | 297 | 5.50 | 5.50 | P | P |
| Landmark Savings Association, Pittsburgh | 2,518,400 | 2,417,163 | 6,994 | 7,047 | 360 | 343 | 5.50 | 5.50 | P | P |
| Mellon Bank NA, Pittsburgh | 11,119,925 | 13,000,000 | 39,244 | 41,404 | 283 | 314 | 0.00 | 0.00 | E | E |
| Parkvale Savings Association, Pittsburgh | 2,397,081 | 2,947,984 | 8,476 | 9,292 | 283 | 317 | 6.00 | 6.00 | P | P |
| American Bank & Trust Co. of Pa., Reading | 12,394,373 | 12,681,093 | 35,391 | 39,074 | 350 | 325 | 5.25 | 5.25 | C | C |
| Bank of Pennsylvania, Reading | 3,887,865 | 3,661,138 | 9,169 | 9,193 | 424 | 398 | 6.50 | 5.25 | P | P |
| Penn Savings Bank, Reading (j) | 2,211,378 | 2,346,595 | 6,443 | 7,498 | 343 | 313 | 6.00 | 6.00 | C | C |
| Northeastern Bank of Pa., Scranton | 7,084,018 | 6,896,863 | 18,816 | 19,806 | 377 | 348 | 5.25 | 5.25 | C | C |
| Horizon Financial FA, Southampton (S) | 3,172,040 | 3,501,778 | 8,576 | 10,804 | 370 | 324 | 5.50 | 5.50. | P | P |

*American Banker surveyed the top 500 commercial banks; the top 500 savings institutions (savings banks and savings and loans); an additional 200 commercial banks and savings institutions known to have club programs; and the top 200 credit unions.*

***Total payout****—Includes both principal plus interest paid by the institution and all its branches on all Christmas clubs, holiday clubs, and all similar club accounts.* ***Average payout****—The total payout divided by the total number of active club accounts, rounded to the nearest dollar.* ***Rate offered****—The most common offering rate on club accounts.* ***Type of Account****—Respondents were asked to identify one club type representing the majority of club accounts.* ***C-*** *Coupon book;* ***E-*** *Electronic (Automatic) Funds Transfer;* ***P-*** *Passbook account;* ***O-****Other (such as payroll deduction).*

***(S)****—Savings institution. Identifies those institutions whose name does not clearly identify it as a savings institution.* ***(f)****— One bonus payment is given on the completion of the club (the 50th or 51st payment). This is equivalent to an offering rate of approximately 4%.* ***(j)****—A new savings bank formed on 1/1/84 when New Home Federal S&L Assn., Wyomissing, and First Federal S&L Assn., Lancaster, merged.* ***(N.A.)****— Not available.*

# Holiday Club Payouts for 1984

## Listed in Geographical Order with 1984-1983 Comparisons

| | *Total Payout ($)* | | *Number of Accounts* | | *Average Payout ($)* | | *Rate Offered (%)* | | *Type of Account* | |
|---|---|---|---|---|---|---|---|---|---|---|
| | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* | *1984* | *1983* |
| **PENNSYLVANIA (cont.)** | | | | | | | | | | |
| Mellon Bank (Central), State College | 2,245,040 | 2,443,730 | 4,815 | 6,325 | 466 | 386 | 5.25 | 2.00 | C | C |
| First Nat'l Bank of Bradford Cty., Towanda | 1,335,460 | 1,358,265 | 4,130 | 4,351 | 323 | 312 | 5.25 | 5.25 | C | C |
| Gallatin National Bank, Uniontown | 5,107,510 | 5,339,405 | 14,803 | 17,787 | 345 | 300 | 5.25 | 5.25 | C | C |
| Main Line Federal S&L Assn., Villanova | 852,613 | 948,069 | 2,190 | 2,837 | 389 | 334 | 6.00 | 6.00 | P | P |
| Pennbank, Warren | 4,018,610 | 4,261,872 | 10,771 | 11,862 | 373 | 359 | 5.25 | 5.25 | E | E |
| First Eastern Bank NA, Wilkes-Barre | 10,559,000 | 9,899,449 | 30,416 | 29,483 | 347 | 336 | 5.25 | 5.25 | C | C |
| Franklin First Fed. S&L Assn., Wilkes-Barre | 5,958,550 | 6,377,685 | 21,168 | 25,142 | 281 | 254 | 6.00 | 6.00 | C | C |
| United Penn Bank, Wilkes-Barre | 6,400,000 | 6,550,000 | 21,000 | 22,000 | 305 | 298 | 5.25 | 5.25 | C | C |
| Northern Central Bank, Williamsport | 6,750,721 | 6,729,955 | 14,872 | 17,591 | 454 | 383 | 5.25 | 5.25 | C | C |
| York Bank & Trust Co. | 5,716,188 | 6,039,734 | 12,920 | 14,710 | 442 | 411 | 6.00 | 5.75 | C | C |
| York Federal Savings & Loan Association | 2,960,084 | 1,800,000 | 7,079 | 5,000 | 418 | 360 | 7.00 | 7.00 | P | P |
| **PUERTO RICO** | | | | | | | | | | |
| Banco Central, San Juan | 474,756 | 457,919 | 2,063 | 1,858 | 230 | 246 | 0.00 | 0.00 | C | C |
| Banco de Ponce, San Juan | 1,730,685 | 1,795,530 | 5,984 | 7,216 | 289 | 249 | N.A. | N.A. | C | C |
| Caguas Federal Svgs & Loan Assn., San Juan | 2,189,000 | 2,183,000 | 5,801 | 6.148 | 377 | 355 | 6.00 | 6.00 | P | P |
| **RHODE ISLAND** | | | | | | | | | | |
| Credit Union Central Falls | 137,533 | 130,735 | 660 | 642 | 208 | 204 | 0.00 | 0.00 | C | C |
| Fleet National Bank, Providence (k) | 4,603,871 | 4,605,216 | 11,168 | 12,170 | 412 | 378 | 5.00 | 5.00 | C | C |
| Old Colony Co-operative Bk, Providence (S) | 2,245,681 | 2,151,924 | 10,504 | 10,050 | 214 | 214 | 4.50 | 4.50 | P | P |
| Marquette Credit Union, Woonsocket | 968,181 | 829,365 | 3,596 | 3,578 | 269 | 232 | 2.00 | 2.00 | C | C |
| Woonsocket Savings & Trust (S) | 3,810,644 | 2,875,998 | 8,781 | 8,742 | 434 | 329 | (f) | (f) | C | C |
| **SOUTH CAROLINA** | | | | | | | | | | |
| Bankers Trust of South Carolina, Columbia | 5,622,782 | 4,785,064 | 20,379 | 18,886 | 276 | 253 | 5.25 | 5.25 | C | C |
| First Citizens Bank, Columbia | 844,595 | 939,817 | 4,839 | 3,483 | 175 | 270 | 0.00 | 0.00 | E | E |
| South Carolina Fed. Savings Bank, Columbia | 928,955 | 997,164 | 2,870 | 2,820 | 324 | 354 | 5.50 | 5.50 | P | P |
| American Federal Bank, Greenville (S) | 283,500 | 286,300 | 840 | 818 | 338 | 350 | 5.50 | 5.50 | P | P |
| Southern Bank, Greenville | 2,195,488 | 2,051,920 | 5,537 | 5,928 | 397 | 346 | 0.00 | 0.00 | C | C |
| National Bank of South Carolina, Sumter | 337,307 | 270,730 | 1,052 | 788 | 321 | 344 | 0.00 | 0.00 | E | E |
| **TENNESSEE** | | | | | | | | | | |
| Valley Fidelity B&T Co., Knoxville | 826,311 | N.A. | 2,046 | N.A. | 404 | N.A. | 5.25 | N.A. | C | N.A. |
| Third National Bank, Nashville | 2,647,508 | 2,498,423 | 6,044 | 5,957 | 438 | 419 | 5.25 | 5.25 | P | P |
| ORNL Federal Credit Union, Oak Ridge | 442,510 | 229,239 | 751 | 465 | 589 | 493 | 7.00 | 7.00 | E | E |
| **TEXAS** | | | | | | | | | | |
| First National Bank, Amarillo | 81,751 | 75,031 | 286 | 255 | 286 | 255 | 0.00 | 0.00 | C | C |
| **VERMONT** | | | | | | | | | | |
| Chittenden Bank, Burlington | 2,358,037 | 1,829,671 | 6,851 | 5,746 | 344 | 318 | 5.25 | 5.25 | C | C |
| **VIRGINIA** | | | | | | | | | | |
| First Virginia Bank, Falls Church | 2,147,701 | 1,607,034 | 6,070 | 4,223 | 354 | 381 | 0.00 | 0.00 | C | E |
| Piedmont Trust Bank, Martinsville | 6,597,137 | 5,853,528 | 10,628 | 10,135 | 621 | 578 | 5.25 | 5.25 | O | O |
| Atlantic Permanent Fed. S&L Assn., Norfolk | 592,148 | 702,147 | 1,181 | 1,447 | 501 | 485 | 6.00 | 6.00 | P | P |
| Life Federal Svgs. & Loan Assn., Norfolk | 1,246,160 | 1,247,965 | 4,946 | 4,535 | 252 | 275 | 5.25 | 5.25 | C | C |
| Bank of Virginia, Richmond | 2,014,902 | 1,883,131 | 8,048 | 7,781 | 250 | 242 | 0.00 | 0.00 | C | C |
| Investors Savings & Loan Assn., Richmond | 678,343 | N.A. | 2,240 | N.A. | 303 | N.A. | 6.00 | N.A. | E | N.A. |
| Sovran Bank NA, Richmond | 14,100,484 | 13,211,424 | 37,749 | 38,122 | 374 | 347 | 5.25 | 5.25 | C | C |
| Colonial American National Bank, Roanoke | 1,407,743 | 1,366,663 | 4,264 | 4,280 | 330 | 319 | 5.25 | 5.25 | C | C |
| First Federal Savings & Loan Assn., Roanoke | 238,871 | 210,143 | 747 | 677 | 320 | 310 | 5.50 | 5.50 | P | P |
| **WASHINGTON** | | | | | | | | | | |
| Rainier National Bank, Seattle | 2,114,629 | 2,379,919 | 9,842 | 12,123 | 215 | 196 | 5.25 | 5.25 | P | P |
| **WEST VIRGINIA** | | | | | | | | | | |
| Kanawha Banking & Tr. Co. NA, Charleston | 1,253,326 | 1,205,818 | 3,031 | 3,087 | 414 | 391 | 6.00 | 5.75 | O | O |
| First Huntington National Bank | 414,777 | 605,434 | 1,056 | 1,701 | 393 | 356 | 5.75 | 5.75 | C | C |
| First Community Bank-Princeton | 357,001 | 340,964 | 1,027 | 1,087 | 348 | 314 | 5.50 | 5.25 | C | C |
| **WISCONSIN** | | | | | | | | | | |
| Royal Credit Union, Eau Claire | 304,704 | 284,189 | 1,170 | 1,206 | 260 | 236 | 6.00 | 6.00 | P | P |
| First National Bank, Kenosha | 1,738,083 | 1,750,328 | 6,278 | 6,577 | 277 | 266 | 5.25 | 5.25 | C | C |
| Milwaukee County Bank, West Allis | 312,128 | 322,561 | 1,160 | 1,244 | 269 | 259 | 5.25 | 5.25 | C | C |

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***(S)**—Savings institution. Identifies those institutions whose name does not clearly identify it as a savings institution. **(f)**— One bonus payment is given on the completion of the club (the 50th or 51st payment). This is equivalent to an offering rate of approximately 4%. **(k)**—The offering rates shown are for EFT club accounts only. **(N.A.)**— Not available.*

# Credit Unions Ahead of Banks, Thrifts in Holiday Club Growth

**Continued from Page 1**

er for the credit unions because the weekly payments are done mainly through payroll deductions.

Thrift institutions, despite having a 7.4% decline in the number of accounts — 915,344 in 1984 compared to 988,406 in 1983 — had the highest percentage of increase in average payout. The average payout at these institutions was $371 compared with $326 the year before, a rise of 13.8%. However, the $371 was also the lowest average payout for the three groups surveyed. The total payout for the thrifts surveyed is $340 million.

### Declining Growth at Banks

Meanwhile, commercial banks continued to show a decline in the growth of total payouts as well as further declines in the number of accounts. For the participating commercial banks, total payouts for 1984 are $836.7 million, up a very slight 0.5% from 1983's $832.3 million. The number of accounts at commercial banks dropped 6.1% to 2.1 million in 1984. There were 2.2 million accounts in 1983 for banks included in today's survey. The average payout is $400, up 7.0% from $374.

In 1983, commercial banks showed a 1.8% increase in total payouts and the number of accounts fell 4.3%.

At all institutions, total payouts were up 2.4% for 1984 to $1.2 billion; the number of accounts was down 5.6% to 3.1 million, and the average payout increased 8.6% to $391 from $360 in 1983.

John Guinan, president of the promotional firm Christmas Club in Easton, Pa., said there has been "some deemphasis [of holiday clubs] in the bigger cities."

For instance, holiday club accounts in New York City showed a 1.3% increase to $211.4 million. All other areas in the state had a 5.2% rise in total payouts to $118.6 million. Holiday club payouts for the entire state were up 2.7% to $330 million.

**Kinds of Holiday Clubs**

| | Number |
|---|---|
| Coupon | 169 |
| Passbook | 83 |
| Electronic | 36 |
| Other | 17 |
| N.A. | 2 |
| Total | 307 |

In Pennsylvania, club payouts were down 0.5% statewide to $213.1 million. However, the five institutions located in Philadelphia had a 2.2% reduction in club payouts to $39.0 million, and Pittsburgh's six institutions had a drop of 10.2% to $27.7 million. Excluding the totals for those two cities, Pennsylvania institutions showed a 2.0% rise in payouts to $146.4 million.

Though the total number of club accounts may be declining, research conducted by the Christmas Club firm shows that there is a core group of holiday club users.

In a telephone survey of holiday club users conducted at the end of September, Christmas Club — which will be celebrating its 75th anniversary in 1985 — found that 64.6% of club savers had been using the feature for six years or more, which shows "holiday club savers are loyal." Mr. Guinan explained.

The survey also showed that 62.4% of club savers had average savings accounts ranging from $5,000 to $49,999, while only 24.5% of nonclub savers fell into that range.

Further, Mr. Guinan pointed out, holiday club users tend to hold several accounts at their financial institutions.

"For people who hold accounts at commercial banks, 86% have regular savings accounts, compared with 76% of nonclub savers ... 31.8% have certificates of deposits, while 18.6% of nonclub savers have them, and 38.3% of savers have loans at commercial banks, while 29.1% of nonsavers have loans."

At thrift institutions (including credit unions), "Holiday club savers are two or three times more likely to hold" other types of accounts, Mr. Guinan noted. For instance: 26.8% of savers have NOW accounts, as opposed to 11.3% of nonsavers; 23.5% of savers maintain a safe deposit box vs. 12.0% of nonsavers; and 23.5% of club users have MasterCard/Visa, compared to only 12.6% of nonclub savers.

**Shares of the Payout**

| | Payouts ($ Millions) | Percent of total |
|---|---|---|
| Banks | 837 | 69.2 |
| Thrifts | 340 | 28.1 |
| Credit Unions | 33 | 2.7 |

•The top credit union in holiday club payouts was Bethpage Credit Union, New York, with $5.3 million, up 3.3% from 1983. Bethpage led credit unions in total payouts in 1983 as well.

Bethpage is followed by East Hartford Aircraft Federal Credit Union in Connecticut, which reported payouts totaling $4.0 million, an increase of 3.1%; Motorola Employees Credit Union-West, Scotsdale, Ariz. whose payouts increased 19.1% to $3.9 million; and Metropolitan Credit Union, Malden, Mass., with reported payouts of $3.7 million, up a hefty 36.2%.

•The top thrifts in holiday club payouts include the Philadelphia Saving Fund Society, which reported $18.4 million in club accounts. This is a decline of 4.6% from 1983's total of $19.3 million. Anchor Savings Bank FSB, Northport, N.Y., had an increase of 10.7%, to $16.2 million from $14.7 million.

**Where Accounts Are Held**

| | Accounts (000) | Percent of total |
|---|---|---|
| Banks | 2,090 | 67.5 |
| Thrifts | 915 | 29.6 |
| Credit Unions | 71 | 2.3 |

Continuing in declining order were People's Bank, Bridgeport, Conn., with payouts of $15.9 million, up 8.3% from $14.7 million; Atlantic Financial Federal, Bala Cynwyd, Pa., which indicated total payouts of $14.3 million, a rise of 30.7%; and CrossLand Savings FSB (formerly Metropolitan Savings Bank), Brooklyn, N.Y., whose total payouts rose 4.4% to $14.0 million, from $13.4 million.

•The Bank of America again led commercial banks in total club payouts, with $119.0 million, an increase of 3.7% from $114.7 million. Chemical Bank, New York, was second, with $54.0 million, up 9.1% from $48.6 million. Security Pacific's club accounts were virtually the same from a year ago, totaling $30.3 million. National Westminster Bank USA, New York, saw its club accounts rise 12.9% to $23.4 million, compared to 1983's $20.7 million. And fifth was the Bank of New York, despite a 17.2% decline in payouts to $22.6 million from $27.3 million.

•The most popular account was the coupon book, with 169 of the institutions using them; 83 have passbook accounts; 36 use electronic transfer; 17 stated "other" (such as statement accounts); and two could not provide the data.

•Of those states that had at least five institutions providing data for both 1984 and 1983, Massachusetts had the largest percent gain in total payouts, posting an increase of 11.8% to $23.8 million. In fact, the New England states as a whole showed a total increase of 8.0% to $90.0 million; from $83.4 million.

As of October 1984, unemployment in New England was down to 3.7%, compared to 7.0% nationwide. Further, employment increased 4.9% in the New England states, compared with a 3.5% increase for all of the United States.

Massachusetts was followed by Rhode Island, which had an 11.1% increase in payouts to $11.8 million and Hawaii which had a rise of 10.6% to $42.9 million.

Louisiana's seven respondents showed the largest decline — 11.7% to $5.0 million. Missouri had an 11.2% drop to $3.4 million, and Ohio posted a 5.9% decrease to $31.9 million. ■

---

## Answer . . .

**Continued from Page 4**

signor must protect its interest in goods on consignment. The consignor must indicate its interest by placing a sign on the goods or by filing a financing statement. Clipper did none of this.

Finally, the court concluded that, even if Clipper did retain a security interest in the vehicle, Finance America's interest took precedence because of Clipper's failure to perfect its interest. ■

January 10, 1985

Trinity Banc Savings Association

has acquired

Texas Federal Financial Corporation

The undersigned assisted in the negotiations and acted as
financial advisor to Trinity Banc Savings Association
in this transaction.

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London (affiliate), Los Angeles, San Francisco, Tokyo (affiliate)
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The Daily Financial Services Newspaper

VOL. CL NO. 10
Tuesday, January 15, 1985
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## TODAY

**GREATER COOPERATION:** There was evidence at last week's conference in Phoenix on financial services and the marketplace that a broader spirit of cooperation is growing between bankers and consumer leaders ........ 1

**4TH-QUARTER EARNINGS:** J.P. Morgan and Chase Manhattan reported strong increases in earnings for the fourth quarter ........ 1

**COOLING OFF:** Federal authorities say that selling the remains of failed banks and thrifts to expansion-minded companies is much more difficult than it used to be ........ 1

**$22 MILLION LOSS:** The Federal Intermediate Credit Bank of Spokane expects to report a net loss of about $22 million for 1984 and will receive up to $25 million in interim financial assistance ........ 2

**INTERNATIONAL BRIEFING:** The U.S. dollar on Monday surged to its highest levels against the German mark since the demise of fixed exchange rates in 1973 ........ 2

**BROKERAGE SALE:** The North Carolina League of Savings Institutions is selling its discount brokerage company to Mabon, Nugent & Co., a New York securities firm ........ 2

**SUIT DISMISSED:** A Kansas court has ruled that shareholders of the parent company of the failed Indian Springs State Bank in Kansas City cannot sue the parties that they alleged caused the bank to fail ........ 3

**FINANCE DEAL:** Glendale Federal Savings & Loan Association of Los Angeles said it signed a letter of intent to purchase the Armco Financial Corp., a commercial finance company ........ 3

**REQUIRED READING:** Consumer advocate Stephen Brobeck points out that the rise of technology and recent banking practices have had some drawbacks for lower-income customers ........ 4

**PRIME RATE:** Manufacturers Hanover Trust Co. said it is lowering its prime rate to 10½%, from 10¾%, effective today ........ 10

**THE BACK PAGE:** The *American Banker* offers a complete list of the 79 banks and nine thrifts that failed in the United States last year ........ 16

### Quote

***It won't get to the point where they [federal regulators] won't be able to sell ailing failed banks, but the number of bidders will be less.***

Jeffrey Gerrish, former regional counsel for the FDIC's Memphis office, commenting on the declining demand for failed banks and thrifts. [1]

**Unquote**

*On target*

# Spirit of Cooperation in Phoenix

## Bankers and Consumer Groups Seek Collaborative Solutions

**By LAURA GROSS**

**First of two articles**

PHOENIX — A broader spirit of cooperation is growing between bankers and consumer leaders.

This became obvious during last week's White House conference on financial services and the marketplace, when 225 representatives of community and consumer groups, banks, and other financial institutions gathered here in an effort to come to terms with consumer concerns about the deregulation of financial services.

Change and the Consumer, Page 4

Their ability to listen to each other's viewpoints and their desire to find solutions to problems that, both sides agree, will otherwise be solved by legislation or regulation were evident in the lively dialogue that took place throughout the two-and-a-half-day meeting.

During the conference it was revealed that:

- The Consumer Bankers Association has created a special task force that will include bankers, consumer leaders, and government representa-

➳ **On Target: Page 11**

# Failure Glut Creates a Buyer's Market

**By ANDREW ALBERT**

WASHINGTON — Once hot items, failed banks and savings and loan associations could be losing their appeal in the marketplace.

Federal authorities say they're finding it somewhat more difficult to dispose of fallen institutions by selling their remains to expansion-minded companies.

Bank and Thrift Failure Lists, Page 16

Indeed, these growth companies are still enticed by failed banks and S&Ls that are generally available at bargain basement prices. But because of the growing number of failures in recent years, industry experts say closed banks and thrifts are no longer the rare commodities they used to be. As a result, would-be buyers are getting more selective — and more stingy — when bidding for defunct banks and thrifts.

Robert Miailovich, assistant director of the Federal Deposit Insurance Corp.'s division of bank supervision, said, "We've seen fewer bidders and lower bids."

The failed-bank market was especially flooded in 1984, when 79 banks failed — the most since 81 were shut in

➳ **Failures: Page 9**

# Chase, Morgan Profits Buoyed By Dip in Rates

## Irving's Results Are Hurt By Swiss Embezzlement

**By JOHN P. FORDE**

NEW YORK — The fourth-quarter decline in short-term interest rates helped boost earnings for Chase Manhattan Corp. and J.P. Morgan & Co., two of the nation's largest banking companies.

The decline was not enough to prevent Irving Bank Corp., another major New York banking firm, from reporting an 8.1% drop in profits because of an embezzlement at a Swiss bank in which it holds a minority interest.

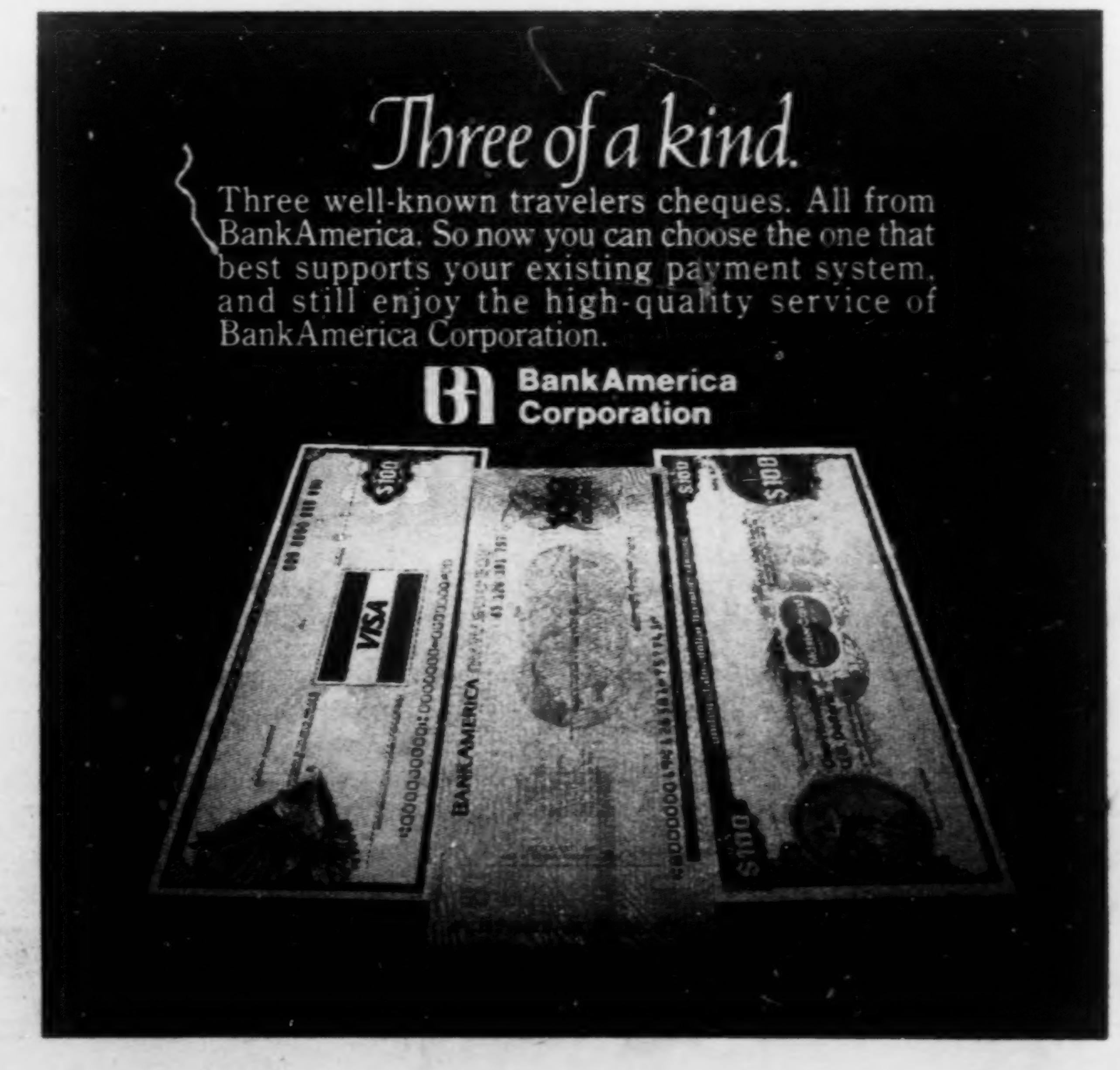
First Chicago, Northern Earnings, Page 7

A fourth New York bank holding company, European American Bancorp, reversed a $6.9 million loss in the 1983 fourth quarter to report a $1.5 million profit for the quarter ended Dec. 31.

Analysts were impressed with the quality of earnings at these banks — as they also had been when Chemical New York Corp. reported a 20% increase in fourth-quarter earnings last Friday. Harold M. Levine, an analyst with Arnhold & S. Bleichroeder, said the fourth quarter is clearly showing "the benefit of the decline in interest rates" for most major bank holding companies.

He pointed out that the firms are showing remarkably "clean results" for the fourth quarter, relatively uncluttered by nonrecurring gains such as sale/leasebacks of buildings or debt-for-equity swaps as in past quarters.

➳ **New York: Page 8**



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## Failures . . .

**Continued from Page 1**

1938. In all but four of the 79 cases, the FDIC was able to arrange for a healthy institution to take over the failed banks' deposits. The FDIC was forced to dole out $316 million in deposits to customers at the four banks where takeovers could not be arranged.

And with a record 847 institutions on the FDIC's list of problem banks at yearend, the glut of defunct banks is not likely to go away soon. A depressed agricultural economy as well as isolated cases of weak management were largely attributable to the surge in bank and thrift failures last year, experts said.

Despite the rising number of troubled banks, FDIC Chairman William M. Isaac predicted last month that the number of bank failures in 1985 should decline from the 1984 level. He cited the agricultural banking sector as the most troubled and said the number of problem banks outside the Farm Belt was declining.

In the savings and loan industry, S&L shoppers were even more selective. Last year, 27 associations were either closed or merged out of existence by the Federal Savings and Loan Insurance Corp. — down nearly half from the 52 thrifts that vanished in 1983. In 1982, 71 S&Ls disappeared through supervisory action.

Of last year's 27, FSLIC officials were forced to completely close nine whose assets were too deteriorated to attract willing buyers. (Six were shut down in 1983). Five of last year's nine thrift failures were Tennessee associations, whose deposits were transferred to New Federal Savings & Loan Association, an institution created by the Federal Home Loan Bank Board for rescue purposes.

Three of the failed Tennessee S&Ls were based in Knoxville and had made questionable loans to companies associated with the now-crumbled banking empire of Jake and C.H. Butcher. They were Knox Federal Savings and Loan Association, American Savings and Loan Association, and East Tennessee Federal Savings and Loan. The two other defunct Tennessee thrifts — John Sevier Savings and Loan Association, Sevierville, and Savannah Savings and Loan Association, Savannah — were said to be closed last year as a result of poor loan underwriting practices but not because of any direct lending to Butcher affiliates.

In addition to the nine S&Ls that were closed outright, another 18 thrift institutions were merged into 17 healthier institutions during 1984. That compares to the previous year's 33 assisted-merger transactions involving 46 ailing associations. The FSLIC said its financial assistance for those mergers totaled about $218 million in 1984.

In seven of the 17 assisted-merger cases, the FSLIC was forced to go out-of-state in order to find institutions that were able and willing to take over the ailing associations.

Thrift industry experts say failed S&ls could become less and less attractive to buyers because so many institutions are being wiped out by decaying assets, rather than the interest rate squeeze that was so prevalent during the previous three years.

S&Ls crippled by the interest-rate squeezes of the last three years remain more marketable than associations that are hobbled by shaky loans "At least with interest-spread problems you know what you're getting," a Bank Board spokesman said. "With asset problems you can't gauge your [potential] losses."

Last year's failure of Empire Savings and Loan Association, Mesquite, Tex., typifies they way federal regulators can find themselves unable to sell off an institution chock full of loans that had gone sour. In Empire's case, the deadly ingredients came in the form of loans to condominium developers and investors — a poison being found at an increasing number of S&Ls nowadays.

One thrift industry analyst here said unlike the FDIC, the Federal Savings and Loan Insurance Corp. is still new at coping with asset problems at the institutions they supervise. Because of its inexperience in the area, the analyst said, the FSLIC found itself last year unable to merge several sick institutions into stronger ones. Instead, the agency was forced to take the more expensive alternatives of paying off depositors.

Ira L. Tannenbaum, a thrift specialist and senior associate with Golembe Associates Inc., a Washington-based consulting firm, recommended that the

➞ **Failures: Page 10**

## New York . . .

**Continued from Previous Page**

the initial steps taken to significantly increase earnings in future years."

The steps to which he referred included a $137 million second-quarter loss which was primarily related to a $110 million loan-loss provision for that quarter, as well as $27.7 million in additional chargeoffs. ■

**Irving Bank Corp.**

Figures in Millions Except Per Share

| | 4Q '84 | 4Q '83 |
|---|---|---|
| Net Income | $ 21.1 | $ 23.0 |
| Per Share | 1.08 | 1.21 |
| Net Interest Income (Taxable Equivalent) | 138.5 | 130.2 |
| Spread | 3.23% | 3.19% |
| ROA | 0.41% | 0.46% |
| ROE | 9.64% | 11.24% |
| Loss Provision | 11.4 | 6.5 |
| Net Chargeoffs | 7.8 | 9.3 |

Figures in Millions Except Per Share

| | Yr. '84 | Yr. '83 |
|---|---|---|
| Net Income | $ 98.1 | $ 92.5 |
| Per Share | 5.11 | 4.86 |
| Net Interest Income (Taxable Equivalent) | 527.7 | 485.5 |
| Spread | 3.12% | 3.07% |
| ROA | 0.48% | 0.48% |
| ROE | 11.55% | 11.68% |

Figures in Billions Except Per Share

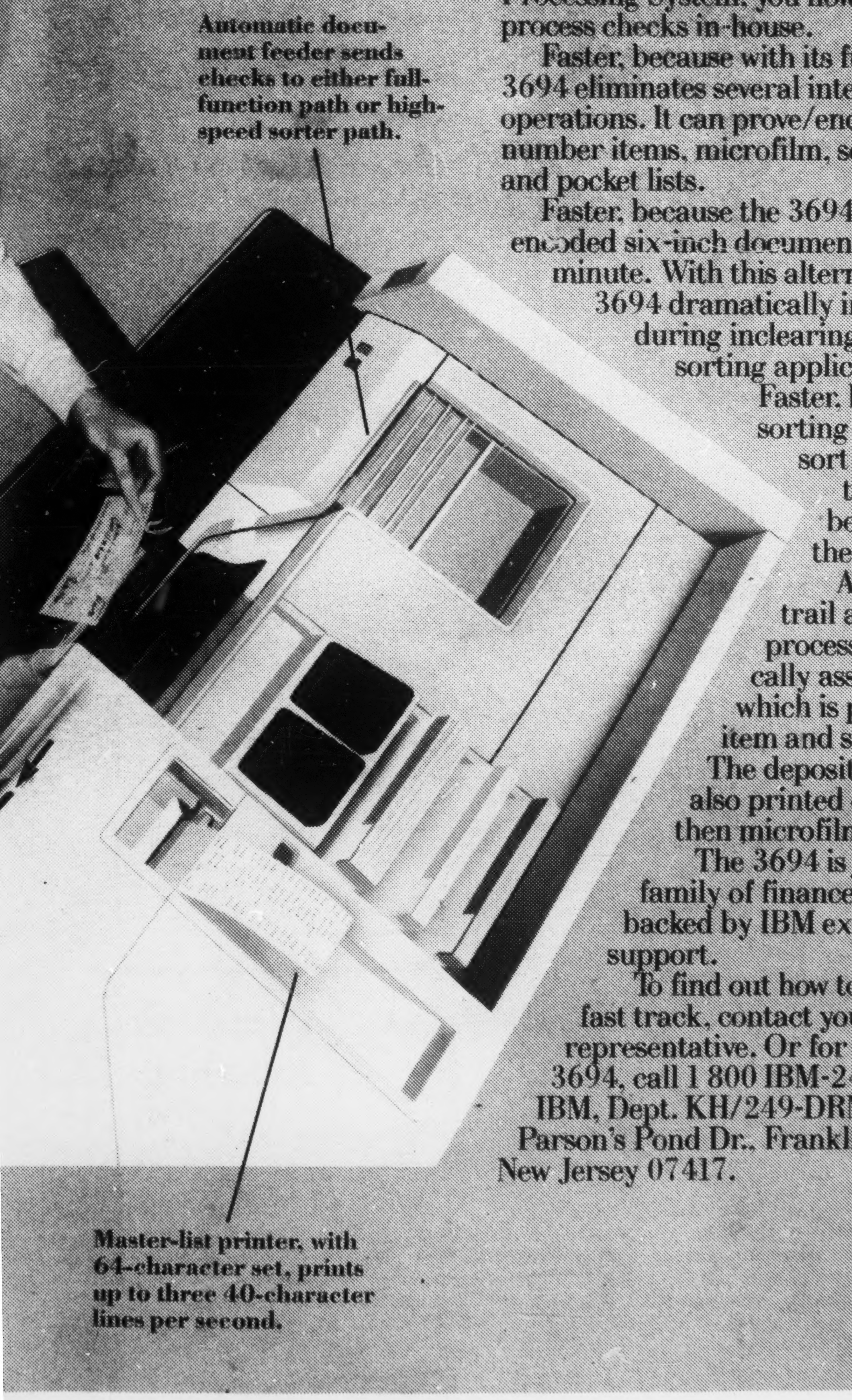
| | 1/31/84 | 1/31/83 |
|---|---|---|
| Assets | $18,982.0 | $18,586.0 |
| Deposits | 13,447.0 | 12,610.0 |
| Loans | 11,202.0 | 10,505.0 |
| Shareholder Equity | 878.0 | 816.0 |
| Loss Reserve | 155.1 | 141.1 |
| Reserve/Loans Ratio | 1.38% | 1.34% |
| Nonperforming Assets | 288.7 | 202.4 |
| as % of Loans | 2.58% | 1.93% |
| Primary Capital Ratio | 5.90% | 5.20% |

## Chicago . . .

**Continued from page 7**

iaries in Florida and elsewhere accounting for more than one-third of the increase.

But the Florida bank and Northern's suburban Chicago banks accounted for approximately 20% of the holding company's higher operating costs during the year. During 1984, operating expenses rose 12% to $228.6 million, compared to $203.9 million the previous 12 months. ■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## Failures . . .

**Continued from Page 9**

FSLIC make it easier for commercial banks to bid for ailing S&Ls.

"I would think that the FSLIC would be better off if it encouraged commercial banks initially to come in on some of the small thrift takeovers," Mr. Tannenbaum said. He contended the FSLIC discourages commercial banks from bidding for smaller thrift institutions.

The FSLIC's bidding process is partly constrained by the Garn-St Germain Depository Institutions Act of 1982, which established priorities that regulators must follow when seeking an institution to take over a sick S&L. Mr. Tannenbaum said the FSLIC could still take certain steps to allow commercial banks easier access to the agency's emergency bidding conferences.

### Skinning the Cat

But regardless of government's role in assisting takeovers, there are yet other reasons why the purchase of a failed bank or thrift may not be a company's No. 1 alternative for expansion.

"There are other ways to skin a cat," said James McDermott, director of research, at Keefe, Bruyette and Woods Inc., a New York securities firm that specializes in financial institutions. Where once the purchase of a failed institution was the only way to branch out of state, there are now several other ways for imaginative companies to expand geographically.

Alternative expansion opportunities are available to institutions that are willing to exploit a legal loophole and open a limited-service bank that offers either commercial lending services or consumer services. Also, Mr. McDermott said a bank might choose to branch into a neighboring state with which its home state has already entered into one of the several reciprocal interstate banking agreements.

Mr. McDermott pointed out that most banks are seeking custom-made situations when deciding whether to bid for another failed bank or thrift. An expansion-minded bank might be willing to pass up the purchase of a defunct bank that doesn't meet all its needs, assuming a more suitable failed institution will follow shortly. "Failures used to be more the exception to the rule," Mr. McDermott added.

Mr. Miailovich of the FDIC said institutions have improved at pricing their bids in terms of how such an acquisition could meet their specific needs. And in cases where failed banks were found to be flush with brokered deposits, the cost of funds has been high enough to discourage interest in the bank.

"It won't get to the point where they [federal regulators] won't be able to sell ailing failed banks, but the number of bidders will be less," said Jeffrey Gerrish, a partner with the Memphis and Washington law firm of Borod & Huggins and former regional counsel for the FDIC's Memphis office. "Those who were players two years ago are no longer because they've already bought one or two" troubled institution, said Mr. Gerrish, who specializes in bank and thrift acquisitions.

In a recent speech delivered to the Tennessee Bankers Association, Mr. Gerrish listed several reasons why a failed bank acquisition can prove "too good to be true." First among those negative considerations was the fact that the acquirer will be forced to invest a substantial amount of cash received from the FDIC in a very short period of time. "This," he said, "is often difficult in a small community where loan demand is low."

The number of bank failures in 1984 was disturbingly high, but the situation is somewhat less alarming when considering the size of the institutions that toppled. Deposits at failed banks actually dropped last year to $2.9 billion, from the $5.4 billion in 1983 and nearly $10 billion in 1982, the FDIC said. The largest bank — based on deposits — to fail last year was the Orange Savings Bank, Livingston, N.J., with $513 million in deposits when it was acquired by Hudson City Savings Bank, Paramus, N.J., on Sept. 28.

In Tennessee, where 11 banks failed last year (the most in any state), acquiring institutions "have swallowed as much as they can," according to Mr. Miailovich of the FDIC.

The list of 1984 bank and thrift failures gives no inkling of the year's two most dangerous banking situations. That, some say, is because 1984 was as much the year of the rescue as it was the year of the failure.

In July, the federal government ended one of the most trying episodes in U.S. banking history by announcing a $4.5 billion plan to save the battered Continental Illinois National Bank and Trust Co., once the seventh largest bank in the country. The giant Chicago bank had been jolted by an international run on its deposits, which was sparked by reports of its deteriorating loan portfolio.

For weeks, the FDIC sought a suitable buyer for Continental, but the banks most capable of making the acquisition were turned off by Continental's massive portfolio of problem energy loans.

The following month, the Federal Home Loan Bank Board reportedly forced the resignation of Charles W. Knapp as the top man at Financial Corporation of America, owner of the nation's largest S&L, American Savings & Loan.

Financial Corp. was also being rocked by institutional customers who began pulling large deposits from the S&L when news of earnings problems emerged. William J. Popejoy, former chief executive of the Federal National Mortgage Corp., succeeded Mr. Knapp as chairman and chief executive officer.

Both Continental and Financial Corp. continue to operate under the close supervision of the FDIC and FSLIC, respectively. ■

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## Coast Community Bank Is 3d Failure This Year

**Washington Bureau**

WASHINGTON — The two offices of the $8.2 million-deposit Coast Community Bank in Harbor, Ore., reopened Monday as branches of Security Bank of Coos County in Myrtle Point, Ore. Coast Community was closed by the state banking superintendent on Friday.

Coast Community is the third bank insured by the Federal Deposit Insurance Corp. to fail this year.

State superintendent John B. Olin said the bank ran out of capital because of "a poor economy coupled with some earlier liberal lending practices." He said recent efforts to correct problems and raise new capital were unsuccessful.

According to the FDIC, Security Bank agreed to pay a purchase premium of $10,000. To facilitate the transaction, the FDIC will advance cash amounting to $5.4 million and will retain assets of the failed bank with a book value of about $5.6 million. ■

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## Henderson Bid Gets Approval

ST. LOUIS — The Federal Reserve Bank of St. Louis has approved the application by Henderson Financial Corp., Henderson, Ky., to become a bank holding company by acquiring Henderson County State Bank, Corydon, Ky. ■

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## Manufacturers Cuts Prime Rate to 10½%

NEW YORK — The Manufacturers Hanover Trust Co. late Monday said it is lowering its prime rate a quarter point to 10½%, effective today.

The Southwest Bank of St. Louis cut its prime rate to 10½% last week, but Manufacturers Hanover is the first major bank to make such a move.

This was the second time within a month that Manufacturers Hanover announced a move to lower its prime shortly before the stock exchanges closed. On Dec. 18, the bank said it would lower the prime a half point to 10¾%. Other major banks announced similar prime rate cuts later that week.

The prime rate has traditionally been the interest rate banks charge their best corporate customers on major loans. The 10½% rate is the lowest since August 1983, when the prime rose from 10½% to 11%

Lower prime rates had been widely anticipated, given the lower cost of funds for banks. Federal funds were trading at 8⅛% late Monday afternoon.

If other banks follow Manufacturers Hanover and lower their rates, it will be the eighth reduction in the prime since it peaked at 13% last May. No other banks followed Manufacturers Hanover's move immediately.

**— Mark Basch**

---

## Brubaker Quits Position At Pittsburgh's Equibank

**Special to the American Banker**

PITTSBURGH — Jay Robert Brubaker, past president of the National Automated Clearing House Association, has resigned as executive vice president of Equibank, Pittsburgh's third largest bank.

Mr. Brubaker, who joined Equibank in 1973 as vice president of central operations, was promoted to executive vice president in June by chairman James D. Lowry, who was putting together a new management team to shore up the bank's capital position. Mr. Brubaker's departure will mean there has been almost a complete sweep of the previous management team, which had been headed by William E. Bierer. Mr. Bierer resigned as chairman and chief executive officer in July.

Mr. Lowry said last week it was Mr. Brubaker's choice to resign after learning "there would have been a change in his reporting patterns."

Mr. Brubaker, who left the bank last week, explained that he is looking at various options available to him at this stage. NACHA is currently looking for someone to fill the position of executive manager. Mr. Brubaker is chairman of a committee formed to interview prospective candidates for that spot. Banking colleagues believe that he probably won't take the position himself because it would mean a lower salary and a move from Pittsburgh to Washington, D.C.

Joseph Early, who was head of operations at the Bank of New Jersey, has been named to manage Equibank's operations. Mr. Lowry said that Mr. Early has been doing consulting work at Equibank for several months.

Equibank has decided to decentralize its computer operations and is considering the establishment of two computer locations in Pittsburgh and one in Philadelphia, a market that the bank plans to enter by swapping branches with one or more eastern Pennsylvania financial institution. Equibank may exchange as many as 20 branches, and bids from other institutions are due Wednesday and Thursday. ■

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## The Markets

### Money Market

#### Monday, January 14, 1985

Federal funds range .......... 8%-8$\frac{5}{16}$%
Prime rate (12/21/84).......... 10¾%
Discount rate FRB of New York (12/21/84).......... 8%
Call Loans on Securities:
To brokers on stock exchange collateral .......... 9¼%
To dealers on U.S. Gov't Securities.......... N.A.

Bankers Accepts. offering rate—discount basis (1/14/85)

30 days—8.00 60 days—8.00 90 days—8.00
120 days—8.00 180 days—8.20

NY. City Banks' CDs — Highest Offering Rate (1/14/85)

14 days—7.50 30 days—7.65 60 days—7.75
90 days—7.85 120 days—7.95 150 days—8.05
180 days—8.20 270 days—8.50 360 days—8.90

Aaa Dealer Comm'l paper—discount basis (1/14/85)

30 days—7.875 60 days—7.875 90 days—7.95

Comm'l Paper Directly Placed—Range disc. Basis (1/14/85)

5-14 days—6-8.05 15-29 days—6-8.05
30-59 days—6-8.05 60-89 days—6-8.05
90-179 days—6-8.05 180-270 days—6-8.05

Eurodollar Deposits—London bid (1/14/85)

Overnight—8⅛ 7 days—8$\frac{3}{16}$
1 mo.—8$\frac{3}{16}$ 3 mos.—8½
6 mos.—9⅞ 1 year—9$\frac{11}{16}$

NIBOR (6-month) .......... 9$\frac{1}{16}$%
LIBOR (6-month).......... 9$\frac{1}{16}$%

### Futures Markets

#### 3-Month Domestic CD Futures (IMM)*

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Mar. '85. | 91.14 | 91.05 | 91.12 | + 3 | 8.88 |
| June '85 | 90.53 | 90.44 | 90.49 | + 2 | 9.51 |
| Sept '85. | 89.99 | 89.94 | 89.97 | + 2 | 10.03 |
| Dec. '85. | 89.57 | ..... | 89.56 | + 3 | 10.44 |
| Mar. '86. | ..... | ..... | 89.20 | + 3 | 10.80 |
| June '86 | ..... | ..... | 88.89 | + 3 | 11.11 |
| Sept '86. | ..... | ..... | 88.61 | + 1 | 11.39 |

As of the previous day's close; Total no. of contracts traded: 515; total open interest: 14,486 and change in open interest: −14

#### 3-Month T-Bill Futures (IMM)**

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Mar. '85. | 91.88 | 91.79 | 91.85 | + 3 | 8.15 |
| June '85 | 91.37 | 91.27 | 91.32 | + 1 | 8.68 |
| Sept.'85. | 90.88 | 90.80 | 90.84 | unch | 9.16 |
| Dec. '85. | 90.49 | 90.43 | 90.47 | + 2 | 9.53 |
| Mar. '85. | 90.18 | 90.11 | 90.17 | + 4 | 9.83 |
| June '86 | 90.91 | 89.84 | 89.90 | + 4 | 10.10 |
| Sept.'86. | 89.65 | 89.60 | 89.65 | + 3 | 10.35 |
| Dec. '87. | 89.42 | 89.38 | 89.42 | + 2 | 10.58 |

As of the previous day's close; Total no. of contracts traded: 12,159; total open interest: 48,795 and change in open interest: +625

#### Footnotes to Futures Tables

*—For 90-day or 3-month domestic certificates of deposit having a face value at maturity of $1 million.
**—For three month U.S. Treasury Bills having a face value at maturity of $1 million.
a—Change from previous day's settlement price in basis points.
b—100.00 minus settlement price.
IMM—Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange.
r—New record high in open interest.

### American Banker Index

**Selected Money Center Bank Stocks***

| | | High | Low | Last |
|---|---|---|---|---|
| Jan. 14 ...255.4 | 1985 ....... | 255.4 | 242.7 | 255.4 |
| Jan. 11 ...251.8 | 1984 ....... | 269.6 | 178.4 | 246.3 |
| Jan. 10 ...248.8 | 1983 ....... | 299.6 | 223.1 | 260.2 |
| Jan. 9 ...243.6 | 1982 ....... | 268.2 | 168.7 | 233.2 |
| Jan. 8 ...242.7 | 1981 ....... | 186.0 | 138.0 | 184.2 |

* Based on midday prices.

### Gold Coins

| Coin Name & Weight | $ Value per Coin Jan. 14 | Jan. 11 |
|---|---|---|
| Krugerrand (1 Troy oz.) | 315.00 | 319.50 |
| Maple Leaf (1 Troy oz.) | 315.00 | 319.50 |
| Mexican Peso (1 Troy oz.) | 315.00 | 319.50 |
| Chinese Panda (1 Troy oz.) | 323.00 | 327.50 |
| U.S. Armstrong (1 Troy oz.) | 314.00 | 318.50 |
| Mexican 50 Peso (1.2 Troy oz.) | 378.00 | 383.50 |
| Austrian 100 Corona (.98 Troy oz.) | 296.25 | 300.75 |
| Mexican 20 Peso (.48 Troy oz.) | 159.00 | 159.25 |
| S. Afr. ½ Rand (.50 Troy oz.) | 162.00 | 165.50 |
| U.S. Wright (.50 Troy oz.) | 157.00 | 159.75 |
| Austrian 1 Ducat (.11 Troy oz.) | 35.00 | 35.00 |

These quotes represent the N.Y fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

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## Required Reading . . .

**Continued from Page 4**

quiring these and other pro-consumer measures. To a great extent, the vigor with which advocates pursue these objectives and the receptivity of legislators will depend on the willingness of banking institutions to adopt these measures voluntarily. Banks who do will find that there are consumer groups, including the Consumer Federation of America, that will assist and support them in this undertaking. ■

BACK PAGE

# For Whom the Bell Tolled: Banks That Bit the Dust in 1984

Continued from Back Page

39. **The Corning Bank**, Corning, Ark. Closed June 15. Deposits of $31.8 million. Assumed by a newly chartered bank, the Corning Bank, Corning, Ark.

40. **Republic Bank of Kansas City**, Kansas City, Mo. Closed June 18. Deposits of $37.7 million. Deposits transferred to Landmark Bank of Kansas City, Kansas City.

41. **The Farmers National Bank of Aurelia**, Aurelia, Iowa. Closed June 21. Deposits of $18.8 million. Assumed by Heritage Bank, Aurelia.

42. **American Bank**, Saint Joseph, Tenn. Closed June 27. Deposits of $30.7 million. Deposits transferred to Commercial and Industrial Bank, Memphis.

43. **East Texas Bank & Trust Co.**, Longview, Tex. Closed June 29. Deposits of $91.2 million. Assumed by Texas National Bank, Longview.

44. **The Coffeen National Bank**, Coffeen, Ill. Closed July 12. Deposits of $9.3 million. Assumed by Coffeen State Bank, Coffeen.

45. **Guaranty State Bank of Saint Paul**, St. Paul. Closed July 19. Deposits of $25.2 million. Assumed by Shelard National Bank, St. Louis Park, Minn.

46. **Coalmont Savings Bank**, Coalmont, Tenn. Closed July 24. Deposits of $23.5 million. Assumed by First Bank of Marion County, South Pittsburg, Tenn.

47. **Jackson County National Bank**, Tuckerman, Ark. Closed Aug. 9. Deposits of $13.2 million. Assumed by First State Bank of Newport, Newport, Ark.

48. **Peoples State Bank of Clay County**, Poland, Ind. Closed Aug. 10. Deposit liabilities of $12.8 million assumed by First State Bank, Poland.

49. **The Tingley State Savings Bank**, Mount Ayr, Iowa. Closed Aug. 10. Deposits of $18 million. Assumed by Hawkeye Bank and Trust, Mount Ayr.

50. **American National Bank in McLean**, McLean, Tex. Closed Aug. 16. Deposits of $13.1 million. Assumed by McLean Bank of Commerce, McLean.

51. **Girod Trust Co.**, San Juan, Puerto Rico. Closed Aug. 16. Deposits of $258 million. Assumed by Citibank, New York.

52. **The First State Bank**, Thayer, Kan. Closed Aug. 22. Deposits of $11 million. Assumed by First State Bank, Thayer.

53. **Hereford State Bank**, Hereford, Colo. Closed Aug. 24. Deposits of $2.5 million. Payoff.

54. **Bank of the Northwest**, Eugene, Ore. Closed Aug. 31. Deposits of $16 million. Assumed by First Interstate Bank of Oregon, Portland.

55. **David City Bank**, David City, Nebraska. Closed Sept. 6. Deposits of $17.4 million. Assumed by the First National Bank of Omaha, Omaha.

56. **Oakland Savings Bank**, Oakland, Iowa. Closed Sept. 7. Deposits of $19.2 million. Assumed by Oakland State Bank, Oakland, a newly chartered subsidiary of Panhandle Aviation Inc., Clarinda, Iowa.

57. **Community Bank and Trust Company**, Enid, Okla. Closed Sept. 14. Deposits of $25.2 million. Assumed by the First National Bank and Trust Company of Enid, Enid.

58. **Bank of Verdigre and Trust Co.**, Verdigre, Neb. Closed Sept. 19. Deposits of $12.6 million. Assumed by the National Bank of Neligh, Neligh, Neb.

59. **Century National Bank**, Jacksonville, Fla. Closed Sept. 20. Deposits of $15.2 million. Assumed by Barnett Banks of Florida Inc., Jacksonville.

60. **Security State Bank**, Weatherford, Okla. Closed Sept. 21. Deposits of $45.3 million. Assumed by United Community Bank, Weatherford.

61. **Orange Savings Bank**, Livingston, N.J. Acquired with FDIC assistance on Sept. 28 by Hudson City Savings Bank, Paramus, N.J. Assets of approximately $513 million.

62. **The Farmers and Merchants Bank**, Tecumseh, Okla. Closed Oct. 5. Deposits of $28 million. Assumed by Republic Bank of Tecumseh, a newly chartered subsidiary of Republic Bancshares Inc., Oklahoma City.

63. **The Rexford State Bank**, Rexford, Kan. Closed Oct. 12. Deposits of $5.3 million. Assumed by Peoples State Bank of Rexord, a newly chartered subsidiary of JEST Inc., Oakley, Kan.

64. **Oneida Bank and Trust Co.**, Oneida, Tenn. Closed Oct. 13. Deposits of $4.9 million. Assumed by the Energy Bank, Oak Ridge, Tenn.

65. **Bucklin State Bank of Bucklin**, Bucklin, Missouri. Deposits of $14 million. Assumed by United Missouri Bank of Brookfield, Brookfield, Mo.

66. **American State Bank**, Thomas, Okla. Closed Oct. 19. Deposits of $21.1 million. Assumed by the Bank of Thomas, a subsidiary of Thomas Banshares Inc., Thomas.

67. **State Bank of Boyd**, Boyd, Minn. Closed Oct. 24. Deposits of $5.9 million. Assumed by State Bank of Madison, Madison, Minn.

68. **Farmers State Bank**, Kilgore, Neb. Closed Oct. 24. Deposits of $5.3 million. Assumed by the First National Bank of Valentine, Valentine, Neb.

69. **The Bank of Cody**, Cody, Neb. Closed Oct. 24. Deposits of $9.9 million. Assumed by the Guardian State Bank, Alliance, Neb.

70. **The First National Bank of Gaylord**, Gaylord, Kan. Closed Oct. 25. Deposits of $5.9 million. Assumed by Farmers National Bank of Gaylord, a newly chartered bank.

71. **First American Banking Co.**, Pendleton, Ore. Closed Nov. 16. Deposits of $13.5 million. Assumed by Inland Empire Bank, Hermiston, Ore.

72. **The Strong City State Bank**, Strong City, Kan. Closed Nov. 29. Deposits of $4.3 million. Assumed by Chase County Bank, Strong City.

73. **Dayton Bank & Trust Co.**, Dayton, Tenn. Closed Nov. 30. Deposits of $45.7 million. Transferred to First National Bank & Trust Co., Rockwood, Tenn.

74. **Golden Spike State Bank**, Tremonton, Utah. Closed Dec. 6. Deposits of $6.8 million. Assumed by newly chartered Golden Spike State Bank, Tremonton.

75. **Farmers State Bank of Holyoke**, Holyoke, Colo. Closed Dec. 7. Deposits of $3.6 million assumed by Security National Bank, Holyoke.

76. **University Bank of Wichita**, Wichita, Kan. Closed Dec. 11. Deposits of $4.7 million assumed by Charter Bank, Wichita, a newly chartered bank.

77. **Ueling State Bank**, Ueling, Neb. Closed Dec. 18. Deposits of $3.3 million transferred to Uehling State Bank, a newly chartered state bank operating under the same name.

78. **The Farmers State Bank**, Selden, Kan. Closed Dec. 20. Deposits of $10.4 million assumed by Selden State Bank, a newly chartered bank.

79. **First Security Bank**, Sandwich, Ill. Closed Dec. 22. Deposits of $10.4 million assumed by First National Bank of Sandwich, a newly chartered bank. ■

| | Bank Failures | Thrift Failures |
|---|---|---|
| Alabama | 1 | |
| Arkansas | 2 | |
| California | 6 | 1 |
| Colorado | 2 | |
| Florida | 2 | |
| Illinois | 5 | |
| Indiana | 2 | |
| Iowa | 3 | |
| Kansas | 7 | |
| Kentucky | 1 | |
| Louisiana | 1 | |
| Michigan | 1 | |
| Minnesota | 4 | |
| Mississippi | 1 | 1 |
| Missouri | 2 | |
| Nebraska | 5 | |
| New Jersey | 1 | |
| Oklahoma | 5 | |
| Oregon | 5 | |
| Puerto Rico | 1 | |
| South Dakota | 1 | |
| Tennessee | 11 | 5 |
| Texas | 6 | 1 |
| Utah | 1 | |
| Virginia | 0 | 1 |
| West Virginia | 1 | |
| Wyoming | 2 | |

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# Dissidents Charge Bylaws Are Unfair

Special to the American Banker

ST. PETERSBURG, Fla. — Firing the first salvo in what promises to be a bitter war, a group of dissident shareholders in the Fortune Financial Group Inc. have asked a judge in Clearwater to remove what it considers anti-takeover provisions in the company's articles of incorporation.

The dissident group, the American Equities Group Ltd., also asked the judge to repeal two amendments passed by Fortune's management last November that make it more difficult for shareholders to introduce resolutions at the company's annual meeting.

Those amendments thwarted the dissidents' efforts to introduce proposals to remove the company's many anti-takeover provisions and to nominate its own slate of directors at the company's annual meeting later this month.

"Under Florida law, any restriction of the shareholders' ability to participate effectively at the annual meeting is illegal and unenforceable," said Gene Stearns, a Miami attorney representing the dissidents. "We are asking the court to declare [Fortune management's] actions unfair and to include our proposals on the agenda of the Jan. 28 meeting."

In October, Mr. Stearns orchestrated a proxy battle with the management of the Florida Federal Savings & Loan Association in St. Petersburg. That fight ended with an 11th-hour agreement in which representatives of both sides were awarded seats on the company's board of directors and the anti-takeover provisions dropped.

### 30 Days' Notice Now Required

In the Fortune case, Mr. Stearns is charging that Fortune violated shareholder rights with its decision in November to change its bylaws to require shareholders to provide written notice at least 30 days before an annual meeting of any proposal for business at the meeting.

Mr. Stearns said that his client did not find out about the changes at Fortune until earlier this month — too late for this meeting. "By the time the proxy was mailed, the nominations were closed," Mr. Stearns said. "We had been considering running a slate of candidates against the three candidates up for election."

John D. Sweger, Fortune's chairman and president, informed the investor group that notification came too late for this year's meeting.

Mr. Sweger believes the company fairly disclosed the by-law changes. He points out that on Nov. 30, Fortune issued a press release publicizing the change. It made the same disclosure that day in a filing with the Securities and Exchange Commission.

"Everything has been fairly and adequately disclosed," Mr. Sweger said. "We played by the rules and the investor group should have known about these changes. Any good lawyer would have spotted it."

But Mr. Stearns said few shareholders knew about the changes until the company sent out its proxy material last week. On Monday, he asked Florida Circuit Judge James Sanderlin to repeal the company's amended bylaws and force Fortune to put the anti-takeover provisions up for a vote.

No date has been set for a ruling. If the court rules against the dissidents, they plan to solicit proxies and urge shareholders not to cast ballots at the Jan. 28 meeting so that a quorum would not be present. The dissidents would then solicit proxies to call a special annual meeting to address its proposal to repeal the anti-takeover provisions narrowly passed at the 1984 annual meeting.

In an SEC filing late last year, American Equities, which now owns 8% of Fortune's outstanding shares, said it might consider taking control of the Clearwater-based thrift. Fortune Financial is the parent company of the Fortune Federal Savings and Loan Association. It has 27 offices on the west coast of Florida and assets of $1.5 billion. ■

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# Oregon First Bank Names New President and CEO

PORTLAND, Ore. — William C. "Chuck" Armstrong, 40, has been appointed president and chief executive officer of Oregon First Bank, a subsidiary of Moore Financial Group in Boise, Idaho.

Armstrong was executive vice president of the Oregon Bank, a subsidiary of Orbanco Financial Services.

Oregon First has 13 branches in the Portland area. Moore Financial purchased it 18 months ago. At the time, it was Oregon Mutual Savings Bank. ■

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For further information, please call Brad Henderson, director of product development, the American Banker. Collect (212) 943-4846.

# FSLIC Assistance in 1984 Thrift Mergers and Acquisitions Listed

1. **Home S&L Co.**, Norwalk, Ohio, with $77.8 million in assets, merged into **Ohio Valley S&L Co.**, Steubenville, Ohio, with $188 million in assets. March 13. FSLIC assistance: $3.1 million in cash.

2. **First Federal S&L of Grand Forks and Minot**, Grand Forks, N.D., with $259 million in assets, merged into **Midwest Federal Savings Bank**, Minot, N.D., with $445 million in assets. April 2. FSLIC assistance: Expected $39 million.

3. **Scandia S&L**, Des Moines, Iowa, with $66.9 million in assets, merged into **First Financial S&L**, Knoxville, Iowa, with $84 million in assets. April 30. FSLIC assistance: $3.4 million in cash with $2 million planned purchase of subordinated debenture. Total value estimated at $3.7 million.

4. **Investors Savings Association**, Houston, Tex., with assets of $31.9 million, acquired by **Empire of America-Texas, FSA**, wholly owned subsidiary of Empire of America, FSA, Southfield, Mich., with $7 billion in assets. May 21. FSLIC assistance: Agency helped arrange acquisition; no funds were involved.

5. **American S&L**, Dededo, Guam, with $60 million in assets, acquired by **First S&L of America**, Tamuning, Guam, a subsidiary of First S&L of America, Honolulu, with assets of $627 million. June 8. FSLIC assistance: Estimated at $7.5 million.

6. **Windom FS&LA**, Windom, Minn., with assets of $49.6 million, acquired by **United Federal Savings Bank**, chartered stock institution owned by Winstar Corp., Roseville, Minn. July 18. FSLIC assistance: Estimated at $5.2 million.

7. **Queen City S&L**, Seattle, with assets of $233 million, acquired by **Gibraltar Financial Corp. of California**, and its subsidiary, **Gibraltar Savings**, Beverly Hills, Calif., with $8 billion in assets. July 25. FSLIC assistance: Estimated at $15 million.

8. **New North Mississippi FS&LA**, Oxford, Miss., with $110 million in assets, merged into **Security S&L**, Jackson, Miss., with $156.4 million in assets. Aug. 3. FSLIC assistance: Cash contribution and assets and income certificates purchase, indemnification. Estimated cost at $41.7 million.

9. **Century Federal S&L of Long Island**, Cedarhurst, N.Y., with $700 million in assets, merged into **Home Savings of America, F.A.**, Los Angeles, with $22 billion in assets. Aug. 3. FSLIC assistance: $700 million, 10-year floating-rate loan funded by Federal Home Loan Bank of New York to Home Savings.

10. and 11. **Fidelity FS&LA**, Baltimore, Md., with $143 million in assets, and **American Heritage Savings, F.A.**, Bloomingdale, Ill., with $279 million in assets, acquired by **Household Bank FSB**, Westminster, Calif., with $228.1 million in assets, a subsidiary of Household Finance Corp. Aug. 28. FSLIC assistance: $58.4 million in cash plus indemnifications.

12. **Mitchell Home S&L**, Mitchell, S.D., with $16.7 million in assets, acquired by **Metropolitan Federal Bank, FSB**, Fargo, N.D., with $1.4 billion in assets. Aug. 31. FSLIC assistance: Agency helped arrange merger without financial assistance.

13. **Union Federal S&L**, Indianapolis, with $309.8 million in assets, acquired by principals of **Waterfield Mortgage Co.**, Fort Wayne, Ind., resulting in **New Union Federal S&LA.** Sept. 7. FSLIC assistance: $24.6 million in cash.

14. **Rhode Island FS&LA**, Providence, R.I., with $138 million in assets, acquired by **Old Stone Corp.**, with $2.3 billion in assets, and holding company of Old Stone Bank. Sept. 17. FSLIC assistance: $9.55 million in cash.

15. **Continental FS&LA**, Cleveland, with $1 billion in cash, merged with **Dollar Savings Bank**, Pittsburgh, Pa., with $1.6 billion in assets. Sept. 20. FSLIC assistance: Estimated at $25 million, expected to be repaid by Dollar.

16. **Fidelity Federal S&L**, Corinth, Miss., with $35.5 million in assets, merged with **Fidelity Federal Savings Bank**, Corinth, a newly chartered federal stock savings bank. Oct. 2. FSLIC assistance: $1.5 million in cash and indemnification against liabilities up to $3.25 million.

17. **Home Federal S&L**, Ponce, Puerto Rico, with $46.5 million in assets, acquired by **Caguas Federal S&LA**, Caguas, P.R., with $850 million in assets. Oct. 6. FSLIC assistance: $10 million subordinated note purchase, some Home Federal assets, and indemnification with estimated total cost of $750,000.

18. **Suburbia Federal S&L**, Garden City, N.Y., with $696 million in assets, merged into **Fidelity New York, F.A.**, Floral Park, N.Y., with $476 million in assets. Oct. 25. FSLIC assistance: $16 million cash and indemnification against certain liabilities, litigation. ■

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## Credit Bank . . .

**Continued from Page 2**

al Land Bank of Spokane and the Spokane Bank for Cooperatives.

Kenneth P. Krueger, former president of the Federal Land Bank of Spokane, has become president of the consolidated banks. Larry Butterfield, former president of the Federal Intermediate Credit Bank, will remain a member of management of the consolidated banks. The Spokane bank also said it will liquidate three PCAs that accounted for about $10 million in losses in 1984. They are the Western Washington PCA, Chehalis; the Milk River PCA in Chinook, Mont., and the Western Montana PCA, Missoula.

In 1983, the Federal Farm Credit Administration took control and began the liquidation of two PCAs served by the Spokane bank. A third, Willamette PCA in Salem, Ore., is fighting a federal takeover in U.S. District Court in Oregon and continues to operate. The Spokane bank in 1983 also administered the voluntary liquidation of another PCA.

The Federal Intermediate Credit Bank earned more than $20 million as recently as 1982, but in 1983 it barely broke even with earnings of $1 million.

In its 1983 report, the bank said a "significant portion of the district's loan-quality problems is related to the economic hardships suffered by the aquatic [fishing] industry." Fishing-industry loans made up nearly 9% of the bank's loan portfolio as of yearend 1983.

Asked why farm-credit problems are so severe in the Pacific Northwest, a former officer of the Spokane bank, who asked not to be identified by name, said: "Wheat has been selling for below the cost of production for three years. Cattlemen have had a real return on their money in only two of the past ten years."

Wheat is the largest cash crop in the Pacific Northwest. Current prices are near four-year lows, largely as a result of the strength of the U.S. dollar, which has reduced exports from the Pacific Northwest to Asian markets. ■

## Corydon Application Approved

ST. LOUIS — The Federal Reserve Bank of St. Louis has approved the application by Corydon State Bancorp., Corydon, Ind., to become a bank holding company by acquiring the Corydon State Bank, Corydon. ■

## Rainier, Peoples to Install ATMs in Safeway Stores

**Special to the American Banker**

SEATTLE — Two large banks here have announced they will install automated teller machines in more than 100 Safeway food stores in Washington State by mid-year.

The banks, Rainier National Bank and Peoples National Bank of Washington, have formed R/P Network Services, a joint venture, to install and operate the machines, which will accept cards from both banks and from two other ATM networks, Exchange and PLUS System.

"This is a major commitment from a large, national retail chain," said Charles F. Anderson, a Rainier senior vice president and chairman of the joint venture.

"Washington has one of the highest percentages of bank-card users in the nation and it makes sense to install bank machines where consumers do their routine shopping." ■

## Washington Bank to Put ATMs in 200 7-Elevens

**Special to the American Banker**

SEATTLE — First Interstate Bank of Washington will install automated teller machines in 200 7-Eleven stores in Washington during the next two months. The bank currently operates 84 ATMs, mainly at its branches.

Initially, only First Interstate customers will be able to use the machines. But Michael M. Peters, a First Interstate senior vice president, said five banks — First Interstate, Rainier, Peoples, Seafirst, and Old National — are developing an electronic network that eventually will be able to be used by any of the banks' customers.

First Interstate said the machines in 7-Eleven stores will be owned by National Transactions Systems, operator of California's largest retail network of ATMs. ■

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BACK PAGE

# For Whom the Bell Tolled: A Complete Listing Of the 79 US Banks That Bit the Dust in 1984

## Failures Ranged from a Misfire in Winchester to a Sandwich Bank Gone Bad

1. **Farmers Bank & Trust Co.**, Winchester, Tenn. Closed Jan. 6. Deposits of $49 million. Assumed by Mid-South Bank & Trust Co., Murfreesboro, Tenn.

2. **City & County Bank of Jefferson County**, White Pine, Tenn. Closed Jan. 20. Deposits of $22 million. Assumed by Merchants and Planters Bank of Newport, Newport, Tenn.

3. **Indian Springs State Bank**, Kansas City, Kan. Closed Jan. 27. Deposits of $25.7 million. Deposits transferred to the Brotherhood Bank and Trust Co., Kansas City, Kan.

4. **Tucker County Bank**, Parsons, W. Va. Closed Feb. 3. Deposits of $15.7 million. Assumed by Citizens National Bank of Elkins, Elkins, W. Va.

5. **Emerald Empire Banking Co.**, Springfield, Ore. Closed Feb. 3. Deposits of $20.7 million. Assumed by Citizens Valley Bank, Albany, Ore.

6. **Heritage Bank of Bureau County**, DePue, Ill. Closed Feb. 8. Deposits of $8 million. Assumed by the Colonial Trust and Savings Bank of Bureau County, DePue.

7. **West Olympia Bank**, Los Angeles. Closed Feb. 10. Deposits of $19 million. Assumed by Wilshire State Bank, Los Angeles.

8. **Brownfield State Bank & Trust Co.**, Brownfield, Tex. Closed Feb. 17. Deposits of $36.9 million. Assumed by Brownfield State Bank, Brownfield.

9. **United Bank of Oregon**, Milwaukie, Ore. Closed March 2. Deposits of $14.5 million. Assumed by United States National Bank of Oregon, Portland.

10. **All American National Bank**, Virginia Gardens, Fla. Closed March 2. Deposits of $11.4 million. Assumed by Capital Bank, North Bay Village, Fla.

11. **National Bank and Trust Co. of Traverse City**, Traverse City, Mich. Closed March 9. Deposits of $66 million. Assumed by NBD Northwest Bank, Traverse City.

12. **Seminole State National Bank**, Seminole, Tex. Closed March 16. Deposits of $41.3 million. Deposits transferred to Seminole National Bank, a newly chartered subsidiary of First West Texas Bancshares Inc., Midland, Tex.

13. **Heritage Bank**, Anaheim, Calif. Closed March 16. Deposits of $153.3 million. Payoff.

14. **First Security Bank**, Erwin, Tenn. Closed April 6. Deposits of $21.8 million. Assumed by Bank of Tennessee, Kingsport.

15. **Watauga Valley Bank**, Elizabethton, Tenn. Closed April 6. Deposits of $13.4 million. Assumed by Carter County Bank, Elizabethton.

16. **Security National Bank of Lubbock**, Lubbock, Tex. Closed April 13. Deposits of $40.6 million. Deposits transferred to City Bank, Lubbock, a newly chartered bank.

17. **The Shelby National Bank of Shelbyville**, Shelbyville, Ind. Closed April 19. Deposits of $60 million. Assumed by American Fletcher National Bank & Trust Co., Indianapolis, Ind.

18. **Gamaliel Bank**, Gamaliel, Ky. Closed April 19. Deposits of $21.6 million. Deposits transferred to Deposit Bank of Monroe County, Tompkinsville, Ky.

19. **United of America Bank**, Chicago. Closed April 26. Deposits of $29 million. Deposits transferred to Mid-City National Bank of Chicago, Chicago.

20. **Citizens Bank of Monroe County**, Tellico Plains, Tenn. Closed April 27. Deposits of $20.8 million. Assumed by Bank of Oak Ridge, Oak Ridge, Tenn.

21. **West Coast Bank**, Los Angeles. Closed April 27. Deposits of $154.8 million. Payoff.

22. **State Bank of Mills**, Mills, Wyo. Closed May 4. Deposits of $6 million. Assumed by Mountain Plaza National Bank, Casper, Wyo.

23. **Western National Bank of Casper**, Casper, Wyo. Closed May 4. Deposits of $22 million. Assumed by Wyoming National Bank of West Casper, a newly formed subsidiary of Affiliated Bank Corp., Casper.

24. **The First National Bank of Rushford**, Rushford, Minn. Closed May 4. Deposits of $20 million. Assumed by Goodhue County National Bank, Red Wing, Minn.

25. **First National Bank**, Snyder, Tex. Closed May 4. Deposits of $15.2 million. Deposits transferred to American State Bank of Snyder, Snyder.

26. **The National Bank of Carmel**, Carmel by the Sea, Calif. Closed May 8. Deposits of $70.8 million. Deposits transferred to County Bank and Trust, Santa Cruz, Calif.

27. **The Mississippi Bank**, Jackson, Miss. Closed May 11. Deposits of $167.6 million. Deposits assumed by Grenada Bank, Grenada, Miss.

28. **First Continental Bank & Trust Co. of Del City**, Del City, Okla. Closed May 11. Deposits of $92.3 million. Deposits transferred to United Oklahoma Bank of Del City, Del City.

29. **Bledsoe County Bank**, Pikeville, Tenn. Closed May 18. Deposits of $4.9 million. Assumed by Citizens Bank of Dunlap, Dunlap, Tenn.

30. **Planters Trust & Savings Bank of Opelousas**, Opelousas, La. Closed May 18. Deposits of $57 million. Assumed by First National Bank of St. Landry Parish, Opelousas.

31. **Washington National Bank of Chicago**, Chicago. Closed May 18. Deposits of $14.2 million. Assumed by Banco Popular de Puerto Rico, San Juan, Puerto Rico.

32. **Bank of Irvine**, Irvine, Calif. Closed May 18. Deposits of $28.4 million. Assumed by Security Pacific State Bank, Irvine.

33. **First National Bank of Prior Lake**, Prior Lake, Minn. Closed May 24. Deposits of $13.4 million. Assumed by First National Bank of Shakopee, Shakopee, Minn.

34. **Garden Grove Community Bank**, Garden Grove, Calif. Closed June 1. Deposits of $37 million. Assumed by Capital Bank, Downey, Calif.

35. **Cherokee County Bank**, Centre, Ala. Closed June 5. Deposits of $36.7 million. Assumed by First Alabama Bank, Anniston, Ala.

36. **Stewardship Bank of Oregon**, Portland, Ore. Closed June 8. Deposits of $5.4 million. Payoff.

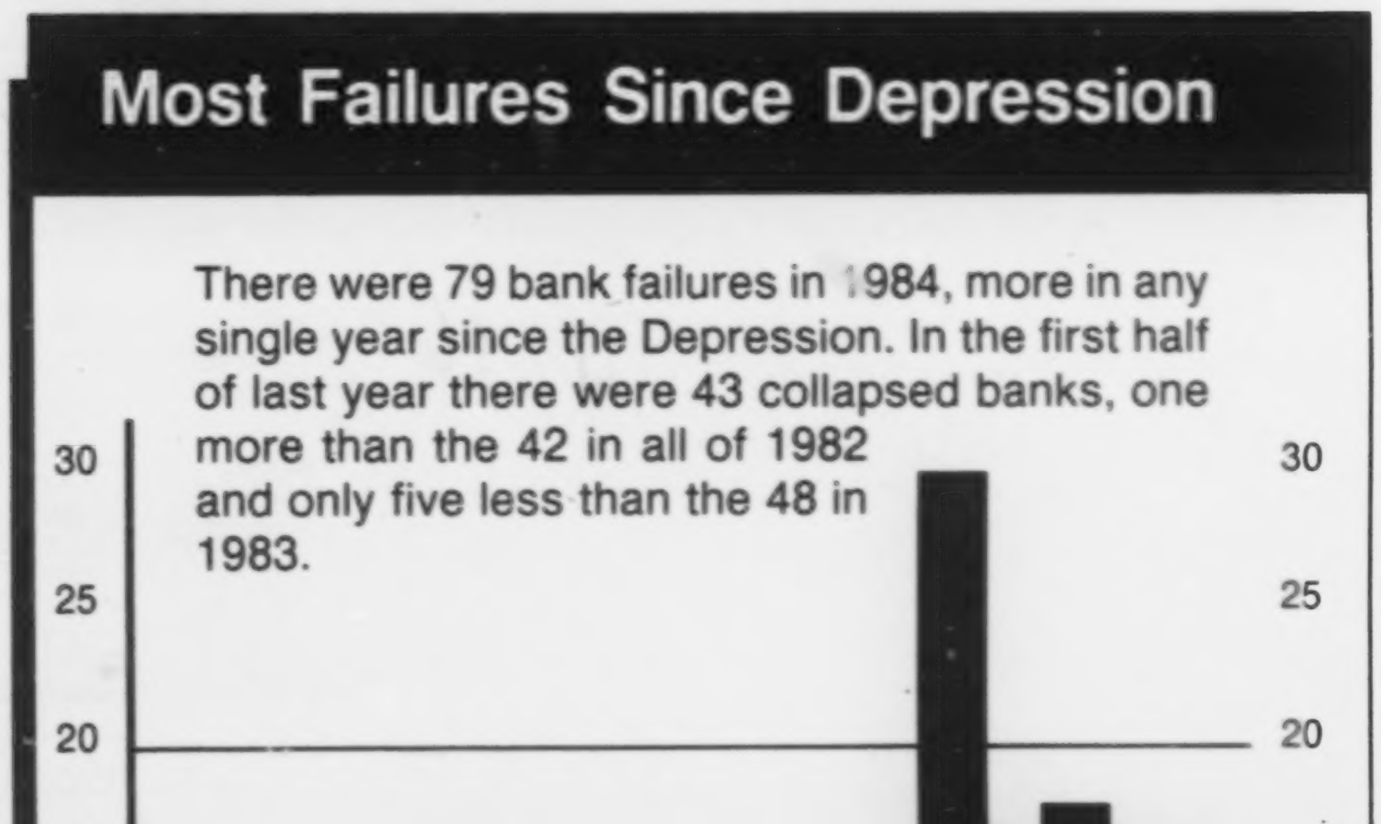
37. **The Lawrence County Bank**, Lawrenceburg, Tenn. Closed June 15. Deposits of $23.7 million. Assumed by Farmers Bank of Lawrence County, Lawrenceburg.

38. **Farmers State Bank**, Lyons, S.D. Closed June 15. Deposits of $3 million. Assumed by Dakota State Bank, Colman, S.D.

➜ Banks: Page 14

## Most Failures Since Depression

There were 79 bank failures in 1984, more in any single year since the Depression. In the first half of last year there were 43 collapsed banks, one more than the 42 in all of 1982 and only five less than the 48 in 1983.



Source: Federal Deposit Insurance Corp. *Last failure in 1984 on Dec. 24

Dennis P. O'Connell/American Banker Jan. 14, 1985

## Failure Roundup

| | Bank Failures | Thrift Failures* |
|---|---|---|
| Alabama | 1 | ... |
| Arkansas | 2 | ... |
| California | 6 | 1 |
| Colorado | 2 | ... |
| Florida | 2 | ... |
| Illinois | 5 | ... |
| Indiana | 2 | ... |
| Iowa | 3 | ... |
| Kansas | 7 | ... |
| Kentucky | 1 | ... |
| Louisiana | 1 | ... |
| Michigan | 1 | ... |
| Minnesota | 4 | ... |
| Mississippi | 1 | 1 |
| Missouri | 2 | ... |
| Nebraska | 5 | ... |
| New Jersey | 1 | ... |
| Oklahoma | 5 | ... |
| Oregon | 5 | ... |
| Puerto Rico | 1 | ... |
| South Dakota | 1 | ... |
| Tennessee | 11 | 5 |
| Texas | 6 | 1 |
| Utah | 1 | ... |
| Virginia | 0 | 1 |
| West Virginia | 1 | ... |
| Wyoming | 2 | ... |
| **Total** | **79** | **9** |

There were no bank failures in 1984 in the District of Columbia and these states: Alaska, Arizona, Connecticut, Delaware, Georgia, Hawaii, Idaho, Maine, Maryland, Massachusetts, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Pennsylvania, Rhode Island, South Carolina, Vermont, Virginia, Washington, and Wisconsin.

*Not including Federal Savings and Loan Insurance Corp.-assisted mergers.

## Thrift Industry's '84 Casualty List

1. **Union Federal Savings & Loan Association**, Richmond, Va. Closed Jan. 27. Savings of $7.9 million. Assumed by Bay Savings Bank, Newport News, Va.

2. **Empire Savings & Loan Association**, Mesquite, Tex. March 14. Savings of $308.9 million. Direct payout.

3. **American Savings & Loan Association**, Biloxi, Miss. Closed March 14. Savings of $15.6 million. Assumed by the Security Savings & Loan Association, Biloxi.

4. **Knox Federal Savings & Loan Association**, Knoxville, Tenn. Closed Nov. 16. Assets of $155.5 million. Assumed by the New Federal Savings & Loan Association of Knoxville, a new mutual association.

5. **American Savings & Loan Association**, Knoxville, Tenn. Closed Nov. 16. Assets of $65 million. Assumed by New Federal Savings & Loan Association of Knoxville.

6. **East Tennessee Federal Savings & Loan**, Knoxville, Tenn. Closed Nov. 16. Assets of $22.6 million. Assumed by New Federal Savings & Loan Association of Knoxville.

7. **John Sevier Savings & Loan Association**, Sevierville, Tenn. Closed Nov. 16. Assets of $35.8 million. Assumed by New Federal Savings & Loan Association of Knoxville.

8. **Savannah Savings & Loan Association**, Savannah, Tenn. Closed Nov. 16. Assets of $19.3 million. Assumed by New Federal Savings & Loan Association of Knoxville.

9. **San Marino Savings & Loan Association**, San Marino, Calif. Closed Dec. 7. Assets of $847 million. Placed in conservatorship Feb. 3, 1984. Insured deposits transferred to Community Federal Savings, the California division of Home Federal Savings & Loan Association of Arizona, Tucson.

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The Daily Financial Services Newspaper

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STATISTICAL REFERENCE INDEX
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VOL. CL NO. 11 Wednesday, January 16, 1985 150th Year

## TODAY

**NEW YORK BANKS:** Citicorp, Manufacturers Hanover Corp., and Bankers Trust New York Corp. reported strong fourth-quarter gains ........... **1**

**CONSUMER ISSUE:** Lifeline banking has become a rallying point for discontented consumers in an increasingly deregulated financial services world ........................................ **1**

**RICO CASE:** The U.S. Supreme Court announced that it will hear two cases in tandem involving the controversial civil racketeering act known as RICO ............................. **2**

**PENN SQUARE:** Peat Marwick filed suit against the FDIC and the Comptroller's office, charging them with negligence and abuse of discretion in connection with the Penn Square Bank failure ....................... **2**

**PRIME RATE:** Most of the nation's major banks joined the move to a 10½% prime rate .......................... **2**

**INTERNATIONAL BRIEFING:** The exchange value of the dollar eased in trading after several days of setting records against other major currencies ...................................... **2**

**SECURITY PACIFIC:** Security Pacific Corp. said its fourth-quarter profits increased 13% from a year earlier and 1984 earnings rose 10.1%....... **3**

**REALIGNMENT:** First Interstate Bancorp has announced a major realignment of senior management and a restructuring of its largest subsidiary ....................................... **3**

**PERSONAL DATA:** Financial services firms, for a fee, can now buy electronic access to personal financial data supplied monthly by 2,400 households with annual incomes of at least $25,000 ............................ **3**

**BANK MARKETING:** Now is the time for bank marketers to flex their creative muscles, says a professor of marketing at Texas A&M University........................................ **4**

**ON INFLATION:** If you forget inflation, you cannot understand today's economy, argues columnist Robert J. Samuelson .................................. **4**

**THE BACK PAGE:** A former J.C. Penney chief executive officer, in a new book coauthored with a writer, provides a common-sense primer on ethics in business ......................... **16**

**Quote**

***Among the people I know at the top of the nation's major corporations, the personal quality that is regarded most highly is a solid, unwavering sense of integrity.***

Donald V. Seibert, former chairman and chief executive officer of the J.C. Penney Co. [16]

**Unquote**

# Republic Names Fronterhouse Chief Executive

**Special to the American Banker**

DALLAS — Directors of RepublicBank Corp., Texas' largest bank holding company, Tuesday named president Gerald W. Fronterhouse to the additional post of chief executive, replacing James D. Berry, who will continue as chairman of the board.

Mr. Berry, 63, had planned on resigning at age 65, sources close to the bank said . But he has been hospitalized twice in the last year for complications with diabetes and there have been growing concerns about his long term health.

"I know his health problems are a concern," one company executive said.

The company said Mr. Berry will remain as chairman until his retirement in July 1986.

Mr. Berry has held the top position at the $21 billion asset banking company since 1977. He began his career at Republic in 1950 as an assistant cashier. A native of Oklahoma, Mr. Berry is known as a warm, affable man who treats his employees like family but is not afraid to make tough decisions and stick to them.

"He has people skills, shows humanity, decisiveness, and has the ability to weigh decisions not strictly based on the bottom line," said one Republic executive.

Mr. Berry's retirement comes as RepublicBank Corp. shows signs of getting over the energy lending problems which have troubled it for the past several years. The holding company Tuesday reported $37 million in fourth quarter net income, more than double the $15.2 million earned in the last quarter of 1983.

Per share earnings were $1.21 per fully diluted share in the quarter just ended compared with 52 cents per

➸ Republic: Page 15

# Citicorp, Hanover, Bankers Trust Report Strong Gains for Quarter

**By JOHN P. FORDE**

Earnings Report

NEW YORK — More major New York bank holding companies reported solid fourth-quarter gains Tuesday, fueled by increased net interest and noninterest income.

Citicorp's earnings reached $261 million in the quarter ended Dec. 31, up 10% from $201 million in the final period of 1983. On a per share basis, the company earned $1.90 in the final quarter compared with $1.49 in the year-earlier quarter.

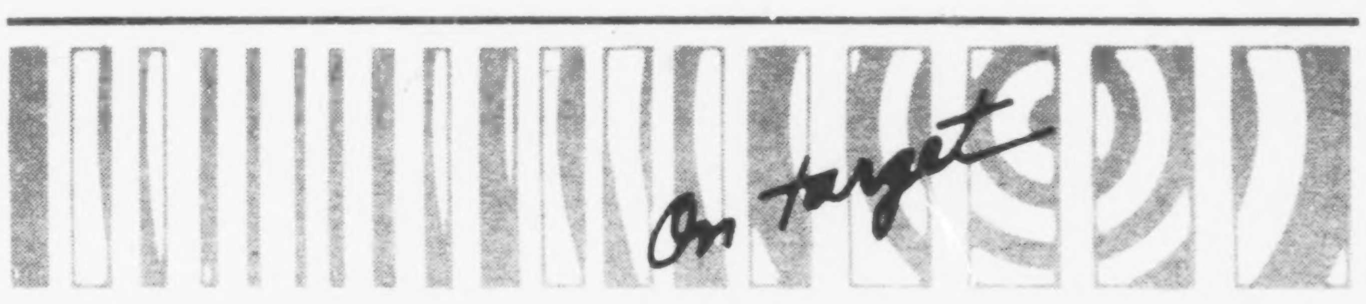
Manufacturers Hanover Corp. reported a 23% jump in net income to $106.2 million, or $2.14 a share. In the year-earlier period net income was $86.3 million, or $2.13 a share

Bankers Trust New York Corp. reported fourth-quarter net income of $81.0 million, a 19% increase from the $67.8 million earned in last year's fourth quarter.

Security Pacific Posts Increase, Page 3

Citicorp reported "particularly strong performances" for its domestic

➸ New York: Page 3



# Lifeline Banking Centerpiece at Phoenix

**By LAURA GROSS**

**Second of two articles**

PHOENIX — Lifeline banking — what's all the fuss about?

Is the root of the problem that people need a way to conveniently pay for things and some can no longer afford checking accounts?

Or is it that people need a safe place to keep their money and some have been priced out of bank lobbies?

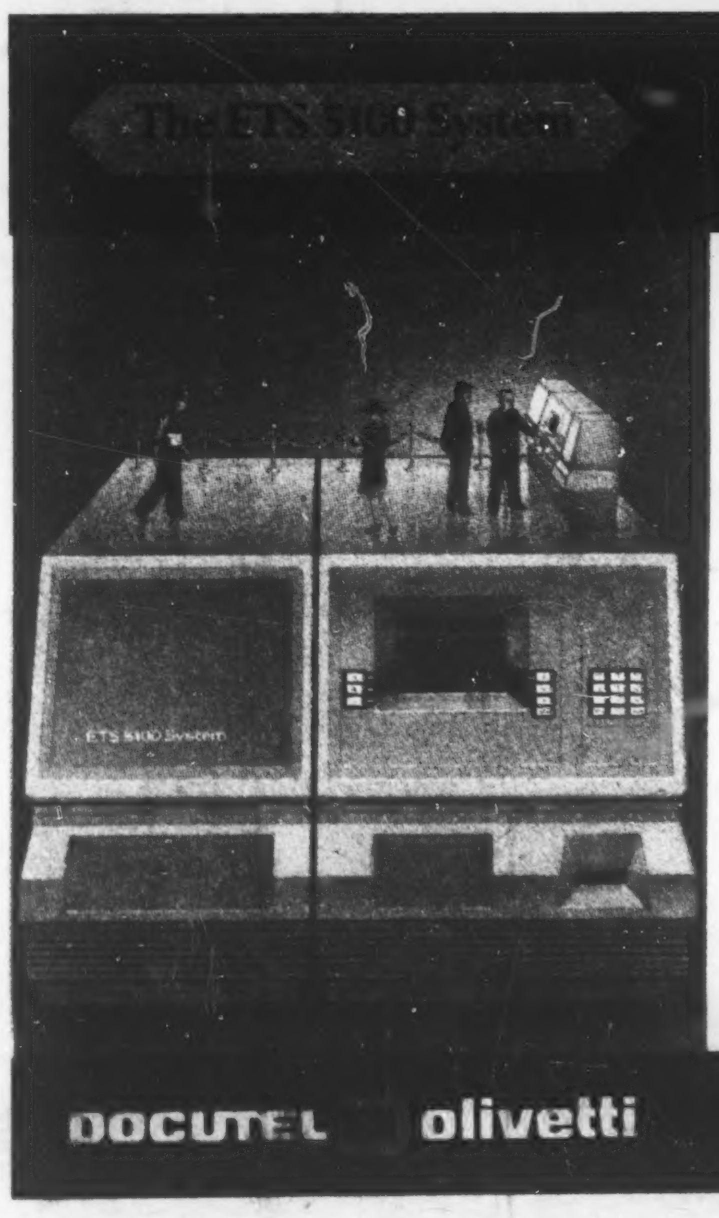
No matter which it is — safe haven or convenient access to the payments system — lifeline banking has become an umbrella rallying point for the major issues of consumer discontent in an increasingly deregulated and confusing financial services world.

The subject of lifeline banking was one of the major focuses of last week's conference here on financial services and the marketplace. The conference was sponsored by Virginia Knauer's White House Office of Consumer Affairs and 27 cosponsors, including the *American Banker*.

At a two-and-a-half-hour afternoon session, a group of panelists, after grappling with the issue, agreed that the designation "lifeline banking" isn't any good.

"Lifeline banking," they decided, has such emotional overtones and such

➸ Phoenix: Page 14



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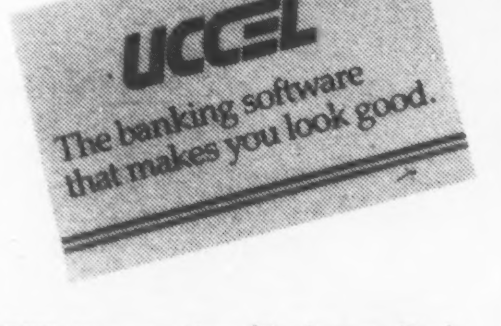
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# The Markets

## Money Market

### Tuesday, January 15, 1985

Federal funds range ........ $7\frac{15}{16}$-8%
Prime rate (1/15/85) ........ $10\frac{1}{2}$-$10\frac{3}{4}$%*
Discount rate FRB of New York (12/21/84) ........ 8%
Call Loans on Securities:
To brokers on stock exchange collateral ........ $9\frac{1}{4}$%
To dealers on U.S. Gov't Securities ........ N.A.

Bankers Accepts. offering rate—discount basis (1/15/85)

30 days—8.00 60 days—8.00 90 days—8.00
120 days—8.05 180 days—8.15

NY. City Banks' CDs — Highest Offering Rate (1/15/85)

14 days—7.45 30 days—7.65 60 days—7.75
90 days—7.80 120 days—7.85 150 days—8.00
180 days—8.10 270 days—8.30 360 days—8.75

Aaa Dealer Comm'l paper—discount basis (1/15/85)

30 days—7.85 60 days—7.85 90 days—7.95

Comm'l Paper Directly Placed—Range disc. Basis (1/15/85)

5-14 days—6-7.50 15-29 days—6-7.75
30-59 days—6-7.90 60-89 days—6-7.95
90-179 days—6-7.95 180-270 days—6-8.00

Eurodollar Deposits—London bid (1/15/85)

Overnight—$8\frac{15}{16}$ 7 days—$8\frac{1}{16}$
1 mo.—$8\frac{1}{8}$ 3 mos.—$8\frac{5}{16}$
6 mos.—$8\frac{3}{4}$ 1 year—$9\frac{9}{16}$

NIBOR (6-month) ........ $8\frac{15}{16}$%
LIBOR (6-month) ........ $8\frac{15}{16}$%

* Of the top 25 banks in the nation:
10 money center banks and 4 regional banks are at $10\frac{1}{2}$%.
1 money center bank and 10 regional banks are at $10\frac{3}{4}$%.

## Futures Markets

### 3-Month Domestic CD Futures (IMM)*

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Mar. 85 | 91.31 | 91.23 | 91.26 | -14 | 8.74 |
| June 85 | 90.67 | 90.60 | 90.62 | -13 | 9.38 |
| Sept 85 | 90.15 | 90.08 | 90.09 | -12 | 9.91 |
| Dec. 85 | 89.71 | ..... | 89.68 | -12 | 10.32 |
| Mar 86 | 89.35 | 89.31 | 89.32 | -12 | 10.68 |
| June 86 | ..... | ..... | 89.01 | -12 | 10.99 |
| Sept 86 | ..... | ..... | 88.71 | -10 | 11.29 |

As of the previous day's close: Total no. of contracts traded: 378: total open interest: 14,559 and change in open interest: 73

### 3-Month T-Bill Futures (IMM)**

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Mar. 85 | 92.02 | 91.88 | 91.91 | -6 | 8.09 |
| June 85 | 91.50 | 91.37 | 91.40 | -8 | 8.60 |
| Sept. 85 | 90.99 | 90.90 | 90.93 | -9 | 9.07 |
| Dec. 85 | 90.64 | 90.53 | 90.55 | -8 | 9.45 |
| Mar. 85 | 90.31 | 90.24 | 90.24 | -7 | 9.76 |
| June 86 | 90.02 | 89.97 | 89.97 | -7 | 10.03 |
| Sept. 86 | 89.75 | ..... | 89.72 | -7 | 10.28 |
| Dec. 87 | 89.52 | ..... | 89.49 | -7 | 10.51 |

As of the previous day's close: Total no. of contracts traded: 10,216: total open interest: 48,537 and change in open interest: -258

## American Banker Index

**Selected Money Center Bank Stocks***

| | | | High | Low | Last |
|---|---|---|---|---|---|
| Jan. 15 | 260.9 | 1985 | 260.9 | 242.7 | 260.9 |
| Jan. 14 | 255.4 | 1984 | 269.6 | 178.4 | 246.3 |
| Jan. 11 | 251.8 | 1983 | 299.6 | 223.1 | 260.2 |
| Jan. 10 | 248.8 | 1982 | 268.2 | 168.7 | 233.2 |
| Jan. 9 | 243.6 | 1981 | 186.0 | 138.0 | 184.2 |

* Based on midday prices.

## Gold Coins

| Coin Name & Weight | $ Value per Coin<br>Jan. 15 | Jan. 14 |
|---|---|---|
| Krugerrand (1 Troy oz.) | 318.00 | 315.00 |
| Maple Leaf (1 Troy oz.) | 318.00 | 315.00 |
| Mexican Peso (1 Troy oz.) | 318.00 | 315.00 |
| Chinese Panda (1 Troy oz.) | 326.00 | 323.00 |
| U.S. Armstrong (1 Troy oz.) | 317.00 | 314.00 |
| Mexican 50 Peso (1.2 Troy oz.) | 382.00 | 378.00 |
| Austrian 100 Corona (.98 Troy oz.) | 299.75 | 296.25 |
| Mexican 20 Peso (.48 Troy oz.) | 160.00 | 159.00 |
| S. Afr. ½ Rand (.50 Troy oz.) | 163.50 | 162.00 |
| U.S. Wright (.50 Troy oz.) | 158.50 | 157.00 |
| Austrian 1 Ducat (.11 Troy oz.) | 37.00 | 35.00 |

These quotes represent the N.Y fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

# FASB Meeting to Discuss Stock Transfers by S&Ls

NEW YORK — Swamped with questions on how thrifts should account for the transfer of stock and dividends from the Federal Home Loan Mortgage Corp., the Financial Accounting Standards Board has called a special meeting for next Tuesday to discuss the transaction.

Staff members of the Securities and Exchange Commission, which also is reviewing the transaction, will have representatives at the meeting, as will major accounting firms that work with thrift clients, a FASB spokeswoman said. She said the accounting board is not expected to rule on the transaction that day.

The meeting, open to the public, will be held Tuesday at 2 p.m. at the FASB headquarters in Stamford, Conn. ■

# Peat . . .

Continued from Page 2

general counsel to Peat marwick, said in a statement.

An attorney for the FDIC said it is the agency's position that "given the extent of contingent liabilities at Penn Square, the FDIC did not have the statutory authority to implement a merger." Under federal alw, the FDIC can only arrange a merger if it is less expensive to the FDIC than a straight payout.

In addition, the accounting firm questioned examination and supervision of Penn Square by the Comptroller Peat Marwick said that in accepting Penn Square as a client, it relied on the results of the Comptroller's special examination of Penn Square in October 1981. That report, according to Peat Marwick, noted improvements in lending staff, loan policy, and controls since an earlier general examination of the bank.

The Comptroller's Office could not be reached for comment.

Peat Marwick alleged that Professional Asset Management, which routed funds to Penn Square, misrepresented itself. "Professional Asset Management concealed information and made false statements for the purpose of inducing Professional Asset Management clients to purchase high-yield Penn Square CDs so as to produce substantial revenues," Peat Marwick stated.

Professional Asset Management could not be reached for comment.

Michigan National was cited in the suit in connection with its loan repurchase agreement with Penn Square. "Michigan National willfully or negligently concealed the existence of the loan repurchase agreement, thereby affecting the accountant's report issued by Peat Marwick in April 1982," Peat Marwick said.

A Michigan National spokesman said he would have no comment on the Peat Marwick suit. ■

# First Interstate . . .

Continued from Page 3

Jr., 63, who becomes chairman of First Interstate Bank Ltd. Mr. Barker will continue as vice chairman of First Interstate Bancorp and a director of First Interstate Bank of California until he retires at yearend.

Bruce G. Willison, 36, was named president and chief executive officer of First Interstate Bank Ltd. He previously was executive vice president of the world banking group at First Interstate Bank of California, the state's fifth largest bank.

Edward M. Carson, 54, was named president of First Interstate Bancorp, succeeding George R. Rothell, 54, who becomes vice chairman responsible for subsidiary banks in the Rocky Mountain states. Mr. Carson currently is chairman and chief executive officer of First Interstate Bank of Arizona, one of the holding company's top performers. The $5 billion bank last year reported a 1.26% return on assets and a 19.39% return on equity.

Gary W. Fiedler, 40, becomes president and chief executive officer of First Interstate Bank of Nevada, succeeding Mr. Siart. He previously was executive vice president of the branch bank system at the California bank. H.N. Gallues, 61, executive vice president, was named chairman.

In Arizona, Robert H. Duckworth, 52, will succeed Mr. Carson as chairman and chief executive officer. Mr. Duckworth previously was executive vice president. Harry D. Johnston, 62, was named president. He previously was executive vice president.

First Interstate Bancorp is the nation's seventh largest bank holding company, with assets of $44.7 billion. ■

## Bank Failures 1982-84

| | 1984 | 1983 | 1982 |
|---|---|---|---|
| Alabama | 1 | 1 | 1 |
| Alaska | ... | ... | ... |
| Arizona | ... | ... | ... |
| Arkansas | 2 | 1 | 3 |
| California | 6 | 5 | 2 |
| Colorado | 2 | 1 | ... |
| Connecticut | ... | ... | ... |
| Delaware | ... | ... | ... |
| Dist. of Columbia | ... | ... | ... |
| Florida | 2 | ... | 1 |
| Georgia | ... | ... | ... |
| Hawaii | ... | ... | ... |
| Idaho | ... | ... | ... |
| Illinois | 5 | 8 | 5 |
| Indiana | 2 | ... | ... |
| Iowa | 3 | ... | 2 |
| Kansas | 7 | 1 | ... |
| Kentucky | 1 | 1 | ... |
| Louisiana | 1 | ... | ... |
| Maine | ... | ... | ... |
| Maryland | ... | ... | ... |
| Massachusetts | ... | ... | 1 |
| Michigan | 1 | ... | 1 |
| Minnesota | 4 | 1 | 1 |
| Mississippi | 1 | ... | ... |
| Missouri | 2 | 1 | 2 |
| Montana | ... | 1 | ... |
| Nebraska | 5 | 1 | ... |
| Nevada | ... | 1 | ... |
| New Hampshire | ... | ... | ... |
| New Jersey | 1 | 1 | 1 |
| New Mexico | ... | ... | ... |
| New York | ... | 2 | 4 |
| North Carolina | ... | ... | ... |
| North Dakota | ... | ... | ... |
| Ohio | ... | ... | ... |
| Oklahoma | 5 | 1 | 3 |
| Oregon | 5 | 5 | ... |
| Pennsylvania | ... | ... | 1 |
| Puerto Rico | 1 | 1 | 1 |
| Rhode Island | ... | ... | ... |
| South Carolina | ... | ... | ... |
| South Dakota | 1 | 1 | ... |
| Tennessee | 11 | 12 | 3 |
| Texas | 6 | 3 | 7 |
| Utah | 1 | ... | ... |
| Vermont | ... | ... | ... |
| Virginia | ... | ... | 1 |
| Washington | ... | ... | 1 |
| West Virginia | 1 | | 1 |
| Wisconsin | ... | ... | ... |
| Wyoming | 2 | 1 | ... |
| Total | 79 | 48 | 42 |

Because of a production error this table did not appear in the Jan. 15 issue with the listings of bank and thrift failures in 1984.

FEDERAL HOME LOAN BANK SYSTEM

Federal
Home Loan
Banks

Bonds

$1,250,000,000
9.20% Series S-1986 Consolidated Bonds
Dated January 25, 1985 Non-Callable Due January 27, 1986
Interest payable on July 27, 1985 and at maturity.
Price 100% CUSIP #313388 MV 9

$925,000,000
10.625% Series J-1988 Consolidated Bonds
Dated January 25, 1985 Non-Callable Due January 25, 1988
Interest payable on July 25 and January 25.
Price 100% CUSIP #313388 MW 7

$410,000,000
11.20% Series D-1990 Consolidated Bonds
Dated January 25, 1985 Non-Callable Due January 25, 1990
Interest payable on July 25 and January 25
Price 100% CUSIP #313388 MX 5

(Available in Book-Entry Form only; Minimum Amount of $10,000).

These Consolidated Bonds are the joint and several obligations of the Federal Home Loan Banks and are legal for investment by savings banks, insurance companies, trustees, and other fiduciaries, under the laws of many states. The offering of these Bonds is made by the Federal Home Loan Banks through the Office of Finance with the assistance of a nationwide selling group of recognized dealers in securities.

Austin C. Dowling, *Director*
Jean C. Chabot, *Manager*
*Office of Finance, Federal Home Loan Banks*
655 15th St., N.W., Suite 850,
Washington, DC 20005

This announcement appears as a matter of record.

New Issue
January 16, 1985

American B

The Daily Financial Services New

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## TODAY

**FED MOVE:** The Federal Reserve has taken a first step toward controlling bank expansion into real estate and investment activities ........ 1

**SIA STUDY:** Financial planning could well be the next general battleground for the financial services industry, according to a study by the Securities Industry Association and Arthur Andersen & Co. ........ 1

**ON-LINE BROKERS:** While the total of on-line retail brokerage customers has doubled since August, the numbers are still tiny ........ 1

**NY EXPANSION:** A bill introduced in the New York legislature by Gov. Cuomo would permit expansion by banking and insurance companies into each other's turf ........ 2

**International Briefing** ........ 2

**RETHINKING OPPOSITION:** The head of the Insurance Services Office suggests that in the face of slackened property/casualty demand, insurers should reconsider their stance against interindustry foes... 2

**CHASE OPTION ENDS:** Chase Manhattan Corp. and Equimark, the troubled Pittsburgh company, have signed an agreement to end Chase's option to buy Equibank ........ 3

**DEPOSIT BROKERAGE:** Edwin Gray, chairman of the Federal Home Loan Bank Board, has made it abundantly clear that he wants a rule limiting deposit insurance on brokered funds ........ 3

**What Analysts Say** ........ 3

**FORTUNE FIGHT:** A dissident shareholder group has turned to fellow stockholders in a brewing proxy battle for Florida's Fortune Financial Group ........ 3

**TEXT:** A study emanating from the Federal Reserve Bank of New York proposes flexible ceilings on brokered deposits and a limit on insurance coverage for them ........ 4

**THE BACK PAGE:** Private, over-the-counter options on foreign currencies have become so popular that British and American brokers are expanding operations ........ 16

### Quote

***We feel our shareholders have the right to know who these people are. We don't see that as unreasonable.***

John D. Sweger, chairman and president of Florida's Fortune Financial Group, which has instituted policies aimed at identifying dissident shareholders. The company claims the dissidents have not properly identified themselves. [3]

**Unquote**

# Financial Planning Shapes Up As Crucial Arena, Study Says

**By ANDREW ALBERT**

NEW YORK — Financial planning appears to be the next "battleground" on which securities firms, banks, and other companies will fight to establish themselves, according to a new survey.

As a result, the late 1980s could see all sorts of financial institutions grappling for customers in the vaguely defined field of financial planning.

These are among the findings gleaned from a survey conducted jointly by the Securities Industry Association and Arthur Andersen & Co., the accounting firm.

SIA officials say they view their new study as a "planning document" for participants in the financial services industry. It was unveiled at a press conference here Wednesday.

More than 600 individuals were polled, including top executives at securities firms and competing organizations such as banks, thrifts, and insurance companies. Congressional staffers, financial regulators, and consumers were also questioned.

"It's pretty clear that the battlefield is going to be based on who will be the financial planner of the '80s," said

➼ SIA Study: Page 14

# Computerized Investors Reach 6,500

## Nine Brokerage Firms Now Offer Retail Service, Two Via Home Banking

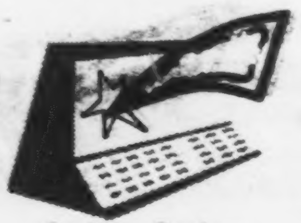
**By DAVID O. TYSON**

NEW YORK — On-line brokers now have an estimated 6,500 retail customers entering orders to buy and sell securities using microcomputers or terminals.

This is double the number that the *American Banker* estimated last August when it published its first tally. But despite that five-month growth, huge in absolute terms, on-line investors remain a minuscule fraction of the shareholder population, estimated by the New York Stock Exchange at 42 million in 1983.

Nine brokers, all of them discounters, now offer an on-line service.

Tabular Guide to the On-Line Brokers, Page 6



On-Line Brokers

The latest to go live is Rose & Company Investment Brokers Inc., the Chicago-based affiliate of Chase Manhattan Bank. Last month, Chase launched its Spectrum home banking program, which includes brokerage among its functions.

However, the first time banking and brokerage were linked on the same videotex menu was last October when Citibank added an on-line capability to Focus, its

➼ On-Line: Page 6

# Fed Questions State Bank Hop Into Real Estate

## Board Asks for Comment; Legal Experts Doubt Power

**By ROBERT TRIGAUX**

WASHINGTON — The Federal Reserve Board on Wednesday took a first step toward asserting its authority over bank expansion into real estate development and investment activities allowed under state laws.

In an extended board meeting marked by differences of opinion among board governors, Fed staff members, and even the viewing public, the Federal Reserve chose to seek public comment for 60 days on whether bank holding companies should participate in real estate development — specifically through subsidiaries of the holding company or of a state-chartered bank owned by the holding company.

Controversy over the Fed's action stems from several concerns. In general, loopholes in banking laws and market forces are outdating both federal law and regulation — in this instance forcing the Fed to try and catch up in its role as a major banking supervisor.

Close to a dozen states, including California, New York, and Ohio, have passed laws permitting state-chartered banks to enter the real estate investment and development business. A rule tentatively discussed by the Fed on Wednesday could conflict with state laws by placing investment caps and requiring additional capital for such banking activities in holding companies.

The Fed, which regulates bank holding companies, traditionally has con-

➼ Fed: Page 15

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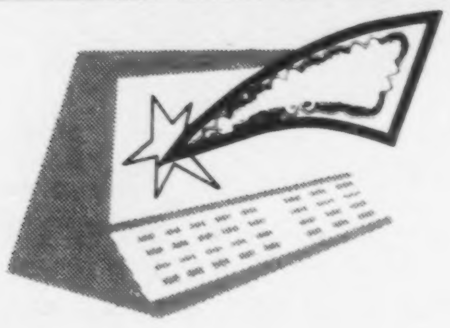

# A Guide to On-Line Securities Brokers

Revised 1/16/85

| Name of broker | System | No. of On-Line Accts. | Commissions $30 Stock 100 Shares | Commissions $30 Stock 1,000 Shares | Min. | Clear Through | Hours of Operation, Connect charges | Get stock Prices? | Call up Portfolio | Real Time? | Order Handling (Ticket written, (msg. rekeyed, or switched?) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Max Ule division, Rosenkrantz, Ehrenkrantz, Lyon & Ross Inc. (May 1982) | Tickerscreen | 900 | 43.12 | 199.96 | $30 | Rothschild | 5 p.m. to 9 a.m. weekdays, all day weekends, holidays. No connect charges direct, only via CompuServe | Yes | No | No | Written |
| C.D. Anderson & Co., San Francisco (July 1983) | TradePlus | 500 | 37.80 | 135.00 | $30 | Broadcort Securities Corp. | Round the clock. $15/month for one hour. Then $24/hour 7 a.m. to 6 p.m. on business days, $6/hour other times. | Yes | Yes | Yes | Rekeyed |
| North American Investment Corp., East Hartford, Ct. (Nov. 1983) | Own | 600 | 37.19 | 185.00 | $35 | Pershing | Round the clock via Delphi, at $16 hour 8 a.m. to 6 p.m. business days, $6/hour other times. | Yes | No | Yes | Rekeyed |
| Fidelity Brokerage Services, Boston (March 1984) | TradePlus | N.A. | 40.00 | 139.00 | $30 | Self | Round the clock. $15/month for one hour. Then $24/hour 7 a.m. to 6 p.m. on business days, $6/hour other days | Yes | Yes | Yes | Rekeyed |
| Unified Management Corp., Indianapolis (April 1984) | Unisave | 549 | 30.00 | 100.00 | $30 | Self | Round the clock. Connect charge for research only | Yes | Yes | No | Switched |
| Security Pacific Brokers Inc., Pasadena,, Cal.(July 1984) | Wilshire Associates | N.A. | 45.00 | 155 | $35 | Self | Round the clock. $30/hour 6 a.m. to 2 p.m. Pacific time business days, $20/hour 2 p.m. to 10 p.m. business days, $10/hour other times | Yes | Yes | Yes | Switched |
| Quick and Reilly Inc., New York (Oct. 1984) | Citibank Focus | N.A. | 40.00 | 175 | $40 | Self | 9 a.m.to midnight every day. No connect charges. | Yes | Yes | Yes | Rekeyed |
| Spear Securities Inc., Los Angeles (Nov. 1984) | The Source | 350 | 60.00 | 133 | $60 | Securities Settlement Corp. | Round the clock. $30/hour 6 a.m. to 2 p.m. Pacific time business days, $20/hour 2 p.m. to 10 p.m. business days, $10/hour other times. | Yes | Yes | Yes | Switched |
| Rose & Company Investment Brokers Inc., Chicago (Dec. 1984) | Chase Manhattan Bank | N.A. | 35.00 | 145 | $25 | Self | Round the clock, every day. No connect charges | Yes | Yes | No | Rekeyed |

# Computerized Investors Reach 6,500 with Nine Firms Offering Service

**Continued from Page 1**

asset management account. It is available only to Focus customers with IBM PCs or compatibles. Citibank turns the orders over to Quick & Reilly Inc., a New York discount broker.

The Focus on-line service is separate from the Direct Access home banking which Citibank introduced in December and is marketing heavily in the New York area. The bank believes any home banking customer who wants brokerage, too, can get it with a Focus account.

Chase and Citibank will not disclose the number of on-line customers they have. Neither will Security Pacific Brokers Inc., which previously had about 200 customers. Nor will Fidelity Brokerage Services, which still claims to have more than all the other on-line brokers put together.

Unified Management Corp., an Indianapolis brokerage and investment management firm, is the most accurate and timely in disclosing numbers. Nicholas Kaiser, president, was asked for an update on Wednesday, and, while a reporter was on the phone, he called up the total from Unified Management's Prime computer system: The firm has 549 on-line customers among the 2,011 with Unisave, its asset management accounts.

### February Changes

North American Investment Corp. intends to challenge the Fidelity boast that it has the biggest on-line clientele. A full-service firm based in East Hartford, Conn., North American has been discounting commissions for the 600 or so of its customers who enter orders over the Delphi network, a data base system. North American's service is called Naico-Net. Now it plans to put a new service called Insight within reach of telex users around the world through MCI International.

"We'll be the largest computerized brokerage system in the world, with a potential base of over two million telex users, plus Delphi's 4,500 subscribers," Edward M. Kopko, North American president, said in a phone interview.

Feb. 1 is the target date to launch Insight. Mr. Kopko said it will be truly interactive and that telex users anywhere can fill out an account application on line.

"But to access all other information — stock quotes, commodity quotes, research, various information bases — they will not have to open an account," he said. "They are authorized right away. They pay the regular telex rates. There are no extra charges."

Also on Feb. 1, Max Ule, the inventor of on-line brokerage, will sever his connection with Rosenkrantz, Ehrenkrantz, Lyon & Ross Inc. and become a division of another New York firm — Ingham, Becker & Co. His phone numbers remain the same. He will start clearing through National Financial Services Corp., a Fidelity unit.

Meanwhile, the entry of another big player in on-line brokerage — Chemical Bank — has been delayed.

Chemical had expected to add brokerage via TradePlus to its Pronto home banking service by this time. Any Pronto licensee bank would make its own arrangements for a broker to come in via TradePlus. Charles S. Forbes, Chemical vice president, says Chemical itself may use more than one broker when it introduces the service.

"It looks like spring for TradePlus now," he said. "We're still working up marketing plans." ■

This announcement appears as a matter of record only

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## TODAY

monday

A NEW FEATURE

Today the *American Banker* launches **news monday**, a weekly news review and outlook you can pull out and save for reference. (Today it's on page 11.) This new feature takes a look at the top news events in the financial services industry in the previous week and offers some perspective and a sense of where a new development may be going. The pullout section should be particularly useful for you when you've been away from the office for a few days and need a fast review of the last few day's major news events. Within **news monday** you'll also find another popular weekly feature, **washington monday**, written by our Washington bureau. In the coming weeks we hope to expand the **news monday** section and to add new features. This news review is part of our goal of helping busy readers use their limited time to greater advantage. We welcome your comments and suggestions on what else you would like to see included in this new feature.

Oh yes, for those holiday Mondays when we're closed, we'll be publishing **news tuesday** instead. Happy Monday.

Washington Monday

**POWER ON THE PANEL:** It may be Rep. Fernand J. St Germain's committee, but many lobbyists say the real power on the House banking panel is Rep. Frank Annunzio of Chicago, who's "got his finger on all the goodies" .......... 13

**AN AUTOMATIC DEAL:** Eastman Kodak and a Rochester-based bank announced what may be the largest installation of electronic banking machines at a corporate office ...... 1

**NET WORTH DROP:** A Kansas thrift under investigation in connection with linked financing deals has reported a major net worth drop ..... 1

**COMMENT:** Sen. William Proxmire says that 1984 wasn't as bad a year for banks as the failure statistics might suggest.......... 4

**Have You Commented?**.......... 17

**Annual Meeting Dates** .......... 20

**BACK PAGE:** Citicorp is one of the fastest growing bank companies in the Twin Cities area .......... 24

# Kodak to Get Largest Bank-at-Work Teller Machine System

By MICHAEL WEINSTEIN

NEW YORK — Eastman Kodak Co. and Chase Lincoln First Bank N.A., both of Rochester, N.Y., announced what is believed to be the largest installation of electronic banking machines at a corporate office.

Twenty-four cash dispensers, to be operated by the bank, are being installed at four Eastman Kodak facilities in Rochester so that employees with special plastic cards can get cash from their checking accounts at any of 16 financial institutions that are participating in the program. Industry observers said it is the largest worksite teller machine system in the nation.

Electronic banking facilities have been appearing in some corporate offices in recent years, since companies see them as a way to expedite the check-cashing process for employees on payday.

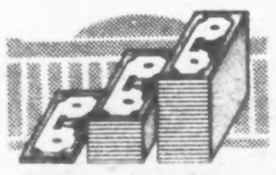
Worksite automated teller machines represented about 4% of all the ATMs installed by commercial banks, according to a 1983 survey by Bank Administration Institute, a

➞ Kodak: Page 23

# S&L Being Probed Cites Plummet in Net Worth

By RICHARD RINGER

CHICAGO — A Kansas City, Kan., thrift under investigation in connection with linked financing deals has reported that its net worth plummeted in the 1984 third quarter to a negative $321,000, a figure disputed by federal officials, who said it was understated by more than 100%.



Thrifts

The third-quarter figure for Coronado Federal Savings & Loan Association was contained in the thrift's quarterly financial report released last week by the Federal Home Loan Bank Board.

At the end of the second quarter of 1984, Coronado Federal had a negative net worth of $188,000. At the end of last year's first quarter the net worth figure was a negative $122,000.

But those figures are considerably understated, a Bank Board official said. The official said Coronado Federal's actual net worth at the end of the 1984 third quarter was a negative $743,000, a negative $610,000 for the 1984 second quarter, and a negative $544,000 at the end of last year's first quarter.

The difference is due to how the Bank Board and Coronado Federal account for $422,000 at the end of each quarter last year. The Bank Board, said the official, considers the amount to be a valuation on substandard assets that should be subtracted from Coronado Federal's reported total assets.

But Coronado Federal, said the Bank Board official,

➞ Coronado: Page 22

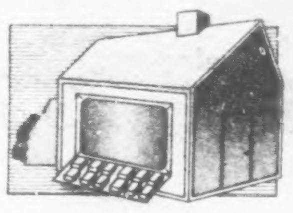
# Home Bank Customers Grow to About 44,000

## Chemical Bank Clear Leader with 21,000

By DAVID O. TYSON

NEW YORK — The *American Banker* estimates 44,000 consumers and small businesses now use microcomputers and terminals to do their banking from homes, offices, hotel rooms, airport club lounges, and other remote locations.

Twenty-two banks, thrift institutions, and credit unions are in full commercial operation with home banking programs; 25 others are in pilot tests; and another 15 have disclosed plans to offer bank-at-home services eventually.



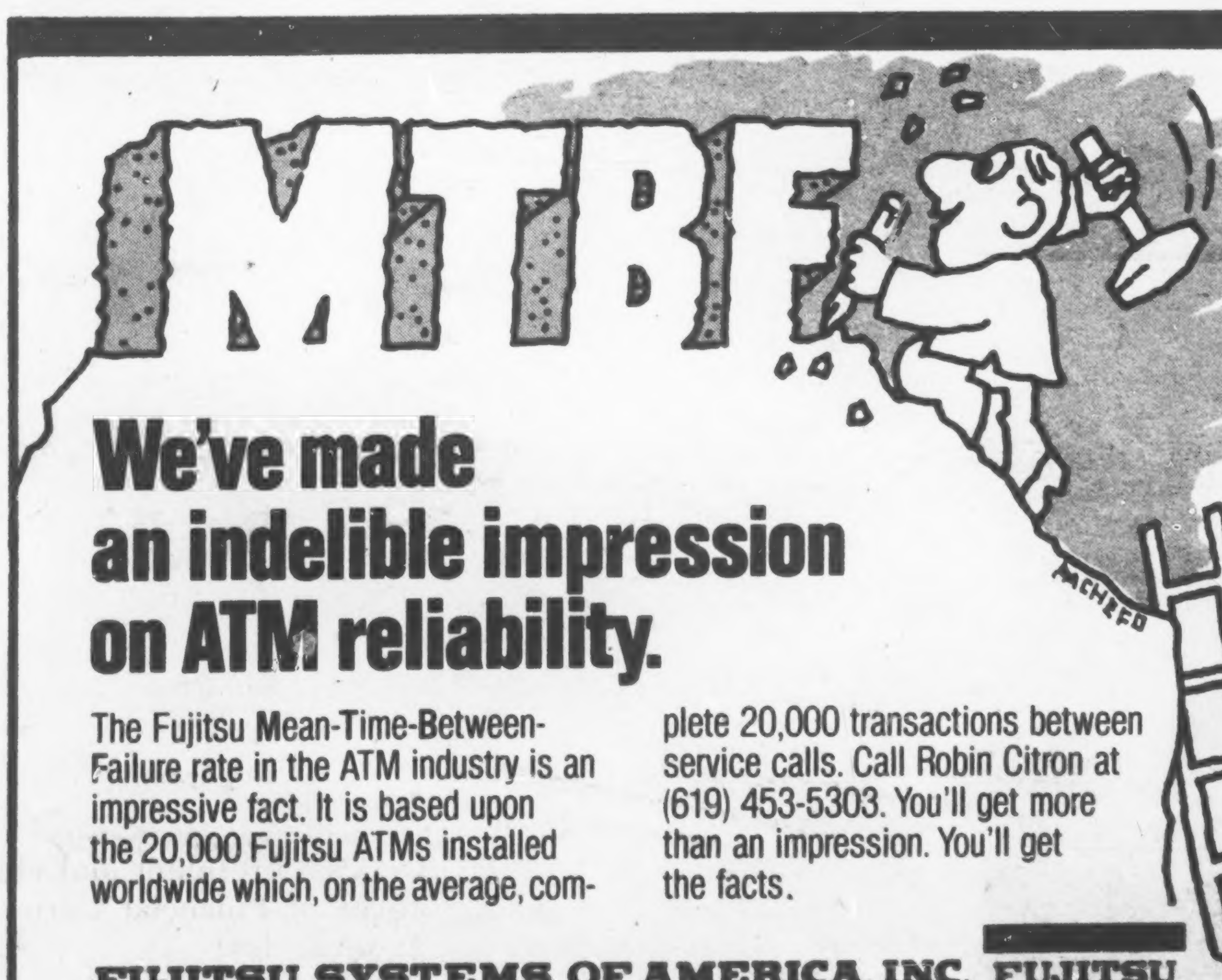
Home Banking

In terms of customers, Chemical Bank is the leader in this emerging way of delivering retail financial services. The New York bank has issued personal identification codes, or PICs, to 21,000 individuals so they can access Pronto, its videotex system built around home banking.

Previously, Chemical Bank had reported only the households that are signed up for Pronto, currently 16,000, since it issues an encoded software diskette to each. But in many of the households, more than one individual uses the disk to bank via Pronto and each individual has his own identification code.

This put Chemical and other banks using special software

➞ Home Banking: page 16



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## RBS Purchases 4.9% Of Mid America Stock

**Special to the American Banker**

LOUISVILLE, Ky. — RBS, a limited partnership being advised by an affiliate of Pennsylvania's second-largest bank holding company, has purchased 4.9% of the stock of Mid America Bancorp, Bank of Louisville's parent company.

Bertram Klein, president of Mid America, said the 220,000 shares were sold for about $17 each, making the transaction's value about $3.7 million.

The stock represents about half the Mid America holdings of the estates of Jack and Florence Simon, who died in 1983 and 1984, respectively. Mr. Simon was a president of the Royal Bank of Louisville, which merged with Bank of Louisville in 1963.

Mr. Klein said the sale occurred to meet the liquidity needs of the estates. He said he has been assured by the estates' executor, Louisville attorney Joseph Kaplan, that the rest of the Simons' shares would "not be sold at any time in the near future."

Mr. Klein said he also has been assured that RBS is acquiring the stock solely as a passive investment. He said it has not asked for representation on the company's board.

Mr. Klein said he did not know any of RBS' principals, but is familiar with Provident National Investment Corp. of Philadelphia, the firm that is advising it.

Provident is an investment advisory affiliate of PNC Financial Corp. in Pittsburgh, a $12.9 billion bank holding company with banks in Pittsburgh, Philadelphia and Erie, Pa., and one in Delaware.

The Klein family owns about 35% of Mid America, and Mr. Klein said the family has no intention of selling any of its interest. ■

## Wilson & Muir Ups Offer for Bullitt County Shares

**Special to the American Banker**

BARDSTOWN, Ky. — Wilson & Muir Bancorp Inc. of Bardstown has raised its offer for shares of the Bullitt County Bank.

The Bardstown bank holding company is offering $2,175 per share, $125 per share more than the first offer it made Jan. 11.

Robert E. Sutherland, Wilson & Muir president, said that nearly 40% of the 2,000 shares had been tendered just two days after the first offer.

Wilson & Muir also reduced the minimum number of shares required to satisfy its offer from 66.67% to 50.05%, or 1,001 of the shares outstanding, Mr. Sutherland said.

Following Wilson & Muir's first offer, a Bullitt County group consisting of J. Chester Porter, William G. Porter, and Dr. Ronald Masden made a counteroffer of $2,150 a share.

The Bullitt County group made an unsuccessful bid for the $17 million-asset bank at $1,000 a share last fall and subsequently attempted to gain control by approaching individual shareholders. ■

## Toll-Free Number For Bank Queries

**By PHILIP T. SUDO**

NEW YORK — The New York State Banking Department has established a toll-free telephone number to handle consumer complaints and public inquiries.

The number, 1-800-522-3330, is the second consumer assistance measure the department has introduced in the last four months. In October, the department released a "consumer shopping guide" with information on interest rates and fees at most of the state's banks and savings and loan institutions.

Vincent Tese, superintendent of banks, said in a statement, "This new toll-free telephone number will provide us with another opportunity to better serve the public's needs, especially those in the upstate areas of New York, where telephone access to the Banking Department's headquarters in New York is not only inconvenient but expensive."

Mr. Tese said bank examiners will answer the public's questions on banking issues. If the caller has a complaint against a state-chartered institution, he or she will be asked to provide the department with the facts of the problem in writing, including copies of pertinent documentation.

The number is in service between 9 a.m. and 5 p.m. Monday through Friday. For those in the 212 and 718 area codes, the banking department can be reached directly by dialing 488-2248. Toll-free calls to the banking department can be made only within New York State. ■

## Home Banking . . .

Continued from Page 1

at a disadvantage in determining market position, since such software is not required by many institutions offering home banking. The Bank of America, heretofore considered No. 1, has an open system that relies for identification on the personal identification codes, passwords, and account numbers that the user himself enters, not codes entered automatically by a software program.

To standardize its survey, the *American Banker* asked Chemical and other institutions to disclose the total number of personal identification codes issued to home banking customers.

On that basis, Bank of America is second with 16,000.

Third probably is Citibank, which had 1,000 in its HomeBase pilot test and is believed to have converted most to Direct Access, its new fully operating program. Citibank declines to disclose how many use Direct Access but says new customers have been signing on steadily since it was introduced in December. Its Focus asset management accounts, an upscale product, also can go on line since October.

Fourth is Madison National Bank, Washington, with 650 in its proprietary system, up from 550 in October.

Beyond that, no institution appears to have more than a few hundred on-line customers. The growth has been slow. It is expected to accelerate as the technology catches on and banks improve their systems and add enhancements.

Only one bank has dropped out of home banking recently — Farmers State Bank & Trust Co., Jacksonville, Ill., which had seven customers in a pilot test of a system it designed.

In the *American Banker* issue of Oct. 29, Continental National Bank, Miami, was shown incorrectly as having 950 online customers, which would have been a huge increase. The bank acknowledges that it furnished a total combining ATMs and home banking customers. Its home banking customers now number 270.

Chemical Bank issued a news release on Thursday, announcing it now has more than 16,000 households in Pronto and noting this was a 150% increase since last July.

"It appears that electronic banking and information services are taking hold," the release said.

The bank said a survey shows that 53% of Pronto subscribers have incomes of more than $50,000 and 36% earn between $25,000 and $50,000 annually. The largest age group comprises those between 35 and 49 who account for 44% of users. Almost 45% have college degrees and 39% have graduate degrees.

"More than 1,200 households now are signing on monthly, and the percentage of those new to Chemical is 18%, up from the 16% September figure," Robert B. Willumstad, senior vice president, said in the announcement.

"They also tend to open more new accounts with the bank. The average Pronto user has more than twice as many accounts with the bank as non-Pronto Chemical customers."

Chemical said that households in which two people use the service accounted for 41% of the total. In 7%, three or more use it.

The aggregate numbers seem certain to grow. For example, the New York market is under a barrage of advertising and in-branch promotion by Chemical's competitors — Manufacturers Hanover Trust Co., Citibank, and Chase Manhattan Bank. All rolled out full commercial home banking programs in late 1984. None will say how many users have signed on.

The next program to go live probably will be that of Security Pacific National Bank, Los Angeles. It has repeatedly delayed plans to hook into the Gateway videotex system in Orange County, Calif., via VideoFinancial Services. Early February now is the target.

VideoFinancial Services also has a deal with CompuServe to be the gateway for banks into that on-line information service. William S. Harris, the VideoFinancial president, says a series of announcements are forthcoming.

Another system operator — Shuttle Corp., Redmond, Wash. — expects to put Louisiana National Bank, Baton Rouge, on line in the first quarter and says it has contracts with other institutions.

The NCR Universal Credit Union, Dayton, Ohio, has formed a cooperative to share research and development expenses with three other credit unions and expects the others to go live in April on CompuServe. NCR Universal itself has 150 on-line customers.

And Southeast Bank, Miami, is considering making its service available to personal computer users, not just through the Sceptre terminals required for Viewtron, the videotex system in southern Florida.

Viewtron has fallen far short of its promoters' hopes. Mr. Harris of VideoFinancial says it has 3,200 to 3,500 subscribers altogether and the home banking customers in that group number less than 1,000.

Whatever the exact number, only 74 of them are in the four other Viewtron banks with operating or pilot programs. The rest are in Southeast, which has not disclosed the number. Lester Freeman, Southeast marketing officer, did not respond to telephone requests for the total.

The problem is costs for the user. Though it brings in videotex pages of beautiful color and graphics, the Sceptre terminal is $600 to buy or $39.95 a month to lease as part of a subscriber package. But its use is limited to Viewtron.

By contrast, the owner can use a microcomputer for a growing array of functions, either on line to a videotex service or off line with his own software. He sacrifices high resolution color and graphics for a text-only system that is more diversified. He may pay more for it but he can do more. ■

## Home Loan Banks Complete System's 1st Eurobond Issue

**By ANDREW ALBERT**

WASHINGTON — The Federal Home Loan Bank System has completed its first Eurobond issue, marking an important step toward broadening its traditional investor base to meet future financing needs.

Proceeds of the $200 million issue will be added to the general funds of the Federal Home Loan Banks and will be made available to member thrift institutions for loans, primarily mortgages.

The issue, which was settled Jan. 10, consists of $200 million in five-year obligations. The bonds will pay annual interest of 11%.

Finance officials at the Home Loan Bank System estimate the issue will save them $700,000 in interest costs, compared with a similar offering in the domestic market.

The issue is the Home Loan Bank System's first entry into the Eurobond market since recent congressional legislation removed the 30% withholding tax on foreign holders of U.S. debt. Sale of the bonds will provide funds for Federal Home Loan Bank lending at a rate competitive with domestic sources, the agency said.

In a news release, Federal Home Loan Bank Board Chairman Edwin J. Gray said the system "will continue to tap the Eurobond market when the [12] banks need additional funding and the market is receptive to our presence."

The release also said that the Home Loan Bank System intends to develop this market in the future as it adopts a more global financing perspective. Cultivation of the Euromarket represents an opportunity for the bank system to enhance its financing flexibility, it added.

At the same time, the system said it would respect the relative sizes of the markets in which it operates, and their ability to satisfy its borrowing needs.

Mr. Gray first announced plans to enter the Euromarket on Dec. 5.

The bonds were marketed through an international banking syndicate led by Credit Suisse First Boston Ltd. ■

## British One-Pound Notes No Longer Quid Pro Quo

LONDON (UPI) — Inflation claimed another victim last week: Britain's treasury stopped producing one-pound notes after 187 years.

There are still 550 million of the bills in circulation, but the treasury expects they will be withdrawn by the end of the year.

Instead, the treasury is continuing to mint one-pound coins, despite initial public disapproval of the small coin. Its critics included Prime Minister Margaret Thatcher.

Inflation doomed the one-pound note. When the pound — popularly called a quid — was worth several dollars, it figured in far fewer transactions than it does today, with its current value of about $1.11.

Consequently, it now wears out so fast that its average life is only nine months as against 40 years for a coin. It costs 3 million pounds to print a new issue of the notes. ■

## To Our Readers

The financial services stock tables and summary were not published today because of technical problems. ■

# Who's Who in Home Banking Nationwide

**ACI:** Applied Communications Inc.'s Base24. **AP:** Associated Press. **CIS:** CompuServe. **DA:** Data One Inc., Knoxville. **DJ:** Dow Jones News/Retrieval. **HAR:** Harbinger Home Computer Services Inc., Atlanta. **HBI:** Home Banking Interchange. **INF:** Informart. **KFX:** Keyfax. **K-R:** Knight Ridder Newspapers' Viewdata Corp. of America Inc. **NCR:** NCR Universal Credit Union's Companion At-Home. **NOA:** National Oceanic & Atmospheric Administration. **Own:** Proprietary. **PRO:** Pronto. **SHU:** Shuttle Corp.'s Scratch Pad. **SO:** The Source. **T-M:** Times Mirror Videotex Services. **VBK:** VistaBanc (Toledo Trust Co.) **VFS:** VideoFinancial Services of America.
■—Operational.□—Pilot.○—Planned. X—No plans to implement. •—New entry in table. +—Revised entry.

Table revised 1/18/85.

| | Institution | Status | System | Bill Paying | Statement On-Line | Brokerage | No. of User IDs | Additional Service Provider |
|---|---|---|---|---|---|---|---|---|
| **ARIZONA** | Western Savings & Loan Assn., Phoenix | □ | HBI | □ | □ | ○ | 100 | T-M, INF |
| **ARKANSAS** | Worthen Bank & Trust Co., Little Rock | □ | PRO | □ | □ | ○ | 87 | PRO |
| **CALIFORNIA** | Bank of America NT&SA, San Francisco | ■ | Own | ■ | ■ | ○ | 16,000 | T-M |
| | Crocker National Bank, San Francisco | □ | PRO | □ | □ | X | 200 | PRO |
| | First Interstate Bank of Calif., Los Angeles | □ | Own | □ | □ | X | 240 | SO |
| | IBM Pacific Credit Union, San Jose | ○ | NCR | ○ | ○ | ○ | -- | CIS |
| | Security Pacific National Bank, Los Angeles | ○ | VFS | ○ | ○ | ○ | -- | T-M |
| **CONNECTICUT** | Colonial Bank, Waterbury | □ | HBI | □ | □ | X | 70 | T-M, INF |
| | + Union Trust Co., New Haven | ■ | PRO | ■ | ■ | ○ | 200 | PRO |
| **DISTRICT of COLUMBIA** | American Security Bank | ○ | PRO | ○ | ○ | ○ | -- | PRO |
| | + Madison National Bank | ■ | Own | ■ | ■ | ○ | 650 | O |
| **FLORIDA** | Bank of Coral Gables | ■ | VFS | ■ | ■ | ○ | 8 | K-R |
| | Barnett Bank, Jacksonville | □ | HBI | □ | □ | X | 100 | T-M, INF |
| | Chase Federal Savings & Loan, Miami | ○ | VFS | ○ | ○ | ○ | -- | K-R |
| | City National Bank, Miami | ○ | VFS | ○ | ○ | ○ | -- | K-R |
| | Coconut Grove Bank, Miami | ○ | VFS | ○ | ○ | ○ | -- | K-R |
| | Continental National Bank, Miami | ■ | Own | ■ | ■ | ○ | 270 | X |
| | County Natl. Bank of South Fla., North Miami Beach | □ | VFS | □ | □ | ○ | 37 | K-R |
| | Dade Savings & Loan Assn., Miami | ○ | VFS | ○ | ○ | ○ | -- | K-R |
| | Dadeland Bank, Miami | ■ | VFS | ■ | ■ | X | 23 | K-R |
| | Flagler National Bank, West Palm Beach | □ | VFS | □ | □ | ○ | 6 | K-R |
| | Fla. National Banks of Fla., Jacksonville | □ | PRO | □ | □ | ○ | N.A. | PRO |
| | The Mall Bank, West Palm Beach | ○ | VFS | ○ | ○ | ○ | -- | K-R |
| | Southeast Bank NA, Miami | ■ | VFS | ■ | ■ | ○ | N.A. | K-R |
| **GEORGIA** | • Fulton Federal Savings & Loan Assn., Atlanta | ■ | HAR | ■ | ■ | X | N.A. | |
| **ILLINOIS** | Continental Illinois NB&T Co., Chicago | □ | HBI | □ | □ | X | 75 | T-M, INF |
| | First National Bank of Chicago | ○ | KFX | ○ | ○ | ○ | -- | KFX |
| **LOUISIANA** | • Louisiana National Bank, Baton Rouge | ○ | SHU | ○ | ○ | X | -- | AP,NOA |
| **MASSACHUSETTS** | Shawmut Corp., Boston | ■ | Own | ■ | ■ | X | N.A. | X |
| **MICHIGAN** | First of America Bank Corp., Kalamazoo | □ | HBI | □ | □ | X | 120 | T-M, INF |
| | Manufacturers National Bank, Detroit | □ | PRO | □ | □ | X | 200 | PRO |
| | National Bank of Detroit | □ | Own | □ | □ | ○ | 120 | X |
| **MINNESOTA** | Northwest Orient Airlines Credit Union, Minneapolis | ○ | NCR | ○ | ○ | ○ | -- | CIS |
| **NEW YORK** | + Chase Manhattan Bank NA, New York | ■ | Own | ■ | ■ | ■ | N.A. | X |
| | Chemical Bank, New York | ■ | PRO | ■ | ■ | ○ | 21,000 | PRO |
| | + Citibank(Direct Access), New York | ■ | Own | ■ | ■ | ○ | N.A. | DJ |
| | • Citibank(Focus), New York | ■ | Own | ■ | ■ | ■ | N.A. | X |
| | + Empire of America Bank, Buffalo | □ | Own | □ | ○ | X | 150 | ○ |
| | Manufacturers Hanover Trust Co., New York | ■ | ACI | ■ | ■ | X | N.A. | X |
| | Marine Midland Bank NA, New York | □ | HBI | □ | □ | X | 100 | T-M, INF |
| | United States Trust Co., New York | ■ | Own | X | ■ | ■ | 100 | X |
| **NORTH CAROLINA** | First Union National Bank, Charlotte | □ | HBI | □ | □ | X | 40 | T-M, INF |
| | • NCNB National Bank, Charlotte | ○ | VFS/CIS | ○ | ○ | ○ | -- | CIS |
| | • Wachovia Bank & Trust Co., Winston-Salem | ○ | VFS | ○ | ○ | ○ | -- | K-R |
| **OHIO** | BancOhio National Bank, Columbus | □ | HBI | □ | □ | X | 50 | T-M, INF |
| | Huntington National Bank, Columbus(BancShare) | ■ | CIS | ■ | ■ | ○ | N.A. | CIS |
| | Huntington National Bank, Columbus(ExpressWire) | ■ | Own | -- | -- | X | N.A. | X |
| | National City Bank, Cleveland | □ | HBI | □ | □ | X | 45 | T-M, INF |
| | NCR Universal Credit Union, Dayton | ■ | NCR | ■ | ■ | ○ | 150 | CIS |
| | Society National Bank, Cleveland | □ | HBI | □ | □ | X | 45 | T-M, INF |
| | Third National Bank, Dayton | □ | HBI | □ | □ | X | 50 | T-M, INF |
| | + Toledo Trust Co. | ■ | VBK | ■ | ■ | ○ | 200 | ○ |
| | • Trustcorp Inc., Columbus | ○ | VBK | ○ | ○ | ○ | -- | ○ |
| **PENNSYLVANIA** | Penn Security Bank & Trust Co., Scranton | ■ | Own | ■ | ■ | X | 175 | O |
| **SOUTH CAROLINA** | Bankers Trust Co. of S.Carolina, Columbia | □ | PRO | □ | □ | ○ | 200 | PRO |
| **TENNESSEE** | United American Bank, Memphis | ■ | DA | ■ | ■ | X | 95 | X |
| | ONRL Credit Union, Oak Ridge | ○ | NCR | ○ | ○ | ○ | -- | CIS |
| **TEXAS** | Mercantile National Bank, Dallas | ○ | Own | ○ | ○ | ○ | -- | ○ |
| **WASHINGTON** | Peoples National Bank, Seattle | □ | HBI | □ | □ | X | 59 | TM, INF |
| **WISCONSIN** | First Wisconsin National Bank, Milwaukee | □ | HBI | □ | □ | X | 150 | TM, INF |
| **CANADA** | Bank of Montreal(Grassroots) | ■ | INF | ○ | ■ | X | 150 | INF |
| | Bank of Montreal(HBI) | □ | HBI | □ | □ | X | 181 | T-M. INF |

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# American Ba

The Daily Financial Services Newsp

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CONGRESSIONAL INFOR SREV SRI
SUSAN GARNER
4520 E. WEST HIGHWAY
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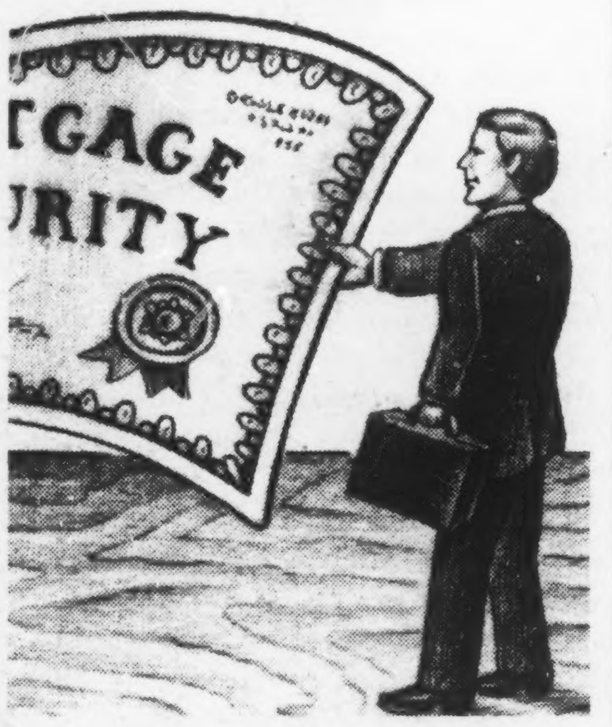
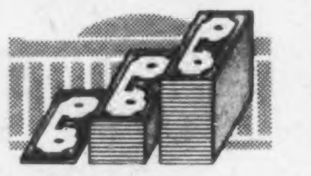
VOL. CL NO. 18 Friday, January 25, 1985 150th Year

**TODAY**

## Secondary Mortgage Market Review



Consumers would participate more directly in housing finance under plans by a Boston thrift to sell mortgage-backed securities to its customers, writes *American Banker* reporter David LaGesse in describing the opportunities the secondary mortgage market offers consumers and thrifts. Today's section begins on page.......... 9


Thrifts

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**A DEPARTURE:** Joel T. Williams 3d, the president and chief executive of H.R. "Bum" Bright's recently organized Bright Banc Savings Association, says he will leave that position 6

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**RANDOM THOUGHTS** on duration, loan pricing, and the efficient pricing of stocks.......... 4

**Executive Changes**.......... 26

**THE BACK PAGE:** Harold Greenwood is leading Minnesota's largest thrift from dark times into the light.......... 32

**Quote**

***I brought this company back from the brink. People have called me the Lee Iacocca of the thrift industry.***

Harold W. Greenwood, chief executive officer of Midwest Federal Savings and Loan Association, commenting on his success at the thrift. [32]

**Unquote**

# Random Thoughts

By SANFORD ROSE

Donald R. Van Deventer and Dennis G. Uyemura of First Interstate Bancorp. report that they are using duration in First Interstate's asset-liability planning. (Mr. Uyemura is manager of the bank's asset-liability management department.)

Only they don't call it duration. It is instead referred to as interest rate elasticity (IRE), defined as the percentage or dollar impact of a 100-basis-point change in rates on the market value of equity, the spread, or the capital-asset ratio.

Say the two bankers in an article that will be published in the Feb. 14 issue of the *American Banker:*

"We feel that interest rate elasticity provides a framework that complements gap analysis and simulation in three ways:

"(1) It emphasizes more than short-term results. All expected cash flows are properly weighted into the risk result.

"(2) It sensitizes management to the effect of interest rates on stock-price behavior, thus adding a shareholder perspective missing

Random Thoughts: Page 4

## Primary Capital Climbs

| | Primary Capital Ratios | | |
|---|---|---|---|
| | 12/31/84 | 9/30/84 | 12/31/84 |
| Citicorp | 6.03% | 5.83% | 5.05% |
| BankAmerica Corp. | 5.86 | 5.71 | 5.06 |
| Chase Manhattan Corp. | 6.42 | 6.27 | 5.48 |
| Manufacturers Hanover Corp. | 5.77 | 5.70 | 5.01 |
| J.P. Morgan & Co. | 7.08 | 7.03 | 6.97 |
| Chemical New York Corp. | 6.32 | 5.80 | 5.52 |
| Security Pacific Corp. | 6.24 | 6.30 | 5.69 |
| First Interstate Bancorp | 6.13 | 6.14 | 5.84 |
| Bankers Trust New York Corp. | 6.28 | 6.04 | 5.64 |
| First Chicago Corp. | 6.08 | 5.93 | 5.64 |

# Most Big Banks Have Hiked Capital In Excess of Regulatory Guidelines

By JOHN P. FORDE

NEW YORK — Using a number of methods, most of the nation's major banks beefed up their primary capital so much in 1984 that they now exceed the increased regulatory guidelines that were proposed earlier this year.

Total primary capital of the 10 largest bank holding companies rose to an average of 6.22% of assets at the end of 1984, up from 6.08% at Sept. 30 and 5.59% at the end of 1983.

Ronald I. Mandle, an analyst with Paine Webber Inc., pointed out that the progress made by major bank holding companies puts most of them over the 6% capital-to-assets threshold mandated by federal regulators.

The only bank holding company with primary capital that is below 6% is BankAmerica Corp., which still has until the end of 1986 to reach that point.

Mr. Mandle said the fourth quarter gave banks an opportunity "to both have good earnings and to build up the balance sheet as well," giving the companies a chance to satisfy investors with good earnings and regulators with increased reserves.

The concerted move to raise capital was expected by analysts, especially in light of the increased primary capital guidelines being pushed by regulators and the public "floggings" of two major bank holding companies by federal regulators during the fourth quarter.

In November, the Comptroller of the Currency told the Bank of America and the First National Bank of Chicago that they must raise their primary capital to 6% of assets by the end of 1984. This target was 50 basis points above the primary capital guidelines proposed earlier in the year by the Comptroller, the Federal Deposit Insurance Corp., and the Federal Reserve Board.

Primary capital, under the definition of the Federal Reserve Board, includes common stock, minority interest in equity of consolidated subsidiaries, perpetual preferred stock, mandatory convertible securities including mandatory stock purchase contracts, and the reserve for possible loan losses.

BankAmerica's consolidated primary capital ratio was 5.86% at the end of the year, compared with 5.06% on the same date a year earlier. The ratio for its lead bank was 5.87% at yearend 1984, 37 basis points above the minimum target set for that date in the bank's agreement with the Comptroller.

The increase in its primary capital was mostly attributed by BankAmerica Corp. to its issuance of $800 million in subordinated capital notes and managed reductions in earning assets. The company reported total average earning assets of $103.8 billion during the

➸ Capital: Page 31

# Court Defines Standby Letters As Deposits

## Premiums Paid by Banks May Increase Due to Ruling

By BART FRAUST

NEW YORK — For years, bankers and their regulators have debated whether a type of commercial guarantee known as a standby letter of credit should be looked on as a loan for purposes of loan-loss reserves and capital ratios. Banks traditionally have booked standby letters as contingent liabilities not included on their balance sheets but rather in footnotes to financial statements.

A recent court decision may settle the question. Standby letters are deposits, according to a unanimous ruling by a three-judge panel of the U.S. Court of Appeals for the 10th Circuit in Denver.

Standby letters, like other letters of credit, are commercial instruments used to facilitate trade. Rather than lending money to a customer, the bank issuing the instrument agrees to stand ready to back the performance of a customer in the event the customer defaults on an obligation to a third party.

If the decision sticks, then in the event of a bank failure the holders of standby letters of credit will be treated the same as other insured depositors—with full insurance up to $100,000. And William M. Isaac, chairman of the Federal Deposit Insurance Corp., has said that the agency will pass that cost on to banks in the form of increased deposit insurance premiums.

The agency will assess a one-twelfth of 1% deposit insurance premium on standby letters. This adds up to a total

➸ Standby: Page 5

Your Mid-South Connection

THIRD NATIONAL BANK
Member F.D.I.C.
Nashville, Tennessee

# CEO to Resign at New Bright Banc; Management Structure Cited

**Special to the American Banker**

DALLAS — Joel T. Williams 3d, president and chief executive officer of H.R. "Bum" Bright's recently organized Bright Banc Savings Association, has said he intends to resign to pursue other business interests.

Mr. Williams, who held a similar title at the Texas Federal Financial Corp. before it was acquired by Mr. Bright's Trinity Banc Savings to form the new institution, said his departure is not due to differences with Mr. Bright or any of the organization's executives.

"I've known 'Boots' [Bright chairman James B. Reeder] for a long time," Mr. Williams said. "He is a good friend and I still consider him a good friend."

"My family is close to the Bright family and I would never want to do anything to jeopardize the good relationship that I feel I have with Mr. Bright and Boots and their family."

However, Mr. Bright said that while there was no rift between himself and the Williamses, the executive will resign because he is not happy with the management structure established for the organization.

"He had told me on several occasions that he was not accustomed to work under the supervision of an executive committee or boards," Mr. Bright said. "He told me he felt it would cramp his style to work under an executive committee or board.

"I told him I was truly sorry he felt that way, but that would be the format of operations under the new shareholder's ownership."

While Texas Federal was publicly traded, it was essentially a family-operated S&L. Mr. Williams held the title of chief executive officer.

Mr. Williams, 36, who graduated from law school at Southern Methodist University, joined his father, Joel T. Williams Jr., at Texas Federal in 1974. He quickly rose through the ranks, holding the titles of vice president, senior vice president, and executive vice president, before becoming president in 1980.

Texas Federal had its initial stock offering in 1981.

Mr. Bright, a Dallas millionaire and principal owner of the Dallas Cowboys football team, completed his purchase of Texas Federal last month for $44 a share.

He has stated intentions to transform the resulting institution into a large, interstate financial services company with interests in banking, mortgages, title operations, and leasing.

Bright Banc
Savings Association

H.R. 'BUM' BRIGHT

JAMES B. REEDER

Bright Banc Savings now is the sixth largest savings and loan in Texas and has a total asset base exceeding $2 billion. It has 44 branches throughout the state.

Analysts and other thrift executives had questioned whether Mr. Williams and his father, who was chairman of Texas Federal, would stay with Bright Banc Savings following the merger. The senior Mr. Williams' friendship with Mr. Bright goes back to their high school days.

Analysts raised doubts about whether the Williamses would want to work for the Dallas businessman and Mr. Reeder, who is Mr. Bright's son-in-law.

"This comes as no surprise," said one analyst, who asked to remain unnamed.

A replacement for Mr. Williams is being considered, but Mr. Bright did not identify any candidates. Mr. Bright said Mr. Williams will continue to have an office in his organization until he finds another job.

"We are close personally," Mr. Bright said. "He wants to counsel with me about other opportunities and get my advice. I said I would be happy to counsel with him and help him make appointments."

Mr. Williams, who said his father will remain with Bright as senior chairman, said he had considered resigning for some time.

JOEL T. WILLIAMS

"I had considered the possibility of leaving the S&L business and doing something else for several months after it became evident that Texas Federal was going to be sold," Mr. Williams said.

"I felt if I could assist in the sale of the company and help the shareholders realize a return from their investment and the confidence they placed in us, then my role here would be finished, and this would give me the perfect opportunity to pursue something else if that is what I wanted to do.

"It was not a snap decision that I made overnight," he added.

Mr. Williams said he has not found another job or decided what else he wants to do. However, he said he would prefer to remain in a financial position and mentioned several real estate-related possibilities such as another S&L position, mortgage banking, and title company operations. ■

## Top 25 Thrifts in Mortgage-Backed Pass-Through Securities

As of June 30, 1984
(Dollar Amounts in Thousands)

| Rank | Name of Thrift | Total Assets | Mortgage Pools Insured by U.S. Gov't Agencies | Other Mortgage Pools (a) | Total Holdings of Pools of Mtge.-Backed Securities |
|---|---|---|---|---|---|
| 1 | American Savings & Loan Assn., Stockton, Calif. | 31,299,138 | 6,976,273 | 95,856 | 7,072,129 |
| 2 | First Federal of Michigan, Detroit | 8,939,462 | 2,936,202 | 250,028 | 3,186,230 |
| 3 | World Savings, FS&LA, Oakland, Calif. | 8,744,317 | 2,369,433 | 36,152 | 2,405,585 |
| 4 | Home Savings of America, FA, Los Angeles | 22,234,822 | 2,088,603 | 32,587 | 2,121,190 |
| 5 | California Federal Savings & Loan Assn., Los Angeles | 15,975,343 | 1,894,555 | 73,527 | 1,968,082 |
| 6 | Benjamin Franklin Federal S & L Assn., Portland, Ore. | 3,679,726 | 319,287 | 1,365,490 | 1,684,777 |
| 7 | Columbia Savings & Loan Assn., Beverly Hills | 4,368,317 | 1,332,771 | 0 | 1,332,771 |
| 8 | Talman Home Federal Savings & Loan Assn., Chicago | 6,486,246 | 1,223,616 | 93,671 | 1,317,287 |
| 9 | Twin City Federal Savings & Loan Assn., Minneapolis | 4,481,289 | 1,108,739 | 192,381 | 1,301,120 |
| 10 | Carteret Savings & Loan Assn., FA, Newark, N.J. | 4,857,273 | 1,287,184 | 1,100 | 1,288,284 |
| 11 | First Federal Savings & Loan Assn., Rochester, N.Y. | 4,284,033 | 1,269,743 | 181 | 1,269,924 |
| 12 | Great Western Savings, FS&LA, Beverly Hills | 18,897,453 | 1,234,018 | 0 | 1,234,018 |
| 13 | Glendale Federal Savings & Loan Assn., Calif. | 10,351,652 | 1,226,446 | 0 | 1,226,446 |
| 14 | Guardian Savings & Loan Assn., Dallas | 1,519,728 | 1,119,319 | 0 | 1,119,319 |
| 15 | Franklin Savings Assn., Ottawa, Kan. | 1,139,436 | 1,050,523 | 0 | 1,050,523 |
| 16 | Long Island Savings Bank of Centereach FSB, N.Y. (b) | 2,703,515 | 1,037,058 | 2,076 | 1,039,134 |
| 17 | Dade Savings & Loan Assn., Miami | 2,946,630 | 1,007,315 | 10,824 | 1,018,139 |
| 18 | American Savings & Loan Assn. of Florida, Miami | 4,185,363 | 962,465 | 24,032 | 986,497 |
| 19 | First Federal Savings & Loan Assn., Phoenix, Ariz. | 3,462,534 | 892,537 | 85,579 | 978,116 |
| 20 | First Nationwide Savings, FS&LA, San Francisco | 8,988,420 | 952,049 | 0 | 952,049 |
| 21 | Anchor Savings Bank FSB, Wayne, N.J. (c) | 2,465,968 | 818,334 | 0 | 818,334 |
| 22 | Gibraltar Savings, Beverly Hills | 7,728,259 | 794,236 | 0 | 794,236 |
| 23 | Homestead Savings, FS&LA, San Francisco | 2,573,993 | 717,639 | 0 | 717,639 |
| 24 | Anchor Savings Bank FSB, Northport,N.Y. (d) | 3,925,489 | 700,366 | 0 | 700,366 |
| 25 | Florida Federal Savings & Loan Assn., St. Petersburg | 4,636,947 | 697,544 | 0 | 697,544 |

The listing consists of savings institutions — state and federally-chartered savings and loans and federally-chartered savings banks — insured by the Federal Savings & Loan Insurance Corporation (FSLIC). Mortgage-backed pass-through securities include both interest and principle. Data provided by Data Resources Inc., Lexington, Mass., from their data base of FSLIC-insured institutions.

**(a)** — Other pools include pools of conventional mortgages and privately-insured mortgage-backed securities.

**(b)** — Formerly known as Suffolk County Federal Savings and Loan Association. It changed its name when it was acquired by Long Island Savings Bank FSB, Syosset, N.Y., and it is now a division of that bank. Data shown here are not consolidated, but are for the Centereach division only.

**(c)** — Formerly known as Suburban Federal Savings & Loan Association, Wayne, N.J. It was acquired by Anchor Savings Bank FSB, Northport, N.Y., in August 1983, and it is now a division of that bank. Data shown here are not consolidated but are for the Wayne division only.

**(d)** — These data are for the Northport division only. If the Wayne, N.J. and Northport, N.Y. divisions were combined, Anchor Savings Bank would rank seventh in this listing with $1.519 billion in mortgage-backed pass-through securities.

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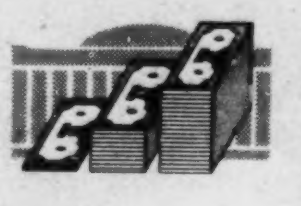
## TODAY

**DEALS FOR WHEELS:** The long-awaited breakthrough to a secondary market for consumer loans appears on its way with the sale of $10 million worth of automobile loans through a new securities program at Salomon Brothers Inc. .................... 1

**CEASE AND DESIST:** The California Department of Insurance has ordered Glacier General Assurance Company of Missoula, Mont., to cease writing any more insurance in the state because of a belief Glacier violated a previous order ............... 2

**LOUISIANA LAMENT:** Alliance Federal Savings and Loan of Kenner, La., claimed that regulators have unfairly targeted the thrift for punishment in order to make an example of it and went to court to remove a conservator ...... 2



Thrifts

**LOOPHOLE APPEAL:** The Federal Reserve Board's attempt to narrow the nonbank-bank loophole may still be alive as the U.S. Solicitor General agreed to ask the Supreme Court for an appeal of a lower court ruling that struck down the Fed's decision to expand the definition of a bank 3

**TOO COZY?** The Federal Reserve Board has ruled that the linking of two comparatively small southeastern Kentucky banks will result in anticompetitive effects ................... 3

**REQUIRED READING:** The financial industry isn't doing much to dispel the idea that a legislated approach to 'lifeline' accounts is the answer ................ 4

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**WINNERS:** Stocks of consumer, low-tech, and service sectors firms will be the winners in this year's stock market, according to Barton M. Biggs, chief portfolio strategist of Morgan Stanley & Co. Forget the frothy past and go with 'pedestrian' businesses, he advises..................... 6

**Financial Services Stocks** .............. 8

**THE BACK PAGE:** Linda K. Page, Ohio's first woman banking commissioner, was an unknown quantity when appointed a year and a half ago. In that span, though, she's left her mark as a reformer of the state's banking system............................. 12

**Quote**

***They raised me to change light bulbs and be self-sufficient. I wasn't raised in skirts. It was not a stereotyped environment.***

Linda K. Page, Ohio banking commissioner, on her parents' influence [12]

**Unquote**

# Scrambling Becomes a Way of Life For Banker in Nebraska Farm Town

By ANDREA BENNETT

Fifth of a series

Harvesting
Bad Loans

OSMOND, Neb. — James Stratton spent one day early this winter cleaning out a grain silo.

Not bad work, if you can get it. Unless, of course, you also happen to be president of Osmond State Bank.

Mr. Stratton is, and he says he worked on the silo with a group of the town's farmers because its owners didn't have enough money to hire someone to do the job.

It is all part of the scrambling many agricultural bankers are doing as they struggle to ease the turmoil paralyzing their communities.

Mr. Stratton says that, sometimes, scrambling is all a banker can do.

"Everybody says there is a solution," he says. "Even out here, in the country, it's too complex for one solution for everyone."

Osmond State in the only bank in this town of 900 people, located in north-central Nebraska. Its landscape is dominated by a one-street business district and a church spire.

Everything in the town is supported by its agricultural community. Farmers in

➼ Osmond: Page 7

# Farm Lenders Unhappy with US Plan

## But Agriculture Department Believes Bankers Will Use Federal Guarantees

By ANDREW ALBERT

WASHINGTON — Farm lenders voiced immediate dissatisfaction with a Reagan administration plan, announced Wednesday, to further help debt-ridden farmers survive the upcoming planting season.

Still, officials at the Agriculture Department said they are optimistic that bankers would soon begin flocking to the agency to take advantage of the $650 million in federal loan guarantees available this year.

The department's new program is merely the latest step aimed at reducing the financial distress of the Farm Belt — a topic that has taken center stage lately in the nation's capital. So far, Washington has also responded with congressional hearings, press briefings, and strong lobbying campaigns.

Under the agricultural credit program unveiled Wednesday, the Farmers Home Administration will back up to 90% of an operating loan if a bank agrees to reduce a farmers' loan payments by 10%.

The Agriculture Department said that a bank may reduce those payments by "forgiving," or writing down, a loan's interest, principal, or a combina-

➼ Farm: Page 10

# Breakthrough Seen in Resale Of Car Loans

## Salomon Brothers Creates Secondary Market Product

By DAVID LaGESSE

NEW YORK — A West Coast finance company has privately sold some $10 million worth of automobile loans through a new securities program at Salomon Brothers Inc., the Wall Street investment banking firm.

The deal is a breakthrough in the long-awaited secondary market for consumer loans, where investment bankers want to apply the techniques they've learned in packaging mortgages and selling them as securities. Indeed, the Salomon program, called Certificates for Automobile Receivables, or CARS, came out of that firm's mortgage securities group.

Several other Wall Street firms have their mortgage departments working on auto-backed securities, with a public offering expected within months. Investment bankers also talk of packaging other receivables, such as credit card balances and loans on computer systems, into securities for sale to investors.

"We're simply applying the technology that we've learned with mortgages to other types of assets," said Gordon Taylor, Salomon vice president.

Salomon privately sold the first package of auto-backed securities for a finance subsidiary of Lloyd Andersen Group of Companies, a West Coast firm that specializes in financial services for auto dealers. Mr. Taylor said his firm also has sold two other of the security packages of about $20 million each in deals that have not closed yet

➼ Auto: Page 11

It's not what
your clients earn, it's what
they keep that counts.

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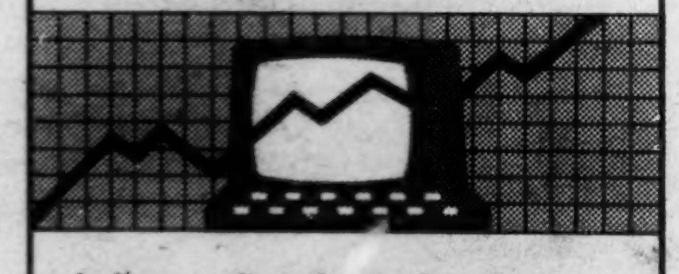

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# Strategist for Morgan Stanley Foresees Winning Year for High-Quality Stocks

By ANISE WALLACE

NEW YORK — Stocks of consumer, low-tech, and service sectors, will be the winners in this year's stock market, according to Barton M. Biggs, chief portfolio strategist of Morgan Stanley & Co.

"I continue to believe this is the time to be emphasizing aggressive growth and earnings momentum in stock selection, at the expense of what might be called defensive, stable value," Mr. Biggs said in this week's report to institutional clients.

A company's size will not be as important a factor as it was from 1978 to 1983, when small-company stocks outperformed those of larger-capitalized firms, Mr. Biggs said. "I think in this cycle there will be a lot of medium-sized, and even some big-capitalization, stocks" which will be winners, he said.

Commenting on the emerging growth sector, Mr. Biggs' colleague and director of research, Dennis G. Sherva, said: "We do not see a quick return to the frothy environment of 1983."

Rather, the high-quality emerging growth companies will be the outperformers, "because the disasters that befell investors who traded down in quality in the last bull market were so severe, that it will take a while for the scars to heal," he said.

Mr. Biggs said he believes this year's earnings growth rates may be lower than in the past. But, with continued low inflation, these rates will be substantial.

"In general, growth rates will be lower than those seen and anticipated in the previous period. But, in a world of low inflation, growth of 15% a year is going to look very, very good, and anything above 20% will be spectacular," he said.

"If we really have a sustained bull market, there are going to be some fancy multiples on the stocks of companies in relatively pedestrian businesses," he said.

"In other words," he concluded, "just like everything else, the winners are going to be the mirror image of the winners of the previous era. Incidentally, I think this is going to be a worldwide phenomenon, and not peculiar to the American market."

**IRA ASSET VALUES UP:** The asset value of individual retirement accounts increased by $40 billion in 1984, according to estimates from the **Investment Company Institute**. According to ICI estimates, commercial banks, and savings and loans, have the highest percentage of IRA assets. Banks, thrifts, and mutual funds, have 65% of all such assets.

### Estimated Value of IRA Assets
(In millions)

| | December 1983 | | December 1984 | |
|---|---|---|---|---|
| | value | % of total | value | % of total |
| Commercial Banks | $26,520 | 29.0% | $ 37,128 | 28.1% |
| Mutual Savings Banks | 6,511 | 7.1 | 8,504 | 6.4 |
| Savings and Loans | 25,200 | 27.6 | 32,725 | 24.8 |
| Life Insurance Cos. | 8,995 | 9.9 | 13,942 | 10.6 |
| Credit Unions | 5,000 | 5.5 | 7,800 | 5.9 |
| Mutual Funds | 10,712 | 11.7 | 16,000 | 12.1 |
| Self Directed | 8,400 | 9.2 | 16,000 | 12.1 |
| **Total** | **91,338** | **100.0** | **132,099** | **100.0** |

Source: Investment Company Institute, Washington, D.C.

**SEI MONEY MARKET FUNDS JUMP:** The institutional money market funds of **SEI Corp.** grew 71% in 1984. The Wayne, Pa., firm now has $4.6 billion in assets, and 175 clients. Last year, 53 new clients invested more than $1 billion in the firm's funds, and existing clients added more than $500 million. The largest of these funds is TrustFunds Liquid Asset Trust, which has almost $4 billion in assets.

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■

**12% RETURN ON PRIFORM:** Priform, the value-oriented, low-price/earnings stock fund offered to institutions by **the Prudential Insurance Company of America**, had a 12% return in 1984, compared to the 6.2% rise of Standard & Poor's 500 index. At yearend, Prudential was managing slightly more than $400 million in individual investors' portfolios using this strategy, and the fund had $874 million in institutional assets. Since 1979, the fund has averaged an 18.5% compound annual rate of return.

■

**ADVISOR TO SALEM EQUITY PORTFOLIO: Keystone Custodian Funds** in Boston has named the Capital Management Group of First Union National Bank in Charlotte, N.C., as investment advisor to Salem Equity Portfolio. The fund is expected to be available sometime in the first quarter. The bank's investment performance was cited as the key reason for Keystone's decision. According to Computer Directions Advisors, the bank's common stock fund for individuals advanced 194.3% for the five-year period ending last Dec. 31. That compares to the median growth mutual fund's performance of 82.8% for the same period. ■

# Interactive Data Corp. Buys Telstat Systems

NEW YORK — Interactive Data Corp., a subsidiary of Chase Manhattan Bank, has purchased Telstat Systems Inc., a unit of Western Union Corp. that supplies securities pricing data to financial institutions.

Terms of the acquisition, which was announced late last year, were not disclosed.

As previously announced, Interactive Data will merge Telstat with its subsidiary, Interactive Data Services Inc. Telstat's products complement those of Interactive Data Services, which provides securities pricing and descriptive data to the financial community.

Telstat's offerings include the Telekurs international securities pricing service, pricing for commodities futures contracts, and descriptive securities data.

Interactive Data Services and Telstat are both based in New York City.

Interactive Data Corp. provides computer-based information services to more than 11,000 clients worldwide. ■

### Money Market Mutual Funds

February 5, 1985

The table below presents certain statistics as of the date indicated for money market mutual funds whose shares are held largely in trust accounts. The information includes the full size in millions of dollars, average portfolio maturity, percent of portfolio due in seven days or less, and the rates of total return for the preceding seven and 30 days. The table is compiled by Theresia Gerber.

| | Size $ Mil. | Average Maturity (days) | % due 7 days or less | % Rate of Return | |
|---|---|---|---|---|---|
| | | | | 7-day | 30-day |
| Dreyfus Money Market Instruments: | | | | | |
| Money Market Series | 900.2 | 85 | 11 | 8.5 | 8.6 |
| Dreyfus Institutional Money Market Fund: | | | | | |
| Government Securities Series | 907.9 | 84 | 42 | 8.8 | 8.7 |
| Money Market Series | 1,265.2 | 86 | 7 | 8.5 | 8.6 |
| Federated Group: | | | | | |
| Federated Master Trust | 3,419.1 | 36 | 12 | 8.1 | 8.3 |
| Money Market Trust | 2,331.6 | 31 | 24 | 8.0 | 8.2 |
| Trust for Short-Term U.S. Govt. Sec. | 6,903.9 | 50 | 46 | 8.6 | 8.5 |
| Trust for U.S. Treasury Obligations | 3,523.1 | 47 | 51 | 8.5 | 8.4 |
| Fidelity Money Market Trust: | | | | | |
| U.S. Government Portfolio | 812.5 | 51 | 71 | 8.2 | 8.1 |
| Domestic Money Market Portfolio | 1,548.3 | 32 | 14 | 8.0 | 8.1 |
| Treasury Portfolio | 246.5 | 1 | 100 | 8.1 | 7.9 |
| Institutional Liquid Assets: | | | | | |
| Prime Obligations Portfolio | 5,826.3 | 45 | 17 | 8.5 | 8.5 |
| Government Portfolio | 2,000.0 | 49 | 26 | 8.5 | 8.5 |
| Treasury Portfolio | 792.5 | 51 | 27 | 8.5 | 8.5 |
| Mariner Institutional Funds Inc.: | | | | | |
| U.S. Treasury Fund | 127.2 | 62 | 14 | 8.3 | 8.2 |
| Government Fund | 145.8 | 74 | 36 | 8.0 | 8.0 |
| Cash Management Fund | 471.9 | 37 | 26 | 8.3 | 8.5 |
| Merrill Lynch Group: | | | | | |
| Merrill Lynch Institutional Fund | 1,476.7 | 39 | 36 | 8.6 | 8.4 |
| Merrill Lynch Government Fund | 1,556.9 | 44 | 8 | 8.0 | 8.3 |
| Scudder Cash Investment Trust | 1,103.5 | 37 | 12 | 7.8 | 8.0 |
| Shearson/American Express Group: | | | | | |
| TempFund | 6,693.5 | 41 | 33 | 8.5 | 8.5 |
| FedFund | 1,756.2 | 40 | 36 | 8.5 | 8.5 |
| T-Fund | 1,425.1 | 38 | 42 | 8.4 | 8.4 |
| TrustFunds Liquid Asset Trust: | | | | | |
| Treasury Portfolio | 1,918.7 | 39 | 44 | 8.3 | 8.4 |
| Agency Portfolio | 338.0 | 41 | 35 | 8.3 | 8.4 |
| Commercial Portfolio | 132.9 | 34 | 28 | 8.3 | 8.4 |
| Prime Obligations Portfolio | 1,577.5 | 42 | 10 | 8.1 | 8.3 |

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VOL. CL NO. 36 Thursday, February 21, 1985 150th Year

INTERNATIONAL BANKING ANNUAL

## Working Abroad And Coming Home

Representing a bank in a foreign country offers career advantages as well as the opportunity to be immersed in an exotic culture. But the travel bug does have side effects. Today's special section explores the experience of the overseas assignment, beginning on page .......... 11

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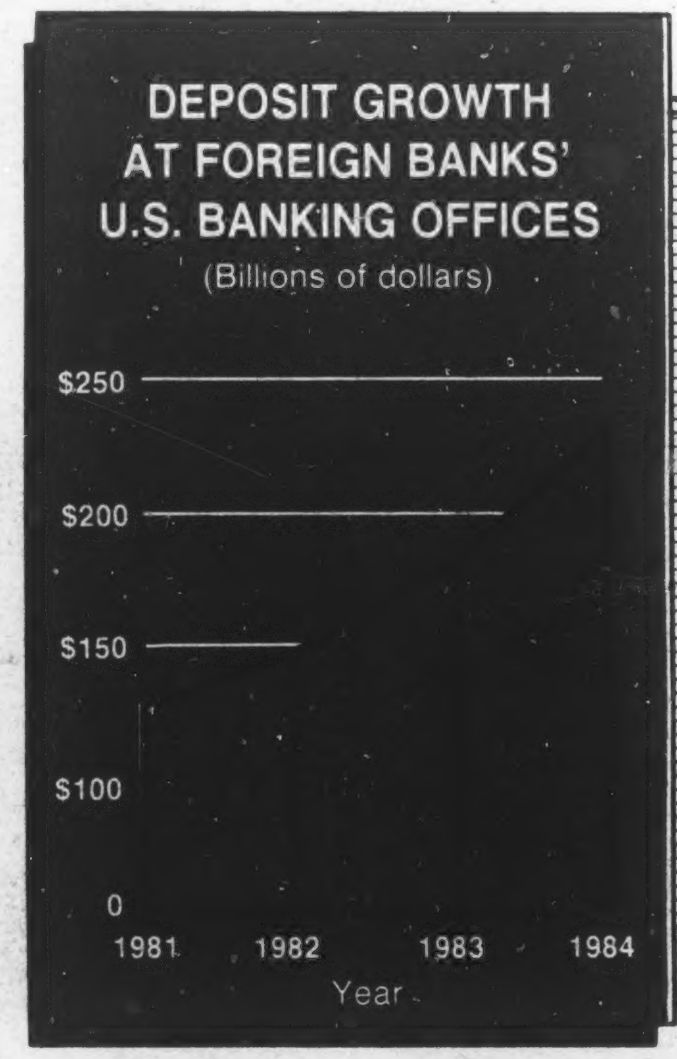

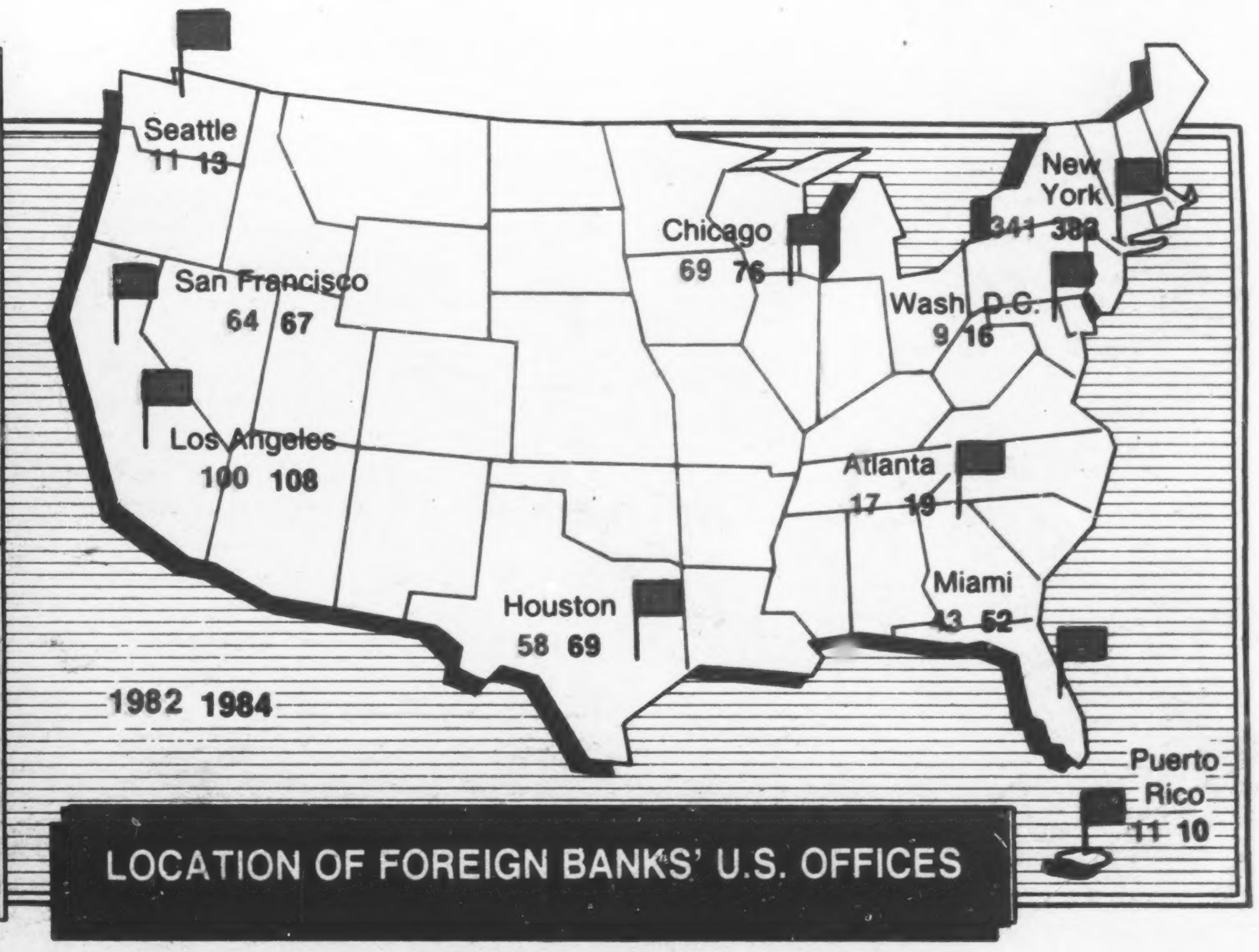

# Growth of Foreign Banks in US Slackens in 1984

## Rate of Increase in Loans Remains Weak

By L. MICHAEL CACACE

NEW YORK — Business loan growth by foreign banks in the United States remained weak last year; it did not keep pace with these banks' deposit growth, according to the *American Banker's* annual survey of foreign institutions' activities in U.S. banking.

The survey — which is based on data for last June 30 — shows that commercial and industrial, or business, loans rose a modest 9.4% for foreign banks' U.S. offices, while deposits at those offices jumped by almost 28%.

This slowing in growth of business loans reflects a shift by foreign banks in the U.S. away from business lending and toward lending to other institutions, both domestic and foreign.

The shift is attributable to the absence of attractive business-lending opportunities and increased competition in the corporate-lending market from U.S. banks.

Over the last few years, American banks have become more competitive in their pricing of business loans, and they

➞ Survey: Page 58

## Houston, Washington Top Gains in Offices

By KENNETH J. HICKS

NEW YORK — For the fourth year in a row, the number of foreign offices operating in the United States has increased. However, despite the impressive gains in 1984, the rate of increase was still half that of the previous year.

European banks accounted for most of the increase, leading other regions in starting new operations in the United States. Asian/Pacific and Middle Eastern banks were second and third, respectively, in office openings.

While New York City continued to hold the lion's share of foreign office branches, with 42.3% of the total, on a percentage basis, the top gainers in foreign office openings changed. In 1984 Houston and Washington, D.C., replaced Los Angeles and Miami, which had topped the gainers' list in 1983. These are some of the findings of the *American Banker* survey of foreign offices in the United States, published today.

Last year, the total number of foreign offices in the United States was 906 — an increase of 41 or 4.7% from the 865

➞ Foreign: Page 58

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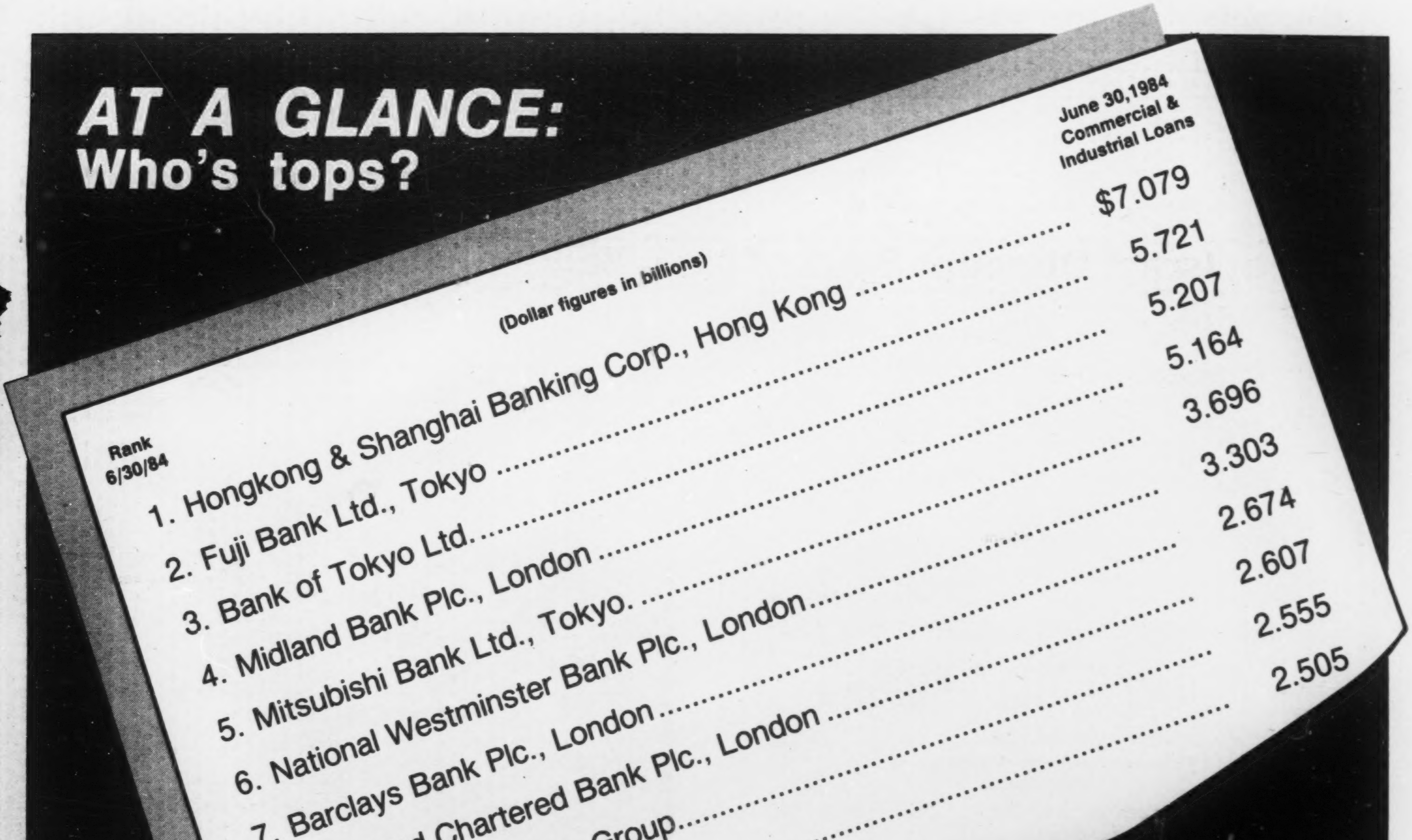
# American Banker
## ranks the
# Foreign Banks In the United States



**AT A GLANCE:**
**Who's tops?**

(Dollar figures in billions)

| Rank 6/30/84 | | June 30,1984 Commercial & Industrial Loans |
|---|---|---|
| 1. | Hongkong & Shanghai Banking Corp., Hong Kong | $7.079 |
| 2. | Fuji Bank Ltd., Tokyo | 5.721 |
| 3. | Bank of Tokyo Ltd. | 5.207 |
| 4. | Midland Bank Plc., London | 5.164 |
| 5. | Mitsubishi Bank Ltd., Tokyo. | 3.696 |
| 6. | National Westminster Bank Plc., London | 3.303 |
| 7. | Barclays Bank Plc., London | 2.674 |
| 8. | Standard Chartered Bank Plc., London | 2.607 |
| 9. | European American Group | 2.555 |
| 10. | Sumitomo Bank Ltd., Osaka | 2.505 |

# Foreign Banks with More Than $1 Billion in C&I Loans At U.S. Subsidiaries, Branches, and Agencies*

Compiled by American Banker Copyright 1985

(Dollar Figures in Billions)

| Rank 6/84 | Rank 6/83 | | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | C&I Loans | Total Deposits | Total Assets | Br. & Agency Offices | U.S. Subs.(a) | C&I Loans | Total Deposits | Total Assets | Br. & Agency Offices | U.S. Subs.(a) |
| 1 | 1 | Hongkong & Shanghai Banking Corp., Hong Kong | $7.079 | $18.012 | $23.934 | 8 | 1(2) | $5.927 | $16.691 | $22.282 | 8 | 1(2) |
| 2 | 7 | Fuji Bank Ltd., Tokyo (b) | 5.721 | 6.854 | 15.407 | 3 | 1(1) | 2.595 | 2.507 | 10.878 | 3 | 1(1) |
| 3 | 2 | Bank of Tokyo Ltd. | 5.207 | 12.657 | 20.458 | 7 | 2(2) | 5.806 | 11.319 | 20.102 | 7 | 2(2) |
| 4 | 3 | Midland Bank Plc., London (c) | 5.164 | 18.112 | 28.094 | 1 | 1(1) | 5.398 | 18.291 | 25.911 | 1 | 1(1) |
| 5 | 9 | Mitsubishi Bank Ltd., Tokyo | 3.696 | 9.327 | 17.151 | 3 | 2(1) | 2.403 | 4.526 | 10.336 | 3 | 1(0) |
| 6 | 5 | National Westminster Bank Plc., London | 3.303 | 8.525 | 11.702 | 3 | 1(1) | 2.766 | 6.953 | 10.065 | 3 | 1(1) |
| 7 | 4 | Barclays Bank Plc., London (d) | 2.674 | 3.723 | 8.439 | 13 | 2(1) | 2.867 | 3.339 | 8.494 | 13 | 2(1) |
| 8 | 12 | Standard Chartered Bank Plc., London | 2.607 | 6.942 | 9.714 | 7 | 1(1) | 2.312 | 5.850 | 8.324 | 7 | 1(1) |
| 9 | 6 | European American Group (e) | 2.555 | 4.804 | 6.562 | 0 | 1(1) | 2.661 | 4.581 | 7.121 | 0 | 1(3) |
| 10 | 14 | Sumitomo Bank Ltd., Osaka | 2.505 | 6.759 | 9.857 | 4 | 1(0) | 2.017 | 3.401 | 6.505 | 4 | 1(0) |
| 11 | 10 | Mitsui Bank Ltd., Tokyo | 2.388 | 3.843 | 7.426 | 3 | 1(0) | 2.402 | 3.012 | 6.905 | 3 | 1(0) |
| 12 | 15 | Sanwa Bank Ltd., Osaka | 2.241 | 7.744 | 13.515 | 3 | 1(0) | 1.873 | 4.503 | 10.162 | 3 | 1(0) |
| 13 | 18 | Industrial Bank of Japan Ltd., Tokyo | 2.208 | 4.506 | 8.501 | 2 | 1(0) | 1.716 | 3.606 | 6.128 | 2 | 1(0) |
| 14 | 8 | Dai-Ichi Kangyo Bank Ltd., Tokyo | 2.181 | 6.969 | 13.162 | 3 | 1(0) | 2.447 | 4.819 | 8.610 | 3 | 1(0) |
| 15 | 11 | Royal Bank of Canada, Montreal | 2.119 | 3.278 | 5.930 | 10 | 2(0) | 2.339 | 2.917 | 5.667 | 11 | 2(0) |
| 16 | 19 | Swiss Bank Corp., Basle | 2.043 | 3.932 | 6.379 | 5 | 0(0) | 1.487 | 4.183 | 5.933 | 5 | 0(0) |
| 17 | 16 | Banque Nationale de Paris (f) | 1.950 | 4.433 | 6.724 | 5 | 1(1) | 1.827 | 2.487 | 5.337 | 4 | 1(0) |
| 18 | 13 | Bank of Montreal (g) | 1.786 | 3.857 | 6.224 | 2 | 2(0) | 2.099 | 2.528 | 5.772 | 2 | 2(0) |
| 19 | 20 | Lloyds Bank Plc., London | 1.688 | 4.522 | 6.207 | 8 | 1(0) | 1.358 | 3.650 | 5.051 | 6 | 1(0) |
| 20 | 21 | Toronto Dominion Bank | 1.485 | 1.935 | 6.401 | 4 | 1(0) | 1.332 | 2.192 | 4.631 | 4 | 2(0) |
| 21 | 17 | Canadian Imperial Bank of Commerce, Toronto | 1.404 | 3.376 | 4.737 | 9 | 2(0) | 1.727 | 3.599 | 5.451 | 10 | 2(0) |
| 22 | 22 | Bank Leumi le-Israel, Tel-Aviv | 1.332 | 2.785 | 3.138 | 6 | 1(0) | 1.208 | 2.792 | 3.166 | 5 | 1(0) |
| 23 | -- | Tokai Bank, Ltd., Nagoya | 1.309 | 2.444 | 6.146 | 3 | 1(0) | 0.732 | 2.440 | 4.053 | 3 | 1(0) |
| 24 | -- | Long-Term Credit Bank of Japan, Ltd., Tokyo | 1.172 | 1.615 | 3.852 | 2 | 0(0) | 0.765 | 1.475 | 4.204 | 2 | 0(0) |
| 25 | -- | Bancomer, Mexico City | 1.125 | 0.930 | 2.878 | 2 | 1(0) | 0.697 | 0.720 | 1.318 | 2 | 1(0) |
| 26 | 23 | Taiyo Kobe Bank Ltd., Kobe | 1.100 | 1.569 | 3.237 | 3 | 0(0) | 1.033 | 1.229 | 2.610 | 3 | 0(0) |
| 27 | -- | Banca Nazionale del Lavoro, Rome | 1.004 | 2.203 | 3.259 | 5 | 0(0) | 0.822 | 1.496 | 2.274 | 5 | 0(0) |

*—Average deposits and assets for June 1984 and June 1983 were used for branches and agencies; and balances as of June 30, 1984, were used for U.S. commercial bank subsidiaries and New York State investment companies. For Edge banks, balances as of June 30, 1984 were used and average balances for June 1983. For finance companies, data as of Dec. 31, 1983, and Dec. 31, 1982, were used. Acquistions made, and offices opened, after June 30, 1984, are not included here.

**(a)**—U.S. subsidiaries include commercial banks, Edge Act banks, New York State investment companies and finance companies. The number of domestic Edge offices are in parenthesis. **(b)**—Also has a finance company subsidiary, Walter E. Heller & Co., Chicago, since Jan. 1984, which is included in its June 30, 1984, figures. **(c)**—Also has an interest, along with five other banks, in European American Bank & Trust Co., New York. **(d)**—Also has a finance company subsidiary, Barclays American Corp., Charlotte, N.C., which is included in the bank's totals. **(e)**—The group consists of six European banks: (1)-Amsterdam-Rotterdam Bank, Amsterdam, Netherlands; (2)-Creditanstalt-Bankverein, Vienna, Austria; (3)-Deutsche Bank, Frankfurt; (4)-Midland Bank Plc., London; (5)-Societe Generale de Banque, Brussels; and (6)-Societe General, Paris. The group owns European American Bank & Trust Co., New York, a commercial Bank, which, in turn, owns a Los Angeles-based Edge bank. In December 1984, European American Banking Corp, a New York investment company, was merged into the bank. No midyear 1984 data were available for the company. Also during the year, the Edge bank closed its Miami office, and the Agreement corporation based in Chicag was also closed. In August 1984, the bank said the outstanding shares of the Los Angeles Edge were being sold to a newly-formed subsidiary of American Express International banking Corp., New York. **(f)**—Also has a New York investment company subsidiary, French American Banking Corp., which is included in the bank's figures. **(g)**—Acquired Harris Bankcorp, Inc., Chicago, in September 1984. Data for June 30, 1984 do not include this acquisition.

## Top 10 Branches & Agencies in the U.S.

Based on C & I Loans on June 30, 1984

(In Millions of Dollars)

| Rank 6/84 | Rank 6/83 | | Total C&I Loans 6/84 | Total C&I Loans 6/83 |
|---|---|---|---|---|
| | | **BRANCHES** | | |
| 1 | 2 | Mitsubishi Bank Ltd., New York | $2,246.8 | $1,875.5 |
| 2 | 4 | Fuji Bank Ltd., New York | 1,558.6 | 1,535.2 |
| 3 | 1 | Dai-Ichi Kangyo Bank, New York | 1,529.0 | 1,899.2 |
| 4 | 9 | Swiss Bank Corp., New York | 1,326.1 | 1,052.6 |
| 5 | 5 | Mitsui Bank Ltd., New York | 1,312.3 | 1,386.2 |
| 6 | 3 | Bank of Tokyo Ltd., New York | 1,251.7 | 1,807.4 |
| 7 | 11 | Sumitomo Bank Ltd., New York | 1,222.6 | 847.1 |
| 8 | 7 | Bank of Montreal, New York | 1,114.1 | 1,111.9 |
| 9 | 8 | Sanwa Bank Ltd., New York | 995.6 | 1,057.2 |
| 10 | 10 | Taiyo Kobe Bank Ltd., New York | 906.8 | 853.6 |
| | | **AGENCIES** | | |
| 1 | 2 | Industrial Bank of Japan, Los Angeles | 926.3 | 682.4 |
| 2 | 3 | Bancomer, New York | 895.0 | 652.0 |
| 3 | 1 | Bank of Montreal, San Francisco | 671.6 | 969.3 |
| 4 | 4 | Fuji Bank Ltd., Los Angeles | 644.7 | 487.7 |
| 5 | 9 | Toronto Dominion Bank, Atlanta | 581.0 | 369.1 |
| 6 | 6 | Sanwa Bank Ltd., San Francisco | 570.5 | 413.6 |
| 7 | 7 | Dai-Ichi Kangyo Bank, Los Angeles | 458.4 | 392.1 |
| 8 | 16 | Bank of Nova Scotia, Atlanta | 435.0 | 210.3 |
| 9 | 15 | Long-Term Credit Bank of Japan, L.A. | 407.8 | 219.9 |
| 10 | 25 | Royal Bank of Canada, San Francisco | 368.7 | 159.8 |

## Top 10 U.S. Banks & Edge Subsidiaries

Based on C & I Loans on June 30, 1984

(In Millions of Dollars)

| Rank 6/84 | Rank 6/83 | | Total C&I Loans 6/84 | Total C&I Loans 6/83 |
|---|---|---|---|---|
| | | **COMMERCIAL BANKS** | | |
| 1 | 1 | Marine Midland Bank NA, Buffalo, N.Y. | 6,754.7 | 5,593.1 |
| 2 | 2 | Crocker National Bank, San Francisco | 5,148.7 | 5,398.1 |
| 3 | 3 | European American B&T Co., New York | 2,554.9 | 2,426.1 |
| 4 | 5 | Nat'l Westminister Bank USA, New York | 2,342.6 | 1,820.1 |
| 5 | 4 | Union Bank, Los Angeles | 2,218.2 | 1,943.0 |
| 6 | 6 | Bank of Tokyo Trust Co., New York | 1,760.1 | 1,775.0 |
| 7† | .. | Harris Trust & Savings Bank, Chicago | 1,544.9 | .... |
| 7 | 7 | California First Bank, San Francisco | 1,524.3 | 1,386.3 |
| 8 | 8 | Bank Leumi Trust Co., New York | 1,096.2 | 1,014.4 |
| 9 | .. | Bank of California NA, San Francisco | 730.0 | .... |
| 10 | 10 | Lloyds Bank California, Los Angeles | 691.9 | 580.4 |
| | | **EDGE BANK SUBSIDIARIES** | | |
| 1 | 3 | Banco Cafetero Int'l Corp., New York | 19.65 | 12.09 |
| 2 | 1 | Marine Midland Int'l Bank, Miami | 15.47 | 16.45 |
| 3 | 2 | Banco Latino Int'l, Miami | 11.55 | 12.72 |
| 4 | 5 | Crocker Bank Int'l, New York | 10.47 | 8.21 |
| 5 | 4 | J. Henry Schroder Int'l Bank, Miami | 6.67 | 9.48 |
| 6 | 12 | ABN Bank Int'l USA, Chicago | 5.52 | 3.58 |
| 7 | 6 | Banco de Santander Int'l Inc., Miami | 5.24 | 6.96 |
| 8 | 9 | Standard Chartered Bank Int'l, Houston | 5.18 | 4.52 |
| 9 | 8 | Banco de Bogota Int'l Corp., Miami | 4.85 | 4.65 |
| 10 | 7 | Banco Real Int'l, Inc., Chicago | 4.30 | 6.29 |

(†)—*Rank bank would have had, if it were acquired by Bank of Montreal prior to 6/30/84.*

## 10 Cities with the Most Foreign Banking Offices†

| | | Number of Offices | Agencies | Branches | Commercial Bank Subs. | Edge Act Banks | Repr. Offices | All Other Offices* |
|---|---|---|---|---|---|---|---|---|
| **NEW YORK** | 6/30/84: | 383 | 32 | 191 | 26 | 10 | 113 | 11 |
| | 6/30/83: | 369 | 41 | 165 | 23 | 5 | 127 | 8 |
| **LOS ANGELES** | 6/30/84: | 108 | 58 | 15 | 14 | 2 | 19 | 0 |
| | 6/30/83: | 107 | 62 | 9 | 13 | 2 | 21 | 0 |
| **CHICAGO** | 6/30/84: | 76 | 0 | 43 | 3 | 2 | 27 | 1 |
| | 6/30/83: | 74 | 0 | 43 | 2 | 3 | 25 | 1 |
| **HOUSTON** | 6/30/84: | 69 | 0 | 0 | 0 | 11 | 58 | 0 |
| | 6/30/83: | 63 | 0 | 0 | 0 | 11 | 52 | 0 |
| **SAN FRANCISCO** | 6/30/84: | 67 | 32 | 9 | 10 | 2 | 14 | 0 |
| | 6/30/83: | 69 | 36 | 3 | 10 | 1 | 19 | 0 |
| **MIAMI** | 6/30/84: | 52 | 32 | 0 | 2 | 11 | 7 | 0 |
| | 6/30/83: | 51 | 29 | 0 | 2 | 12 | 8 | 0 |
| **ATLANTA** | 6/30/84: | 19 | 12 | 0 | 0 | 0 | 7 | 0 |
| | 6/30/83: | 19 | 11 | 0 | 0 | 0 | 8 | 0 |
| **WASHINGTON, D.C.** | 6/30/84: | 16 | 0 | 3 | 0 | 1 | 12 | 0 |
| | 6/30/83: | 12 | 0 | 3 | 0 | 0 | 9 | 0 |
| **SEATTLE** | 6/30/84: | 13 | 0 | 11 | 0 | 0 | 2 | 0 |
| | 6/30/83: | 13 | 0 | 11 | 0 | 0 | 2 | 0 |
| **PUERTO RICO #** | 6/30/84: | 10 | 0 | 5 | 5 | 0 | 0 | 0 |
| | 6/30/83: | 11 | 0 | 6 | 5 | 0 | 0 | 0 |
| **TOTALS** | | | | | | | | |
| **For 10 Largest** | **6/30/84:** | **813** | **166** | **277** | **60** | **39** | **259** | **12** |
| | **6/30/83:** | 788 | 179 | 240 | 55 | 34 | 271 | 9 |
| **TOTALS** | | | | | | | | |
| **All U.S. Offices of Foreign Banks** | **6/30/84:** | **906** | **178** | **310** | **68** | **41** | **295** | **14** |
| | **6/30/83:** | 865 | 188 | 269 | 61 | 35 | 301 | 11 |
| **Number of Cities @** | **6/30/84:** | **45** | **13** | **22** | **16** | **9** | **27** | **4** |
| | **6/30/83:** | 40 | 10 | 22 | 14 | 7 | 25 | 3 |

† —Includes offices opened since midyear 1984.
* —Includes 10 New York investment companies and four finance companies.
# —Includes offices in the cities of Hato Rey, Mayaguez, San Juan, and Santurce.
@ —The number in the first column shows the total number of U.S. cities that have foreign banking offices.

## Top 10 Countries in C&I Loans Booked by Their Banks' U.S. Offices

(Dollar Figures in Billions)

| | | Number of Banks with US Offices | Number of US Offices | C&I Loans | Ratio (a) | Deposits | Assets |
|---|---|---|---|---|---|---|---|
| **JAPAN** | 6/30/84: | 24 | 79 | $ 36.5 | 37.6% | $ 87.3 | $153.6 |
| | 6/30/83: | 24 | 75 | $ 29.3 | 34.0% | $ 57.3 | $118.2 |
| | | -- | +4 | + 24.6% | | + 52.4% | + 30.0% |
| **UNITED KINGDOM** | 6/30/84: | 14 | 55 | $ 16.2 | 16.7% | $ 44.0 | $ 67.3 |
| | 6/30/83: | 11 | 50 | $ 15.4 | 17.9% | $ 39.7 | $ 60.2 |
| | | +3 | +5 | + 5.2% | | + 10.8% | + 11.8% |
| **CANADA** | 6/30/84: | 9 | 49 | $ 8.3 | 8.6% | $ 15.4 | $ 29.9 |
| | 6/30/83: | 8 | 50 | $ 8.6 | 10.0% | $ 12.7 | $ 25.4 |
| | | +1 | -1 | - 3.5% | | + 21.3% | + 17.7% |
| **HONG KONG** | 6/30/84: | 10 | 24 | $ 7.2 | 7.4% | $ 18.4 | $ 24.4 |
| | 6/30/83: | 9 | 22 | $ 6.0 | 7.0% | $ 17.0 | $ 22.7 |
| | | +1 | +2 | + 20.0% | | + 8.2% | + 7.5% |
| **FRANCE** | 6/30/84: | 10 | 24 | $ 4.1 | 4.2% | $ 11.4 | $ 17.1 |
| | 6/30/83: | 9 | 22 | $ 3.2 | 3.7% | $ 8.2 | $ 12.5 |
| | | +1 | +2 | + 28.1% | | + 39.0% | + 36.8% |
| **ITALY** | 6/30/84: | 14 | 38 | $ 4.4 | 4.5% | $ 10.0 | $ 19.5 |
| | 6/30/83: | 13 | 34 | $ 4.6 | 5.3% | $ 5.9 | $ 14.9 |
| | | +1 | +4 | - 4.4% | | + 69.5% | + 30.9% |
| **SWITZERLAND** | 6/30/84: | 7 | 15 | $ 3.0 | 3.1% | $ 8.2 | $ 13.8 |
| | 6/30/83: | 5 | 13 | $ 2.8 | 3.2% | $ 7.3 | $ 11.9 |
| | | +2 | +2 | + 7.1% | | + 12.3% | + 16.0% |
| **ISRAEL** | 6/30/84: | 4 | 22 | $ 2.8 | 2.9% | $ 7.6 | $ 9.0 |
| | 6/30/83: | 4 | 22 | $ 2.5 | 2.9% | $ 6.9 | $ 8.4 |
| | | - | -- | + 12.0% | | + 10.1% | + 7.1% |
| **GERMANY** | 6/30/84: | 13 | 22 | $ 2.5 | 2.6% | $ 4.4 | $ 8.1 |
| | 6/30/83: | 12 | 21 | $ 2.7 | 3.1% | $ 3.5 | $ 7.4 |
| | | +1 | +1 | - 7.4% | | + 25.7% | + 9.5% |
| **KOREA** | 6/30/84: | 6 | 22 | $ 1.7 | 1.8% | $ 0.5 | $ 3.3 |
| | 6/30/83: | 6 | 18 | $ 1.5 | 1.7% | $ 0.4 | $ 2.8 |
| | | - | +4 | + 13.3% | | + 25.0% | + 17.8% |
| **TOTALS** | | | | | | | |
| **For top 10** | 6/30/84: | 111 | 350 | $ 86.7 | 89.3% | $207.2 | $346.0 |
| | 6/30/83: | 101 | 327 | $ 76.6 | 88.9% | $158.9 | $284.4 |
| | | +10 | +23 | + 13.2% | | + 30.4% | + 21.7% |
| **TOTALS** | | | | | | | |
| **For all foreign banks in the U.S (b)** | 6/30/84: | 251(54) | 592 | $ 97.1 | 100.0% | $228.2 | $386.9 |
| | 6/30/83: | 226(52) | 558 | $ 86.2 | 100.0% | $179.0 | $324.4 |
| | | + 25(+2) | +34 | + 12.7% | | + 27.5% | + 19.3% |

Includes all of the foreign banks' U.S. branches, agencies, Edge banks, commercial banks, finance companies and New York State investment companies.
**(a)**—Ratio of commercial and industrial loans booked by all U.S. offices of the country's banks to all C&I loans booked by all the U.S. offices of all the foreign banks in the U.S.
**(b)**—The number of foreign countries with banking offices in the U.S. is shown in parenthesis.

# C&I Loans, Deposits, and Assets At U.S. Offices of Foreign Banks

(Dollar Figures in Billions)

| | | Number | C&I Loans | Deposits (a) | Assets (a) |
|---|---|---|---|---|---|
| **AGENCIES** | 6/30/84: | 175 | $ 15.4 | $ 19.4 | $ 58.6 |
| | 6/30/83: | 186 | $ 14.5 | $ 14.2 | $ 55.2 |
| | | -11 | + 6.2% | +36.6% | + 6.2% |
| **BRANCHES** | 6/30/84: | 298 | $ 43.7 | $108.6 | $195.3 |
| | 6/30/83: | 266 | $ 40.1 | $ 76.1 | $149.7 |
| | | +32 | + 9.0% | +42.7% | +30.5% |
| **COMMERCIAL BANKS (b)** | 6/30/84: | 66 | $ 32.2 | $ 96.5 | $121.9 |
| | 6/30/83: | 61 | $ 29.0 | $ 87.4 | $112.9 |
| | | + 5 | +11.0% | +10.4% | + 8.0% |
| **EDGE ACT BANKS (c)** | 6/30/84: | 40 | $ 0.09 | $ 1.0 | $ 1.4 |
| | 6/30/83: | 35 | $ 0.04 | $ 0.7 | $ 0.9 |
| | | + 5 | +125% | +42.9% | +55.6% |
| **FINANCE COMPANIES (d)** | 6/30/84: | 4 | $ 4.2 | $ 0.0 | $ 6.0 |
| | 6/30/83: | 2 | $ 1.3 | $ 0.0 | $ 2.8 |
| | | + 2 | +223% | | +114% |
| **INVESTMENT COMPANIES (e)** | 6/30/84: | 9 | $ 1.5 | $ 2.7 | $ 3.7 |
| | 6/30/83: | 8 | $ 1.3 | $ 0.6 | $ 2.9 |
| | | + 1 | +15.4% | +350% | +27.6% |
| **U.S. OFFICES OF FOREIGN BANKS** | 6/30/84: | 592 | $ 97.1 | $228.2 | $386.9 |
| | 6/30/83: | 558 | $ 86.2 | $179.0 | $324.4 |
| | | +34 | +12.7% | +27.5% | +19.3% |
| **ALL U.S. BANKS (f)** | 6/30/84: | 15,380[1] | $454.4 | $1,524.8[1] | $2113.1[1] |
| | 6/30/83: | 15,396 | $395.9 | $1,443.8 | $2,003.2 |
| | | —16[1] | +14.8% | +5.6%[1] | +5.5%[1] |
| **RATIO OF U.S. OFFICES OF FOREIGN BANKS(g) TO ALL U.S. BANKING OFFICES (g)** | 6/30/84: | 3.6%[2] | 20.4% | 15.0%[2] | 18.3%[2] |
| | 6/30/83: | 3.6 % | 21.4% | 12.4 % | $16.0 % |
| | 6/30/82: | 3.2 % | 21.7% | 11.2 % | $15.5 % |
| | 6/30/81: | 2.8 % | 20.3% | 10.2 % | $15.2 % |

(a)—Average deposits and assets for June 1984, were used for branches and agencies.

(b)—C&I loan data were available for 54 of the 66 banks.Commercial bank number count includes bank head offices only and does not include the branches of these banks.

(c)—Edge bank number count includes branches. To avoid double counting, data for Edge banks, which are subsidiaries of foreign bank-owned U.S. commercial banks, are excluded from the totals for C&I loans, deposits, and assets.

(d)—Yearend 1983 and yearend 1982 data were used for finance companies.

(e)—For 6/30/84, data for five of the nine companies were available.

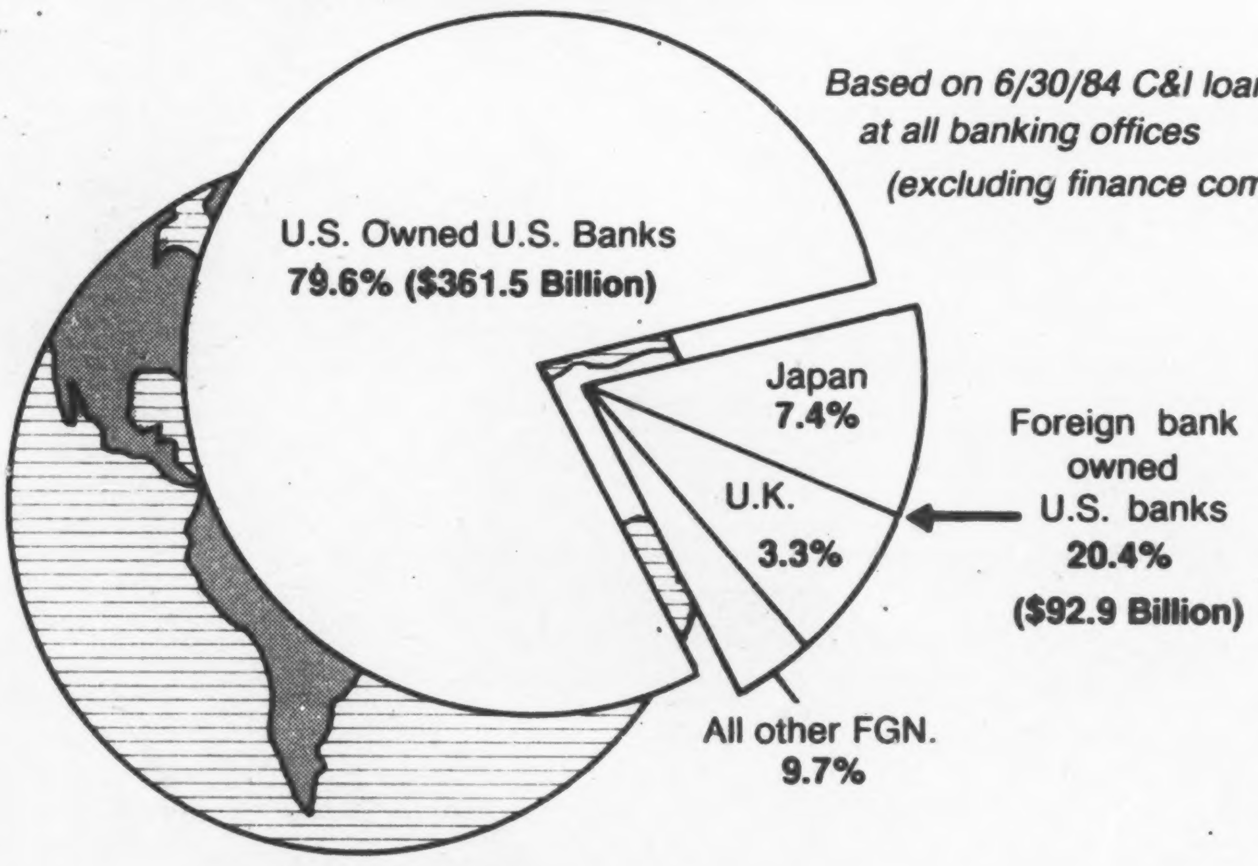
(f)—Aggregate data source is the **Federal Reserve Bulletin.** As defined by the Fed., all U.S. banks include all domestically-chartered commercial banks, plus the U.S. branches and agencies of foreign banks, plus Edge Act banks and New York State investment companies.

(g)—In computing the ratios, finance company data were subtracted out from the U.S. offices of foreign banks totals for comparability with Federal Reserve aggregate data.

[1]—June 30, 1984 Federal Reserve Board data for the items were not available. The latest available data are used and are for Dec. 1983.

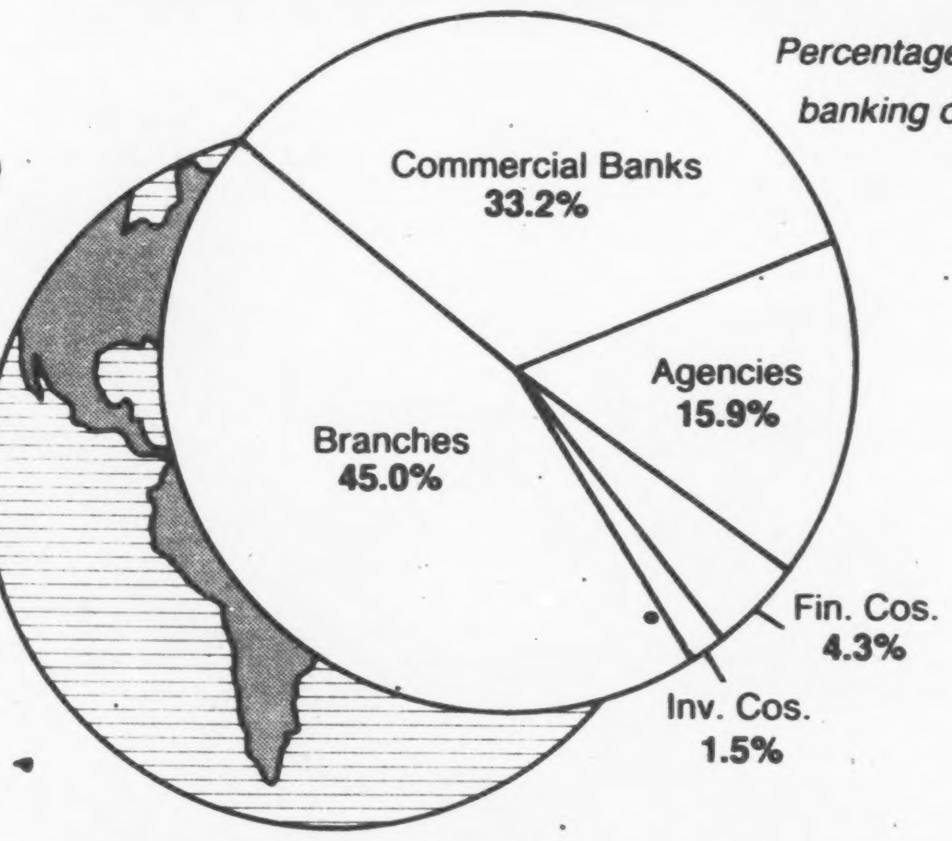
[2]—For the ratios indicated, foreign-bank data for June 30, 1984 are being compared with all-bank data for Dec. 1983.

### FOREIGN BANKS' SHARE OF THE U.S. LENDING MARKET



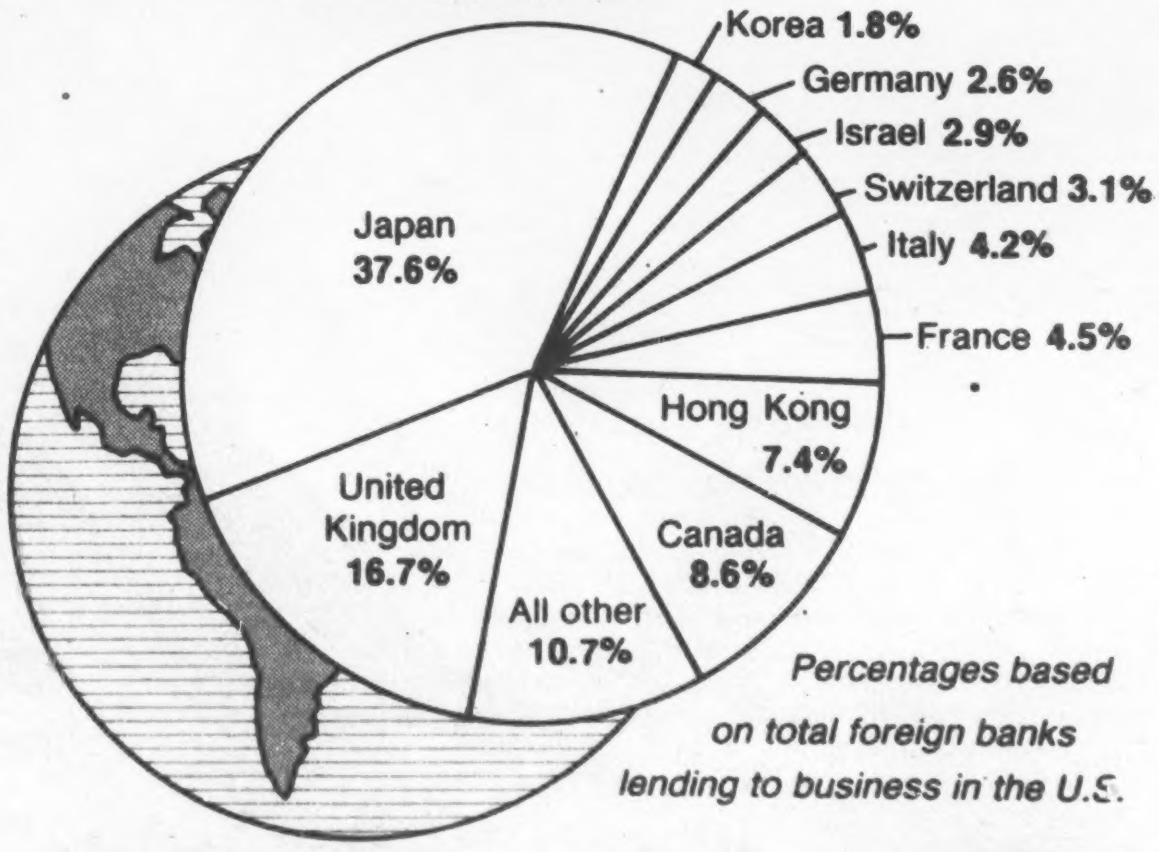
*Based on 6/30/84 C&I loans at all banking offices (excluding finance companies)*

### BREAKDOWN OF FOREIGN BANKS' U.S. C&I LOANS BY OFFICE TYPE



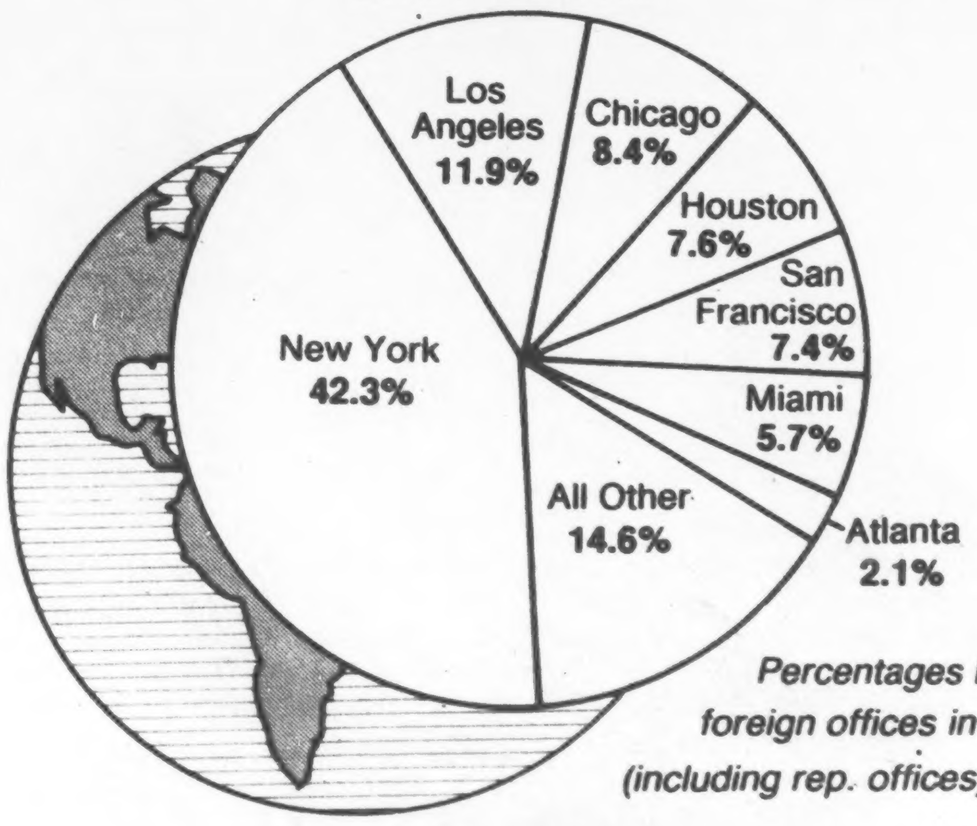
*Percentages based on all banking offices — 6/30/84*

### FOREIGN LENDERS' SHARE IN U.S. MARKET



*Percentages based on total foreign banks lending to business in the U.S.*

### CONCENTRATION OF FOREIGN BANKS' U.S. OFFICES



*Percentages based on all foreign offices in U.S. (including rep. offices)*

# U.S. Branches of Foreign Banks

## Listed Alphabetically, Within City
## With C&I Loans, Assets, and Deposits for June 30, 1984 *

(Dollar Figures in Thousands)

| CALIFORNIA | C&I Loans | Assets | Deposits |
|---|---|---|---|
| **Beverly Hills** | | | |
| 1 Bank Leumi le-Israel (H,x) | 79,978 | 240,051 | 218,854 |
| **Encino** | | | |
| 1 Bank Hapoalim (H) | (t) | | |
| 2 Bank Leumi le-Israel (H) | (u) | | |
| **Los Angeles** | | | |
| 1 Bangkok Bank Ltd. (c,x) | 2,862 | 45,492 | 3,222 |
| 2 Bank Hapoalim (H,x) | 78,076 | 183,771 | 68,800 |
| - Bank Leumi le-Israel (H) | (v) | | |
| 3 Banque Indosuez | 27,340 | 28,666 | 1,575 |
| 4 Credit Suisse (H) | 179,598 | 203,727 | 22,824 |
| 5 Hongkong & Shanghai Banking Corp. (c) | 13,883 | 51,833 | 38,603 |
| 6 Istituto Bancario San Paolo di Torino (H,x) | 44,195 | 214,025 | 174,560 |
| 7 Ka Wah Bank Ltd. | 950 | 7,005 | 4,174 |
| 8 Lloyd's Bank International (H,o) | 15,800 | 127,563 | 200 |
| 9 Philippine National Bank (H,x) | 6,008 | 46,866 | 5,246 |
| 10 Saitama Bank Ltd. (c,H,x) | 198,446 | 946,008 | 689,647 |
| 11 Siam Commercial Bank Ltd. (H,x) | 16,164 | 34,797 | 20,493 |
| 12 Societe Generale | 26,094 | 34,291 | 679 |
| 13 United Mizrahi Bank Ltd. (H,x) | 86,975 | 113,175 | 71,357 |
| 14 Westpac Banking Corp. (o) | 0 | 248 | 3 |
| 15 Wing Lung Bank Ltd. | (j) | | |
| **San Francisco** | | | |
| 1 Bank Hapoalim (H) | (t) | | |
| 2 Dah Sing Bank Ltd. (c) | 9,906 | 15,327 | 10,331 |
| 3 Hongkong & Shanghai Bank (c,x) | 58,901 | 193,581 | 166,476 |
| 4 Lloyds Bank International Plc. (o) | 91,875 | 91,725 | 100 |
| 5 Metropolitan Bank & Trust Co. (c,H) | 6,292 | 12,098 | 3,891 |
| 6 Nanyang Commercial Bank Ltd. | 3 | 20,600 | 3,099 |
| 7 Overseas Trust Bank Ltd. (H) | 33,361 | 55,099 | 12,331 |
| 8 Swiss Bank Corp. (H) | 265,478 | 576,172 | 375,757 |
| 9 Westpac Banking Corp. (c) | 3,182 | 31,212 | 616 |

| DISTRICT OF COLUMBIA | C&I Loans | Assets | Deposits |
|---|---|---|---|
| 1 Abu Dhabi International Bank Inc. (H,x) | 10,538 | 181,291 | 66,145 |
| 2 Banco Real (x) | 352 | 2,890 | 483 |
| 3 National Bank of Pakistan (x) | 1,380 | 108,309 | 25,630 |

| GUAM | C&I Loans | Assets | Deposits |
|---|---|---|---|
| **Agana** | | | |
| 1 Allied Banking Corp. | 7,052 | 8,467 | 7,495 |
| 2 First Commercial Bank Taiwan | 4,540 | 8,592 | 6,440 |
| 3 Metropolitan Bank & Trust Co. | 1,630 | 6,723 | 2,792 |

| ILLINOIS | C&I Loans | Assets | Deposits |
|---|---|---|---|
| **Chicago** | | | |
| 1 Algemene Bank Nederland (H) | 27,366 | 122,283 | 4,093 |
| 2 Allied Irish Banks Ltd. | 27,067 | 57,064 | 1,395 |
| 3 Australia & New Zealand Banking Gp Ltd. | 59,133 | 117,675 | 38 |
| 4 Banca Commerciale Italiana (x) | 138,192 | 440,968 | 236,374 |
| 5 Banca Nazionale del Lavoro (x) | 50,875 | 209,821 | 115,394 |
| 6 Banco de la Nacion Argentina (x) | 18,291 | 203,790 | 621 |
| 7 Banco di Roma (x) | 89,925 | 656,447 | 430,393 |
| 8 Bank Hapoalim (x) | 41,219 | 69,981 | 35,879 |
| 9 Bank Leumi le-Israel | 40,905 | 106,947 | 89,594 |
| 10 Banque Indosuez | 53,230 | 59,124 | 5,726 |
| 11 Banque Nationale de Paris (x) | 134,099 | 509,748 | 124,925 |
| 12 Banque Paribas | 109,366 | 136,684 | 32 |
| 13 Barclays Bank International | 198,150 | 200,718 | 4,810 |
| 14 Bayerische Vereinsbank | 41,001 | 121,320 | 48,640 |
| 15 Canadian Imperial Bank of Commerce | 56,591 | 55,704 | 697 |
| 16 Commercial Bank of Korea Ltd. | 35,560 | 38,124 | 2,600 |
| 17 Commerzbank (x) | 214,113 | 368,160 | 243,413 |
| 18 Credit Agricole Mutuel (H,x) | 14,919 | 308,098 | 136,350 |
| 19 Credit Lyonnais | 62,446 | 118,493 | 8,714 |
| 20 Dai-Ichi Kangyo Bank (x) | 119,517 | 813,055 | 480,492 |
| 21 Dresdner Bank | 121,899 | 136,688 | 25,503 |
| 22 Fuji Bank Ltd. (x) | 345,957 | 1,200,233 | 511,678 |
| 23 Hongkong & Shanghai Banking Corp. | 9,332 | 15,888 | 7,358 |
| 24 Int'l Commercial Bank of China | 3,760 | 25,147 | 11,383 |
| 25 Korea Exchange Bank (x) | 18,427 | 55,128 | 26,757 |
| 26 Korea First Bank | 37,310 | 43,958 | 6,163 |
| 27 Lloyds Bank International Plc. (x) | 116,119 | 200,363 | 32,818 |
| 28 Mitsubishi Bank Ltd. (x) | 122,280 | 831,423 | 22,697 |
| 29 National Australia Bank | 18,020 | 84,095 | 34 |
| 30 National Bank of Canada (H,x) | 130,977 | 206,010 | 5 |
| 31 National Bank of Greece | 7,090 | 44,042 | 38,193 |
| 32 National Bank of Pakistan | 380 | 4,380 | 3,150 |
| 33 National Westminster Bank Plc | 211,288 | 238,320 | 1,521 |
| 34 Sanwa Bank Ltd. (x) | 280,014 | 1,352,451 | 450,203 |
| 35 Societe Generale | 112,358 | 112,948 | 843 |
| 36 Standard Chartered Bank Plc | 61,409 | 103,310 | 13,342 |
| 37 State Bank of India | 6,861 | 29,245 | 13,464 |
| 38 Sumitomo Bank Ltd. (x) | 298,711 | 789,747 | 463,459 |
| 39 Swiss Bank Corp. | 393,194 | 446,727 | 27,268 |
| 40 Tokai Bank Ltd. (x) | 191,116 | 359,543 | 119,420 |
| 41 Toronto Dominion Bank | 194,753 | 277,211 | 1,150 |
| 42 Union Bank of Switzerland | 116,786 | 193,832 | 7,720 |
| 43 Westpac Banking Corp. | 729 | 2,825 | 207 |

| MASSACHUSETTS | C&I Loans | Assets | Deposits |
|---|---|---|---|
| **Boston** | | | |
| 1 Bank Hapoalim (x) | 67,547 | 99,779 | 31,556 |
| 2 Bank of Nova Scotia | 112,783 | 109,774 | 40,114 |
| 3 Barclays Bank International | 59,095 | 61,742 | 5,144 |
| 4 Lloyds Bank International Plc. | 0 | 356 | 238 |
| 5 National Bank of Greece (H) | 5,879 | 32,850 | 26,130 |
| **Cambridge** | | | |
| 1 National Bank of Greece (H) | (e) | | |

| NEW YORK | C&I Loans | Assets | Deposits |
|---|---|---|---|
| **New York** | | | |
| 1 Algemene Bank Nederland (f,x) | 296,725 | 1,890,653 | 805,060 |
| 2 Allied Irish Banks Ltd. (H) | 10,308 | 124,611 | 51,336 |
| 3 Amsterdam Rotterdam Bank (H,x) | 153,440 | 714,288 | 417,170 |
| 4 Arab Bank Ltd. (H,x) | 10,409 | 422,278 | 131,513 |
| 5 Arab Banking Corp. (H,x) | 154,682 | 419,255 | 238,639 |
| 6 Australia & New Zealand Banking Corp. (H) | 1,832 | 145,325 | 46,908 |
| - Banca Catalana | (z) | | |
| 7 Banca Commerciale Italiana (H,x) | 314,241 | 1,861,903 | 1,514,447 |
| 8 Banca della Svizzera Italiana (H,x) | 3,856 | 189,873 | 9,265 |
| 9 Banca Nazionale del Lavoro (H,x) | 719,960 | 2,418,680 | 1,934,359 |
| 10 Banca Nazionale dell Agricoltura (H,x) | 152,564 | 953,991 | 568,080 |
| 11 Banca Popolare di Milano (H,d) | 11,918 | 357,279 | 228,830 |
| 12 Banco Auxiliar (H,x) | 6,910 | 39,560 | 14,256 |
| 13 Banco Bamerindus do Brasil (H,x) | 995 | 50,106 | 212 |
| 14 Banco Bandeirantes (H) | 0 | 4,285 | 0 |
| 15 Banco Brasileiro de Descontos (H,x) | 1,642 | 41,307 | 22,116 |
| 16 Banco Central (H,x) | 14,497 | 507,404 | 9,961 |
| 17 Banco Consolidado (H,f,x) | 6,857 | 60,587 | 42,145 |
| 18 Banco de Bilbao (H,x) | 16,372 | 460,300 | 254,345 |
| 19 Banco de Bogota (H,m,x) | 57,081 | 166,447 | 101,259 |
| 20 Banco de Chile (H,x) | 100 | 30,695 | 18,921 |
| 21 Banco de Credito del Peru (H,o,x) | 250 | 18,817 | 8,789 |
| 22 Banco de Credito Nacional (H,x) | 57,459 | 99,840 | 44,699 |
| 23 Banco de la Nacion Argentina (H,x) | 257,751 | 673,876 | 448,412 |
| 24 Banco de la Rep. Oriental del Uruguay (H,x) | 13,376 | 112,850 | 18,278 |
| 25 Banco de Santander (x) | 9,022 | 174,707 | 163,441 |
| 26 Banco de Santander-375 Park Avenue (x) | 3,389 | 80,439 | 79,642 |
| 27 Banco de Vizcaya (H,x) | 26,861 | 72,901 | 34,291 |
| 28 Banco di Napoli (H,x) | 325,511 | 1,423,362 | 908,368 |
| 29 Banco di Roma (H,x) | 498,617 | 1,725,673 | 1,095,765 |
| 30 Banco di Sicilia (H,x) | 92,500 | 743,116 | 327,483 |
| 31 Banco do Brasil (x) | 26,093 | 395,287 | 352,549 |
| 32 Banco do Comm. e Ind. de Sao Paulo (H,m,x) | 63,489 | 131,263 | 10,456 |
| 33 Banco do Estado do Parana (H) | 0 | 11,451 | 4,406 |
| 34 Banco do Estado do Rio de Janiero (H,x) | 5,100 | 34,108 | 10,509 |
| 35 Banco do Estado do Rio Grande do Sul (H) | 0 | 4,006 | 0 |
| 36 Banco Economico (H,x) | 9,881 | 27,327 | 6,790 |
| 37 Banco Espanol de Credito (o) | 1,000 | 9,504 | 1,076 |
| 38 Banco Hispano-Americano (H) | 14,250 | 122,962 | 19,308 |
| 39 Banco Mercantil de Sao Paolo (H,m,x) | 4,909 | 114,082 | 101 |
| 40 Banco Nacional de Panama (H,m,x) | 2,000 | 48,675 | 15,596 |
| 41 Banco Noroeste (H,x) | 0 | 33,767 | 21,142 |
| 42 Banco Portugues do Atlantico (H,m,x) | 42,784 | 117,048 | 49,751 |
| 43 Banco Real (H,x) | 166,165 | 371,749 | 70,544 |
| 44 Banco Rio de la Plata (H,m,x) | 15,757 | 255,790 | 128,497 |
| 45 Banco Safra (H,x) | 10,028 | 239,768 | 212,753 |
| 46 Banco Union, Caracas (H,m) | 20,730 | 57,104 | 2,255 |
| 47 Banco Urquijo Union (H) | 6,710 | 91,821 | 4,560 |
| 48 Bangkok Bank Ltd. (c,x) | 4,372 | 283,334 | 56,900 |
| 49 Bank Bumiputra Malaysia Berhad (H,x) | 71,341 | 162,000 | 116,000 |
| 50 Bank Ekspor Impor Indonesia (H,o,x) | 0 | 4,818 | 0 |
| 51 Bank fur Gemeinwirtshaft (H,x) | 2,141 | 205,161 | 170,261 |
| 52 Bank Hapoalim (g,x) | 308,316 | 635,299 | 546,144 |
| 53 Bank Hapoalim (h,x) | 127,145 | 340,283 | 203,211 |
| 54 Bank Julius Baer (i,x) | 26,262 | 125,384 | 8,275 |
| 55 Bank Leu Ltd. (H,d,x) | 0 | 12,075 | 3,942 |
| 56 Bank Negara Indonesia 1946 (H,o,x) | 629 | 383,906 | 84,277 |
| 57 Bank of Baroda (H) | 13,893 | 25,127 | 9,850 |
| 58 Bank of China (H,x) | 15,774 | 244,007 | 43,231 |
| 59 Bank of Credit & Commerce Int'l (x) | 637 | 13,222 | 5,730 |

* —Compiled from data taken from the Federal Reserve Board's report of assets and liabilities of U.S. branches and agencies of foreign banks for June 30, 1984. C&I loans are commercial and industrial loans as of 6/30/84. Assets and deposits are average balances for the 30 day period ended June 30, 1984. (c)—Converted from an agency to a branch over the year ended 6/30/84. (d)—Converted from a representative office to a branch over the year ended 6/30/84. (e)—Opened 5/84 no data available. (f)—Has 2 branches in New York. (g)—This branch is not FDIC-insured. (h)—Consolidated data for 3 FDIC-insured branches. (i)—New office opened 4/84. Most of the assets and liabilities of Baer American Banking Corp.— a New York investment company— were transferred to the branch. (j)—Opened in 8/84. (k)—Has 3 branches in New York. (m)—An agency under state law, but considered a branch by Federal Reserve because it has special powers, granted under New York state law, to issue large denomination deposits to both foreign and domestic residents. (o)—Opened new branch office over the year ended 6/30/84. (p)—Converted from a representative office 7/7/84. (q)—Converted from a representative office 8/84. (r)—Includes branches in Christiansted and Frederiksted. (s)—Includes branch in St. Thomas (t)—Opened 12/84. (u)—Opened in 11/82, no data available. (v)—Executive office and computer processing center for the bank in California located here. (x)—Has a international banking facility (IBF) office. (y)—Opened 9/84. (z)—Closed this branch office over the year ended 6/30/84. (H)—Office is located in the bank's "home state."

# U.S. Branches of Foreign Banks

## Listed Alphabetically, Within City
## With C&I Loans, Assets, and Deposits for June 30, 1984 *

(Dollar Figures in Thousands)

**(New York continued)**

| | | | | |
|---|---|---|---|---|
| 60 | Bank of East Asia (H,o,x) | 0 | 5,235 | 0 |
| 61 | Bank of India (H) | 42,255 | 57,887 | 13,102 |
| 62 | Bank of Montreal (H,x) | 1,114,122 | 4,925,404 | 3,839,132 |
| 63 | Bank of New Zealand (H,x) | 12,411 | 172,704 | 89,104 |
| 64 | Bank of Nova Scotia (H,m,x) | 201,840 | 1,152,357 | 656,222 |
| 65 | Bank of Scotland (H) | 50,751 | 97,684 | 1,359 |
| 66 | Bank of Seoul & Trust Co. (H,m,x) | 222,281 | 230,695 | 10,292 |
| 67 | Bank of Tokyo Ltd. (m,x) | 1,251,737 | 7,088,096 | 2,605,313 |
| 68 | Bank of Yokohama (H,x) | 410,362 | 1,005,096 | 811,174 |
| 69 | Banque Bruxelles Lambert (H,d,x) | 10,160 | 52,063 | 3,165 |
| 70 | Banque de l'Union Europeenne (H) | 57,359 | 162,890 | 3,173 |
| 71 | Banque Francaise du Comm. Exterieur (H,x) | 156,446 | 1,085,546 | 70,814 |
| 72 | Banque Indosuez (H,x) | 247,380 | 2,749,807 | 1,362,075 |
| 73 | Banque Nationale de Paris (H,x) | 453,202 | 2,053,113 | 1,438,026 |
| 74 | Banque Paribas (H,x) | 149,348 | 804,182 | 548,184 |
| 75 | Banque Paribas (Suisse) (H,o) | 0 | 3,000 | 0 |
| 76 | Banque Worms (H,x) | 18,668 | 111,078 | 2,944 |
| 77 | Barclays Bank International Ltd. (f,H,x) | 314,409 | 1,984,131 | 1,493,333 |
| 78 | Bayerische Hypo.-und Wechsel Bank (H,x) | 62,181 | 102,088 | 25,363 |
| 79 | Bayerische Landesbank Girozentrale (H,x) | 5,299 | 1,158,151 | 636,926 |
| 80 | Bayerische Vereinsbank | 51,828 | 269,359 | 221,254 |
| 81 | Berliner Handels und-Frankfurter Bank (H,x) | 79,011 | 185,360 | 42,633 |
| 82 | Cho-Heung Bank (H,x) | 118,151 | 125,989 | 39,703 |
| 83 | Chuo Trust & Banking Co. (H,m,x) | 187,723 | 454,586 | 249,364 |
| 84 | Commercial Bank of Korea (H,m,x) | 81,869 | 244,665 | 23,547 |
| 85 | Commercial Bank of Kuwait | (j) | | |
| 86 | Commerzbank (H,x) | 549,033 | 1,350,250 | 908,593 |
| 87 | Commonwealth Trading Bk of Australia (H) | 18,496 | 140,461 | 21,363 |
| 88 | Continental Bank of Canada (H,d) | 3,050 | 6,118 | 0 |
| 89 | Credit Agricole Mutuel (d) | 4,000 | 20,215 | 210 |
| 90 | Credit Commerciale de France (H,x) | 206,800 | 461,187 | 295,358 |
| 91 | Credit du Nord (H,x) | 22,495 | 873,212 | 605,656 |
| 92 | Credit Industriel et Commerciale (H,x) | 122,880 | 750,017 | 252,845 |
| 93 | Credit Lyonnais (x) | 468,724 | 2,253,197 | 1,336,196 |
| 94 | Creditanstalt-Bankverein (H,x) | 40,339 | 132,823 | 32,948 |
| 95 | Credito Italiano (H,x) | 191,220 | 926,059 | 485,214 |
| 96 | Dai-Ichi Kangyo Bank (x) | 1,529,046 | 9,680,866 | 5,151,840 |
| 97 | Daiwa Bank Ltd. (H,x) | 476,784 | 2,363,912 | 1,535,849 |
| 98 | Danske Provinsbank (H,x) | 79,442 | 159,185 | 141,558 |
| 99 | Deutsche Bank (H,x) | 242,701 | 760,884 | 556,600 |
| 100 | Deutsche Genossenschaftsbank (x) | 21,967 | 277,965 | 124,435 |
| 101 | Doha Bank Ltd. (H,x) | 555 | 14,001 | 13,723 |
| 102 | Dresdner Bank (x) | 353,816 | 982,746 | 416,515 |
| 103 | Dubai Bank Ltd. (H,x) | 48,643 | 128,106 | 71,883 |
| 104 | Fuji Bank Ltd. (H,m,x) | 1,558,555 | 6,095,713 | 3,544,279 |
| 105 | Govnor & Co. of Bank of Ireland (H,x) | 24,931 | 272,541 | 109,890 |
| 106 | Grindlays Bank Ltd. (H,m,x) | 18,551 | 95,511 | 3,848 |
| 107 | Gulf International Bank (H,x) | 70 | 134,016 | 71,417 |
| 108 | Habib Bank (H,x) | 4,205 | 40,483 | 10,734 |
| 109 | Hang Seng Bank Ltd. (H,o,x) | 1,035 | 70,869 | 68,016 |
| 110 | Hessische Landesbank Girozentrale (H,x) | 0 | 31,469 | 7,000 |
| 111 | Hokkaido Takushoku Bank Ltd. (x) | 358,435 | 2,263,285 | 1,494,192 |
| 112 | Hokuriku Bank Ltd. (H,x) | 114,694 | 552,474 | 373,960 |
| 113 | Hongkong & Shanghai Banking Corp. (f,H,x) | 226,424 | 794,158 | 470,812 |
| 114 | Industrial Bank of Japan Ltd. (H,m,x) | 870,254 | 4,770,842 | 2,335,171 |
| 115 | Israel Discount Bank (H) | 250 | 6,971 | 2 |
| 116 | Istituto Bancario San Paolo di Torino (c,x) | 301,518 | 640,604 | 232,224 |
| 117 | Ka Wah Bank Ltd. (x) | 9,026 | 28,167 | 5,685 |
| 118 | Korea Exchange Bank (H,x) | 223,714 | 507,966 | 71,476 |
| 119 | Korea Exchange Bank | 6,205 | 27,725 | 21,531 |
| 120 | Korea First Bank (H,m,x) | 277,879 | 354,909 | 4,544 |
| 121 | Kreditbank (H,x) | 66,157 | 996,527 | 23,601 |
| 122 | Krung Thai Bank Ltd. (H,x) | 5,000 | 80,063 | 23,016 |
| 123 | Kyowa Bank (x) | 634,297 | 1,493,695 | 982,330 |
| 124 | Libra Bank Ltd. (H,o,x) | 0 | 224,464 | 221,284 |
| 125 | Lloyds Bank International (x) | 276,465 | 2,252,426 | 1,960,671 |
| 126 | Long-Term Credit Bank of Japan (H,x) | 763,766 | 2,970,229 | 1,218,402 |
| 127 | Metropolitan Bank & Trust Co. | 712 | 13,448 | 10,192 |
| 128 | Middle East Bank Ltd. (H,x) | 3,653 | 15,859 | 7,106 |
| 129 | Midland Bank Plc. | 5,256 | 185,629 | 4,293 |
| 130 | Mitsubishi Bank Ltd. (x) | 2,246,782 | 9,866,766 | 5,558,609 |
| 131 | Mitsubishi Trust & Banking Corp. (H,x) | 462,638 | 2,285,137 | 1,221,997 |
| 132 | Mitsui Bank Ltd. (x) | 1,312,310 | 4,139,387 | 1,713,601 |
| 133 | Mitsui Trust & Banking Co. Ltd. (H,x) | 390,842 | 3,668,770 | 2,453,873 |
| 134 | Monte dei Paschi di Siena (H,x) | 42,333 | 768,266 | 613,911 |
| 135 | National Australia Bank (H) | 83,566 | 387,523 | 42,976 |
| 136 | National Bank of Canada (c,x) | 79,346 | 541,516 | 392,140 |
| 137 | National Bank of Kuwait (H,x) | (y) | | |
| 138 | National Bank of Pakistan (H,f,x) | 10,554 | 214,748 | 111,363 |
| 139 | National Commercial Bank (H,o) | 19,000 | 339,250 | 27,156 |
| 140 | National Westminster Bank Plc (H,x) | 642,231 | 3,214,988 | 2,200,166 |
| 141 | Nedbank Ltd. (H,x) | 14,809 | 238,286 | 1,404 |
| 142 | Nederlandsche Middenstandsbank (H,x) | 140,963 | 602,900 | 346,000 |
| 143 | Nippon Credit Bank Ltd. (H,x) | 674,047 | 2,511,470 | 1,787,394 |
| 144 | Norinchukin Bank | (p) | | |
| 145 | Overseas Chinese Banking Corp. (H,m,x) | 0 | 9,333 | 6,531 |
| 146 | Philippine Commercial & Industrial Bank (c,x) | 8,345 | 39,719 | 8,147 |
| 147 | Philippine National Bank | 537 | 15,263 | 13,749 |
| 148 | Privatbanken (H,x) | 7,449 | 316,551 | 102,315 |
| 149 | Rabobank Nederland (H) | 281,048 | 625,449 | 1,763 |
| 150 | Royal Bank of Canada (H,f,m,x) | 632,078 | 3,000,236 | 745,767 |
| 151 | Royal Bank of Scotland Plc (H) | 27,124 | 106,347 | 14,174 |
| 152 | Saitama Bank Ltd. (x) | 305,419 | 2,097,520 | 1,627,506 |
| 153 | Sanwa Bank Ltd. (x) | 995,561 | 7,961,432 | 5,486,023 |
| 154 | Saudi International Bank (H,x) | 31,996 | 351,111 | 318,450 |
| 155 | Shanghai Commercial Bank Ltd. | 1,314 | 29,396 | 28,497 |
| 156 | Siam Commercial Bank Ltd. (m,x) | 47,223 | 90,186 | 31,819 |
| 157 | Societe Generale (H,x) | 226,244 | 1,832,267 | 734,272 |
| 158 | Societe Generale de Banque (H) | (q) | | |
| 159 | Standard Chartered Bank Plc (f,x) | 196,910 | 945,587 | 718,682 |
| 160 | State Bank of India (H,k) | 21,542 | 114,797 | 48,838 |
| 161 | State Bank of New South Wales (H) | 27,002 | 95,480 | 10,260 |
| 162 | Sumitomo Bank Ltd. (x) | 1,222,628 | 4,372,534 | 3,790,464 |
| 163 | Sumitomo Trust & Banking Co. Ltd. (H,x) | 312,270 | 1,448,040 | 996,906 |
| 164 | Swiss Bank Corp. (f,x) | 1,326,127 | 5,299,771 | 3,528,971 |
| 165 | Swiss Credit Bank (x) | 439,970 | 2,073,912 | 770,859 |
| 166 | Taiyo Kobe Bank Ltd. (H,x) | 906,801 | 2,581,716 | 1,553,007 |
| 167 | Thai Farmers Bank (H,x) | 3,833 | 38,628 | 7,192 |
| 168 | Tokai Bank Ltd. (x) | 784,816 | 3,888,268 | 1,627,798 |
| 169 | Toronto Dominion Bank (H,x) | 572,323 | 4,128,951 | 1,923,992 |
| 170 | Toyo Trust & Banking Co. Ltd. (H,x) | 219,307 | 1,534,737 | 1,200,552 |
| 171 | Turkiye Cumhuriyeti Ziraat Bankasi (H,o,x) | 215 | 41,560 | 29,096 |
| 172 | Udruzena Beogradska Banka (m,x) | 13,340 | 170,837 | 73,704 |
| 173 | Union Bank of Switzerland (x) | 150,826 | 4,318,919 | 3,282,142 |
| 174 | United Bank Ltd. (H,x) | 11 | 16,210 | 6,000 |
| 175 | United Bank for Africa Ltd. (H,d) | 0 | 12,910 | 0 |
| 176 | United Bank of Kuwait Ltd. (H,o,x) | 20,604 | 109,668 | 49,136 |
| 177 | Westdeutsche Landesbank Giro.(H,x) | 233,096 | 1,184,791 | 630,285 |
| 178 | Westpac Banking Corp. (H) | 43,503 | 345,106 | 28,787 |
| 179 | Yasuda Trust & Banking Co. Ltd. (H,x) | 622,300 | 1,868,425 | 1,166,775 |

| | OREGON | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| | **Beaverton** | | | |
| 1 | Canadian Imperial Bank of Commerce | 1,145 | 10,086 | 2,399 |
| | **Portland** | | | |
| 1 | Bank of Nova Scotia | 47,860 | 616,085 | 610,446 |
| 2 | Bank of Tokyo Ltd. | 121,843 | 1,296,473 | 1,230,632 |
| 3 | Canadian Imperial Bank of Commerce | 56,286 | 729,229 | 712,433 |
| 4 | Canadian Imperial Bank of Commerce | 5,300 | 10,343 | 3,216 |
| - | Canadian Imperial Bank of Commerce | (z) | | |
| 5 | Hongkong & Shanghai Banking Corp. | 6,322 | 10,748 | 6,680 |
| 6 | Royal Bank of Canada | 522,571 | 702,341 | 160,477 |

| | PENNSYLVANIA | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| | **Philadelphia** | | | |
| 1 | Bank Hapoalim (x) | 54,041 | 104,349 | 84,595 |
| 2 | Bank Leumi le-Israel | 62,201 | 102,992 | 82,231 |
| | **Pittsburgh** | | | |
| 1 | Algemene Bank Nederland | 21,452 | 30,034 | 1,392 |
| 2 | Barclays Bank International | 25,175 | 39,280 | 1,493 |
| 3 | Canadian Imperial Bank of Commerce | 78,032 | 142,615 | 828 |
| 4 | Lloyds Bank International (x) | 281,424 | 287,170 | 1,976 |

| | PUERTO RICO | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| - | Royal Bank of Canada-Guanica | (z) | | |
| 1 | Royal Bank of Canada-Hato Rey | 49,701 | 124,816 | 116,083 |
| 2 | Royal Bank of Canada-Mayaguez | 20,857 | 24,359 | 20,777 |
| 3 | Royal Bank of Canada, San Juan | 207,197 | 356,722 | 296,916 |
| 4 | Royal Bank of Canada-JFK, San Juan | 38,348 | 40,175 | 31,925 |
| 5 | Royal Bank of Canada-Santurce | 9,848 | 47,008 | 45,787 |

| | VIRGIN ISLANDS | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| | **Charlotte Amalie** | | | |
| 1 | Bank of Nova Scotia (r) | 13,470 | 390,527 | 378,341 |
| 2 | Barclays Bank International (s) | 19,286 | 120,706 | 118,050 |

| | WASHINGTON | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| | **Seattle** | | | |
| 1 | Algemene Bank Nederland | 14,062 | 15,032 | 646 |
| 2 | Bank of Tokyo Ltd. | 191,351 | 251,115 | 216,829 |
| 3 | Barclays Bank International | 116,039 | 127,232 | 1,051 |
| 4 | Canadian Imperial Bank of Commerce | 68,447 | 142,811 | 78,966 |
| 5 | Hokkaido Takushoku Bank Ltd. (x) | 70,185 | 140,459 | 12,421 |
| 6 | Hongkong & Shanghai Banking Corp. | 3,208 | 18,340 | 12,144 |
| 7 | Korea Exchange Bank | 20,980 | 158,564 | 981 |
| 8 | Mitsui Bank Ltd. (x) | 90,503 | 320,256 | 130,106 |
| 9 | Standard Chartered Bank | 10,697 | 17,494 | 5,295 |
| 10 | Sumitomo Bank Ltd. (x) | 124,851 | 328,400 | 177,513 |
| 11 | Taiyo Kobe Bank Ltd. (x) | 64,046 | 269,612 | 14,785 |

* —Compiled from data taken from the Federal Reserve Board's report of assets and liabilities of U.S. branches and agencies of foreign banks for June 30, 1984. C&I loans are commercial and industrial loans as of 6/30/84. Assets and deposits are average balances for the 30 day period ended June 30, 1984. **(c)**—Converted from an agency to a branch over the year ended 6/30/84. **(d)**—Converted from a representative office to a branch over the year ended 6/30/84. **(e)**—Opened 5/84 no data available. **(f)**—Has 2 branches in New York. **(g)**—This branch is not FDIC-insured. **(h)**—Consolidated data for 3 FDIC-insured branches. **(i)**—New office opened 4/84. Most of the assets and liabilities of Baer American Banking Corp.— a New York investment company— were transferred to the branch. **(j)**—Opened in 8/84. **(k)**—Has 3 branches in New York. **(m)**—An agency under state law, but considered a branch by Federal Reserve because it has special powers, granted under New York state law, to issue large denomination deposits to both foreign and domestic residents. **(o)**—Opened new branch office over the year ended 6/30/84. **(p)**—Converted from a representative office 7/7/84. **(q)**—Converted from a representative office 8/84. **(r)**—Includes branches in Christiansted and Frederiksted. **(s)**—Includes branch in St. Thomas **(t)**—Opened 12/84. **(u)**—Opened in 11/82, no data available. **(v)**—Executive office and computer processing center for the bank in California located here. **(x)**—Has a international banking facility (IBF) office. **(y)** —Opened 9/84. **(z)**—Closed this branch office over the year ended 6/30/84. **(H)**—Office is located in the bank's "home state."

# U.S. Agencies of Foreign Banks

## Listed Alphabetically, Within City
## With C&I Loans, Assets, and Deposits for June 30, 1984*

(Dollar Figures in Thousands)

| | CALIFORNIA | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| | **Beverly Hills** | | | |
| 1 | Israel Disount Bank Ltd. | 14,371 | 39,779 | 23,091 |
| | **Los Angeles** | | | |
| 1 | Algemene Bank Nederland | 62,167 | 65,599 | 722 |
| 2 | Australia & New Zealand Banking Group (x) | 39,850 | 146,763 | 73,726 |
| 3 | Banca Commerciale Italiana (x) | 116,402 | 221,421 | 127,353 |
| 4 | Banca Nazionale del Lavoro (x) | 119,071 | 236,057 | 42,306 |
| 5 | Banca Serfin (x) | 39,126 | 167,122 | 104,506 |
| - | Banco de la Provincia de Buenos Aires | (a) | | |
| 6 | Banco di Sicilia (o) | 8,378 | 8,935 | 0 |
| 7 | Banco do Brasil (H) | 1,499 | 588,985 | 58,033 |
| - | Banco do Estado de Sao Paulo | (a) | | |
| 8 | Banco Exterior de Espana (x) | 26,538 | 90,152 | 36,357 |
| 9 | Banco Nacional de Mexico (H,x) | 51,551 | 106,688 | 42,003 |
| 10 | Banco Real (x) | 1,846 | 48,612 | 39,537 |
| 11 | Bancomer (H,x) | 199,295 | 343,552 | 250,334 |
| 12 | Bank Bumiputra Malaysia Berhad (x) | 20,459 | 61,814 | 43,522 |
| -- | Bank Leumi le-Israel (H) | (h) | | |
| -- | Bank Saderat Iran | (a) | | |
| 13 | Bank of Credit & Commerce International | 20,137 | 82,516 | 26,149 |
| 14 | Bank of New Zealand (x) | 7,627 | 29,934 | 8,471 |
| 15 | Bank of Seoul & Trust Co. | 134,881 | 177,814 | 657 |
| 16 | Bank of Tokyo Ltd. (H) | 226,656 | 1,987,491 | 255,316 |
| 17 | Banque Nationale de Paris | 108,175 | 121,044 | 0 |
| 18 | Banque Paribas | 192,854 | 373,373 | 808 |
| 19 | Bayerische Vereinsbank (H) | 62,599 | 79,580 | 0 |
| 20 | Canadian Commercial Bank (H) | 271,736 | 490,934 | 0 |
| 21 | Commercial Bank of Korea (x) | 67,221 | 174,081 | 273 |
| 22 | Commonwealth Trading Bank of Australia | 44,058 | 162,742 | 0 |
| 23 | Copenhagen Handelsbank (o) | 1,375 | 30,211 | 11,940 |
| 24 | Credit Lyonnais (H) | 75,613 | 115,896 | 1,207 |
| 25 | Credito Italiano (x) | 59,378 | 191,035 | 34,389 |
| 26 | Dai-Ichi Kangyo Bank (H,x) | 458,417 | 2,503,497 | 1,204,269 |
| 27 | Daiwa Bank Ltd. (x) | 278,407 | 695,655 | 362,114 |
| 28 | Deutsche Genossenschaft Bank (H,x) | 44,401 | 67,017 | 17,380 |
| 29 | Development Bank of Singapore Ltd. | 5,127 | 13,921 | 78 |
| 30 | Dresdner Bank (H) | 118,611 | 122,298 | 689 |
| 31 | Fuji Bank Ltd. (x) | 644,713 | 2,797,032 | 892,999 |
| 32 | Hanil Bank Ltd. | 103,773 | 236,086 | 1,243 |
| 33 | Hokkaido Takushoku Bank Ltd. (H,x) | 67,679 | 298,707 | 156,109 |
| 34 | Industrial Bank of Japan (x) | 926,341 | 1,749,327 | 491,154 |
| 35 | International Bank of Singapore Ltd. | 2,040 | 17,893 | 110 |
| 36 | Korea Exchange Bank (x) | 70,639 | 236,020 | 630 |
| 37 | Korea First Bank | 27,540 | 152,543 | 626 |
| 38 | Kredietbank (o) | 0 | 891 | 0 |
| 39 | Kyowa Bank (H,x) | 145,818 | 449,342 | 167,379 |
| 40 | Long-Term Credit Bank of Japan (x) | 407,820 | 881,738 | 397,018 |
| 41 | Mitsubishi Bank Ltd. (H,x) | 349,890 | 1,992,678 | 574,917 |
| 42 | Mitsubishi Trust & Banking Corp. (x) | 140,249 | 1,717,698 | 1,112,713 |
| 43 | Mitsui Bank Ltd. (H,x) | 335,175 | 1,307,870 | 547,912 |
| 44 | Mitsui Trust & Banking Co. Ltd. (x) | 90,017 | 1,285,689 | 907,645 |
| -- | Multibanco Comermex | (b) | | |
| 45 | National Australia Bank (x) | 108,589 | 201,328 | 43,265 |
| 46 | Nippon Credit Bank Ltd. (x) | 139,800 | 866,319 | 680,715 |
| 47 | Overseas Union Bank Ltd. (x) | 12,865 | 46,437 | 8,752 |
| 48 | Philippine Commercial & Industrial Bank (x) | 12,261 | 19,146 | 2,496 |
| 49 | Scandinavian Bank Ltd. (x) | 56,833 | 106,741 | 76,712 |
| 50 | State Bank of India | 2,131 | 54,765 | 729 |
| 51 | Sumitomo Trust & Banking Co. Ltd. (x) | 160,856 | 744,433 | 514,834 |
| 52 | Taiyo Kobe Bank Ltd. | 129,431 | 385,855 | 1,063 |
| 53 | Thai Farmers Bank Ltd. (x) | 9,205 | 44,949 | 21,143 |
| 54 | Tokai Bank Ltd.(H,x) | 203,343 | 1,496,535 | 346,113 |
| 55 | Toyo Trust & Banking Co. Ltd. (x) | 100,830 | 621,817 | 396,534 |
| 56 | Union Bank of Switzerland (H,x) | 70,297 | 210,490 | 370 |
| 57 | United Overseas Bank Ltd. | 4,255 | 21,053 | 1,784 |
| 58 | Yasuda Trust & Banking Co. Ltd. (x) | 56,386 | 1,600,961 | 1,134,017 |
| | **San Francisco** | | | |
| 1 | Algemene Bank Nederland | 48,712 | 55,002 | 1,098 |
| 2 | Banco Central | 37,584 | 235,938 | 11 |
| 3 | Banco de la Nacion Argentina (x) | 37,911 | 122,010 | 1,307 |
| 4 | Banco de Vizcaya (x) | 16,031 | 59,393 | 40,660 |
| 5 | Banco di Roma (x) | 160,623 | 630,101 | 442,583 |
| 6 | Banco do Brasil (H,x) | 2 | 716,225 | 83,179 |
| 7 | Banco do Estado de Sao Paulo (x) | 38,903 | 287,628 | 74,582 |
| 8 | Banco Totta & Acores | 30,261 | 46,202 | 0 |
| 9 | Bangkok Metropolitan Bank Ltd. (x) | 5,351 | 42,086 | 3,716 |
| 10 | Bank Melli Iran | 12 | 4,955 | 47 |
| 11 | Bank of British Columbia (x) | 36,711 | 82,939 | 48,714 |
| 12 | Bank of Credit & Commerce Hong Kong (x) | 6,303 | 52,269 | 45,399 |
| 13 | Bank of India | 17,457 | 61,788 | 42,716 |
| 14 | Bank of Montreal | 671,616 | 1,229,143 | 33 |
| 15 | Bank of Nova Scotia | 100,580 | 1,589,252 | 40,003 |
| 16 | Bank of Tokyo Ltd. (H,x) | 82,205 | 172,850 | 182 |
| 17 | Banque Francaise du Commerce Exterieur | 15,504 | 16,325 | 0 |
| 18 | Banque Nationale de Paris (x) | 264,408 | 838,030 | 194,478 |
| 19 | Barclays Bank International Ltd. | 169,857 | 221,981 | 10,891 |
| 20 | Canadian Imperial Bank of Commerce | 186,836 | 445,246 | 0 |
| 21 | Chartered Bank of London (H) | 47,118 | 48,660 | 0 |
| 22 | Chekiang First Bank Ltd. | 16,054 | 82,975 | 70,984 |
| 23 | Cho-Heung Bank Ltd. (x) | 71,177 | 246,183 | 759 |
| 24 | Credit Lyonnais (H) | 18,410 | 16,362 | 0 |
| 25 | Liu Chong Hing Bank | 1,588 | 55,221 | 52,276 |
| 26 | National Westminster Bank Plc. | 106,593 | 285,178 | 2,142 |
| 27 | Royal Bank of Canada | 368,723 | 368,750 | 948 |
| 28 | Royal Bank of Scotland Plc | 40,683 | 49,260 | 7 |
| 29 | Sanwa Bank Ltd. (H,x) | 570,475 | 2,812,211 | 603,075 |
| 30 | Shanghai Commercial Bank Ltd. | 11,502 | 135,754 | 133,383 |
| 31 | Sumitomo Bank Ltd. (H) | 194,625 | 1,619,647 | 0 |
| 32 | Toronto Dominion Bank | 134,758 | 592,883 | 2,400 |

| | FLORIDA | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| | **Boca Raton** | | | |
| 1 | Bank of Credit & Commerce Int'l (o) | 2,662 | 3,632 | 3,616 |
| | **Coral Gables** | | | |
| 1 | Banco de Vizcaya (x) | 7,511 | 62,821 | 53,981 |
| 2 | Bank of Tokyo Ltd. (x) | 9,219 | 50,843 | 46,209 |
| | **Miami** | | | |
| 1 | Algemene Bank Nederland (x) | 1,959 | 66,571 | 65,046 |
| 2 | Banca Nazionale del Lavoro (x) | 35,093 | 113,194 | 110,568 |
| 3 | Banco Central (x) | 15,134 | 11,937 | 11,212 |
| 4 | Banco Colpatria (x) | 12,224 | 19,750 | 5,884 |
| 5 | Banco de Bilbao (x) | 8,805 | 43,832 | 23,230 |
| 6 | Banco de Iberoamerica (x) | 7,903 | 76,362 | 71,589 |
| 7 | Banco de la Nacion Argentina | 3,391 | 143,189 | 103,948 |
| 8 | Banco de Santander (H,x) | 0 | 29,375 | 111 |
| 9 | Banco do Brasil (x) | 0 | 80,242 | 5,250 |
| 10 | Banco do Estado de Sao Paulo (x) | 20,070 | 101,158 | 13,111 |
| 11 | Banco Espanol de Credito (x) | 500 | 54,537 | 52,067 |
| 12 | Banco Exterior de Espana (x) | 55,362 | 187,635 | 99,332 |
| 13 | Banco Ganadero (x) | 4,048 | 67,236 | 52,778 |
| 14 | Banco Industrial de Venezuela | 261 | 58,102 | 424 |
| 15 | Banco International de Costa Rica (o,x) | 125 | 34,884 | 7,627 |
| 16 | Banco Mercantil (x) | 2,624 | 59,844 | 52,357 |
| 17 | Banco Nacional (x) | 14,253 | 72,394 | 65,222 |
| 18 | Banco Real (x) | 7,016 | 16,424 | 4,773 |
| 19 | Bank of Credit & Commerce Int'l Ltd. (x) | 43,894 | 208,955 | 174,829 |
| 20 | Bank of Nova Scotia | 1,955 | 31,818 | 1,296 |
| 21 | Banque Nationale de Paris (o) | 2,093 | 15,378 | 11,237 |
| 22 | Banque Paribas (x) | 20,424 | 35,990 | 5,016 |
| 23 | Banque Sudameris (x) | 24,115 | 172,498 | 155,655 |
| 24 | Barclays Bank International Plc. (x) | 14,265 | 272,737 | 16,840 |
| 25 | Credit Lyonnais (x) | 7,184 | 64,765 | 50,218 |
| 26 | Credit Suisse (x) | 4,667 | 117,619 | 116,510 |
| 27 | Deutsche-Sudamerikanische Bank (x) | 27,959 | 276,789 | 269,649 |
| 28 | Israel Discount Bank | (c) | --- | --- |
| 29 | Lloyds Bank International (x) | 175,711 | 457,186 | 216,491 |
| 30 | Royal Bank of Canada (x) | 7,305 | 302,922 | 268,022 |
| 31 | Standard Chartered Bank | 35,318 | 38,582 | 4,003 |
| 32 | Vereins-und Westbank (o,x) | 24,271 | 347,900 | 33,008 |
| | **Miami Beach** | | | |
| 1 | Bank Hapoalim (x) | 80,713 | 93,990 | 11,386 |
| 2 | Bank Leumi le-Israel (x) | 18,798 | 115,960 | 115,368 |
| 3 | Israel Discount Bank | 10,100 | 116,450 | 111,772 |
| | **Tampa** | | | |
| 1 | Bank of Credit & Commerce Int'l (o) | 0 | 1,317 | 1,124 |

| | GEORGIA | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| | **Atlanta** | | | |
| 1 | Algemene Bank Nederland | 117,126 | 175,660 | 298 |
| 2 | Banca Nazionale del Lavoro (x) | 78,872 | 280,889 | 0 |
| 3 | Bank of Nova Scotia | 434,988 | 533,814 | 1,649 |
| 4 | Banque Indosuez | (d) | | |
| 5 | Barclays Bank International | 48,328 | 44,605 | 1,431 |
| 6 | Bayerische Vereinsbank (x) | 41,503 | 106,411 | 40,989 |
| 7 | Canadian Imperial Bank of Commerce | 104,329 | 162,813 | 250 |
| 8 | Commerzbank | 50,526 | 53,921 | 0 |
| -- | Credit Lyonnais | (e) | | |
| 9 | Lloyds Bank International | 38,700 | 68,662 | 317 |
| 10 | Standard Chartered Bank Plc. | 32,412 | 34,151 | 231 |
| 11 | Swiss Bank Corp. | 58,600 | 56,662 | 66 |
| 12 | Toronto Dominion Bank | 581,034 | 1,396,064 | 6,081 |

| | GUAM | C&I Loans | Assets | Deposits |
|---|---|---|---|---|
| | **Agana** | | | |
| 1 | Hongkong & Shainghai Banking Corp. | 6,536 | 17,211 | 15,413 |

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* Compiled from data taken from the Federal Reserve Board's report of assets and liabilities of U.S. branches and agencies of foreign banks for June 30, 1984. C&I loans are commercial and industrial loans as of 6/30/84. Assets and deposits are average balances for the 30-day period ended June 30, 1984. **(a)**—Closed this agency office over the year ended 6/30/84. **(b)**— Converted to a representative office from an agency over the year ended 6/30/84. **(c)**— Data included in Miami Beach office. **(d)**—Opened 8/83, but data were not available. **(e)**—Licensed as an agency but is operating as a representative office. **(f)**—Under New York State banking law, some agencies have been granted power to issue large denomination deposits to both foreign and domestic residents. For that reason, the Federal Reserve considors these agencies as branches. American Banker also classifies these agencies as branches. In the listing of New York branches, these special agencies are identified with a footnote "m". **(g)**—Opened 7/2/84. **(h)**—Executive office and computer processing center for the bank in California located here. **(o)**—Established new agency office over the year ended 6/30/84. (x)—Has a international banking facility (IBF) office. **(H)**—Office is located in the bank's "home state."

# U.S. Agencies of Foreign Banks

## Listed Alphabetically, Within City
## With C&I Loans, Assets, and Deposits for June 30, 1984*

(Dollar Figures in Thousands)

| | **HAWAII** | **C&I Loans** | **Assets** | **Deposits** |
|---|---|---|---|---|
| | **Honolulu** | | | |
| 1 | Bank of Tokyo Ltd. | 36,024 | 36,120 | 19 |
| 2 | Philippine National Bank | 0 | 237 | 3 |

| | **LOUISIANA** | **C&I Loans** | **Assets** | **Deposits** |
|---|---|---|---|---|
| | **New Orleans** | | | |
| 1 | Barclays Bank International Plc. | 114,044 | 123,824 | 0 |

| | **NEW YORK (f)** | **C&I Loans** | **Assets** | **Deposits** |
|---|---|---|---|---|
| | **New York** | | | |
| 1 | Arab African International Bank (x) | 17,594 | 346,370 | 829 |
| 2 | Banca Serfin (x) | 28,189 | 144,427 | 3,965 |
| 3 | Banco Atlantico | 9,507 | 38,860 | 3,118 |
| 4 | Banco de la Provincia de Buenos Aires (x) | 32,303 | 193,113 | 59,633 |
| 5 | Banco de Venezuela (H) | 2,220 | 16,738 | 3,804 |
| 6 | Banco do Estado de Sao Paulo (x) | 80,561 | 185,301 | 50,398 |
| 7 | Banco Industrial de Venezuela (x) | 98,977 | 433,285 | 8,917 |
| 8 | Banco Internacional (x) | 18,000 | 209,548 | 184,247 |
| 9 | Banco Itau (x) | 38,791 | 80,402 | 1,813 |
| 10 | Banco Mexicano Somex (x) | 146 | 116,635 | 111,635 |
| 11 | Banco Nacional (x) | 64,009 | 104,136 | 40,391 |
| 12 | Banco Nacional de Mexico (x) | 20,187 | 721,726 | 145,903 |
| 13 | Banco Totta & Acores (x) | 77,858 | 187,610 | 2,190 |
| 14 | Bancomer (x) | 895,018 | 1,238,913 | 530,167 |
| 15 | Bangkok Metropolitan Bank Ltd. (x) | 284 | 153,274 | 2,800 |
| 16 | Bank Leumi le-Israel | 33,905 | 36,241 | 0 |
| 17 | Bank Melli Iran | 71 | 23,283 | 6,489 |
| 18 | Bank Saderat Iran | 0 | 12,076 | 991 |
| 19 | Bank Sanaye Iran | 7,165 | 8,042 | 751 |
| 20 | Bank Sepah Iran | 0 | 456 | 52 |
| 21 | Canadian Imperial Bank of Commerce (H,x) | 322,087 | 2,461,866 | 1,842,375 |
| 22 | Development Bank of Singapore Ltd. (x) | 87,737 | 120,273 | 6,059 |
| 23 | Gulf Bank (x) | 61,640 | 317,634 | 229,080 |
| 24 | Hanil Bank Ltd. (x) | 68,059 | 110,855 | 3,441 |
| 25 | International Commercial Bank of China (H,x) | 39,938 | 485,441 | 95,600 |
| 26 | Jugobanka-United Bank (x) | 25,899 | 252,184 | 214,367 |
| 27 | Mercantile Bank of Canada | (g) | --- | --- |
| 28 | Multibanco Comermex (x) | 132,985 | 313,664 | 195,989 |
| 29 | Overseas Union Bank Ltd. (x) | 857 | 91,748 | 1,051 |
| 30 | Uniao de Bancos Brasileiros (o,x) | 2,818 | 65,878 | 28,839 |
| 31 | United Mizrahi Bank Ltd. | 6,356 | 7,851 | 0 |
| 32 | United Overseas Bank Ltd. (x) | 10,387 | 117,004 | 2,085 |

* Compiled from data taken from the Federal Reserve Board's report of assets and liabilities of U.S. branches and agencies of foreign banks for June 30, 1984. C&I loans are commercial and industrial loans as of 6/30/84. Assets and deposits are average balances for the 30-day period ended June 30, 1984. **(a)**—Closed this agency office over the year ended 6/30/84. **(b)**— Converted to a representative office from an agency over the year ended 6/30/84. **(c)**— Data included in Miami Beach office. **(d)**—Opened 8/83, but data were not available. **(e)**—Licensed as an agency but is operating as a representative office. **(f)**—Under New York State banking law, some agencies have been granted power to issue large denomination deposits to both foreign and domestic residents. For that reason, the Federal Reserve considers these agencies as branches. American Banker also classifies these agencies as branches. In the listing of New York branches, these special agencies are identified with a footnote "m". **(g)**—Opened 7/2/84. **(h)**—Executive office and computer processing center for the bank in California located here. **(o)**—Established new agency office over the year ended 6/30/84. (x)—Has a international banking facility (IBF) office. **(H)**—Office is located in the bank's "home state."

# Totals For U.S. Branches of Foreign Banks

## For June 30, 1984

**(Dollar Figures in Millions)**

| | **No.** | **C&I Loans** | **Assets** | **Deposits** |
|---|---|---|---|---|
| Beverly Hills | 1 | 80.0 | 240.0 | 218.9 |
| Los Angeles | 14 | 696.4 | 2,037.5 | 1,101.4 |
| San Francisco | 8 | 469.0 | 995.8 | 572.6 |
| District of Columbia | 3 | 12.3 | 292.5 | 92.3 |
| Agana, Guam | 3 | 13.2 | 23.8 | 16.7 |
| Chicago | 43 | 4,330.7 | 11,467.7 | 3,754.5 |
| Boston | 5 | 245.3 | 304.5 | 103.2 |
| New York | 187 | 35,409.6 | 172,811.8 | 98,141.8 |
| Beaverton, Ore. | 1 | 1.1 | 10.1 | 2.4 |
| Portland, Ore. | 6 | 760.2 | 3,365.2 | 2,723.9 |
| Philadelphia | 2 | 116.2 | 207.3 | 166.8 |
| Pittsburgh | 4 | 406.1 | 665.9 | 5.7 |
| Puerto Rico | 5 | 326.0 | 593.1 | 511.5 |
| Virgin Islands | 5 | 32.8 | 511.2 | 496.4 |
| Seattle | 11 | 774.4 | 1,789.3 | 650.7 |
| **Totals** | **298** | **43,673.3** | **195,315.7** | **108,558.8** |

# Totals For U.S. Agencies of Foreign Banks

## For June 30, 1984

**(Dollar Figures in Millions)**

| | **No.** | **C&I Loans** | **Assets** | **Deposits** |
|---|---|---|---|---|
| Beverly Hills | 1 | 14.4 | 39.8 | 23.1 |
| Los Angeles | 58 | 7,242.2 | 29,670.6 | 11,223.1 |
| San Francisco | 32 | 3,508.6 | 13,222.4 | 1,895.6 |
| Boca Raton, Fla. | 1 | 2.7 | 3.6 | 3.6 |
| Coral Gables, Fla. | 2 | 16.7 | 113.7 | 100.2 |
| Miami | 31 | 577.9 | 3,579.8 | 2,067.3 |
| Miami Beach | 3 | 109.6 | 326.4 | 238.5 |
| Tampa | 1 | 0.0 | 1.3 | 1.1 |
| Atlanta | 11 | 1,586.4 | 2,915.7 | 51.3 |
| Agana, Guam | 1 | 6.5 | 17.2 | 15.4 |
| Honolulu | 2 | 36.0 | 36.3 | 0.02 |
| New Orleans | 1 | 114.0 | 123.8 | 0.0 |
| New York | 31 | 2,183.5 | 8,594.8 | 3,776.9 |
| **Totals** | **175** | **15,398.5** | **58,645.4** | **19,396.12** |

# Commercial and Industrial Loans Outstanding of Edge Act Corporations Owned by Foreign Banks

## Listed Alphabetically

## With C&I Loans, Assets, and Deposits on June 30, 1984, Compared with June 30, 1983 *

(Dollar Figures in Thousands)

| Name and Location of Edge<br>Name of Parent | C&I Loans Outstanding Total 6/30/84 | C&I Loans Outstanding Total 6/30/83 | Total Assets(c) 6/30/84 | Total Assets(c) 6/30/83 | Total Deposits(c) 6/30/84 | Total Deposits(c) 6/30/83 | Deposit Rank (n) 12/31/83 |
|---|---|---|---|---|---|---|---|
| ABN Bank International USA, Chicago (a)<br>Algemene Bank Nederland, Amsterdam, Netherlands | 5,517 | 3,580 | 16,316 | 17,238 | 5,053 | 5,423 | 44 |
| Banco Cafetero International Corp., New York (b,x)<br>Banco Cafetero, Bogota, Colombia | 19,649 | 12,089 | 161,187 | 85,651 | 104,357 | 72,790 | ... |
| Banco de Bogota International Corp., Miami (x)<br>Banco de Bogota, Colombia | 4,848 | 4,650 | 22,816 | 17,095 | 19,875 | 13,102 | 895 |
| Banco de Santander International Inc., Miami (x)<br>Banco de Santander, Spain | 5,244 | 6,963 | 286,883 | 246,106 | 301,201 | 232,258 | 129 |
| Banco de Venezuela International, Miami (d,x)<br>Banco de Venezuela, Caracas | 434 | 1,734 | 192,053 | 145,572 | 148,215 | 94,784 | ... |
| Banco del Pacifico International, Miami (x)<br>Banco dal Pacifico, Guayaquil, Ecuador | 771 | 453 | 30,770 | 13,343 | 23,261 | 8,698 | ... |
| Banco Latino International, Miami (x)<br>Banco Latino, Caracas, Venezuela | 11,549 | 12,724 | 79,756 | 32,052 | 59,899 | 23,247 | ... |
| Banco Real International, Inc., Chicago (e,x)<br>Banco Real, Sao Paulo, Brazil | 4,304 | 6,288 | 12,225 | 24,964 | 3,004 | 3,249 | 775 |
| Bank of Bermuda International Ltd., New York (f)<br>Bank of Bermuda Ltd., Hamilton, Bermuda | N.A. | ... | N.A. | ... | N.A. | ... | 514 |
| Bank of California International, San Francisco (d,q)<br>Bank of California NA, San Francisco (g) | 550 | ... | 52,722 | ... | 37,849 | ... | 468 |
| Bank of Oman Overseas (USA), New York (f,x)<br>Bank of Oman, Ltd., Dubai, United Arab Emirates | 0 | ... | 6,550 | ... | 1,531 | ... | 585 |
| Bank of Tokyo International USA, Coral Gables, Fla. (x)<br>Bank of Tokyo Ltd. | 0 | 901 | 5,119 | 6,308 | 221 | 1,026 | 26 |
| Banque Paribas International (Houston) Co.<br>Banque Paribas, Paris | 1,648 | 1,509 | 33,815 | 11,454 | 4,043 | 7,174 | 88 |
| Barclays International Banking Corp., Houston<br>Barclays Bank Plc., London | 1,242 | 1,100 | 11,557 | 30,720 | 119 | 676 | 4 |
| BNP International Corp., Houston<br>Banque Nationale de Paris | 40 | 24 | 4,441 | 6,110 | 2,078 | 2,256 | 3 |
| Comind International Banking Corp., Houston<br>Banco do Commercio e Industria de Sao Paulo, Brazil | 663 | 660 | 2,613 | 2,800 | 0 | 0 | ... |
| Consolidado International Bank, New York (x)<br>Banco Consolidado, Caracas, Venezuela (h) | 500 | 308 | 66,990 | 39,689 | 62,506 | 36,674 | 797 |
| Crocker Bank International, New York<br>Midland Bank Plc., London | 10,466 | 8,212 | 120,822 | 228,156 | 91,529 | 86,926 | 15 |
| European American Bank International, Los Angeles (i,q)<br>European American Bank & Trust Co., New York (l) | 1,921 | 1,900 | 22,154 | 21,426 | 1,738 | 2,711 | 263 |
| European American Corp., Chicago (m)<br>European American Bank & Trust Co., New York (l) | (p) | 0 | (p) | 373 | (p) | 0 | 263 |
| Fuji Bank International, Inc., San Francisco (x)<br>Fuji Bank, Tokyo | 3,875 | 3,696 | 77,774 | 14,507 | 11,363 | 2,998 | 5 |
| Harris Bank International Corp., New York (q)<br>Harris Trust & Savings Bank, Chicago (j) | 2,327 | ... | 49,359 | ... | 29,259 | ... | 257 |
| Hill Samuel International Banking Corp., New York<br>Hill Samuel & Co., London | 0 | ... | 4,434 | ... | 0 | ... | 393 |
| Hong Kong Bank International, Houston<br>Hongkong & Shanghai Banking Corp., Hong Kong | 0 | 0 | 2,608 | 2,586 | 410 | 293 | 22 |
| Indosuez Bank International, Houston (x)<br>Banque Indosuez, Paris | 0 | 0 | 2,301 | 2,510 | 8 | 0 | 87 |
| Marine Midland International Bank, Miami (k,q,x)<br>Marine Midland Bank NA, Buffalo, N.Y. (l) | 15,474 | 16,446 | 147,565 | 145,852 | 109,096 | 121,774 | 97 |
| Natwest USA International Bank, Miami (l,q,x)<br>National Westminster Bank USA, New York | 1,125 | 150 | 51,712 | 31,627 | 35,062 | 4,895 | 219 |
| Petra International Banking Corp., Washington, D.C.<br>Petra Bank, Amman, Jordon | 0 | ... | 64,638 | ... | 36,607 | ... | ... |
| J. Henry Schroder International Bank, Miami (q,x)<br>J. Henry Schroder Bank & Trust Co., New York (l) | 6,669 | 9,479 | 56,040 | 53,511 | 49,866 | 48,586 | 657 |
| Skandinaviska Enskilda Banken International Corp., New York (x)<br>Skandinaviska Enskilda Banken, Stockholm, Sweden | 2,706 | 1,000 | 155,697 | 201,184 | 128,268 | 160,461 | 98 |
| Societe Generale International, Inc., Houston (r)<br>Societe Generale, Paris | 1,203 | ... | 2,365 | ... | 5 | ... | 11 |
| Standard Chartered Bank International, Houston<br>Standard Chartered Bank Plc., London | 5,184 | 4,524 | 7,657 | 6,432 | 2,161 | 1,809 | 45 |
| Tokyo Bancorp International (Houston) (m)<br>Bank of Tokyo Ltd., Japan | 3,517 | 2,853 | 4,878 | 5,934 | 1,118 | 1,708 | 26 |
| Union Chelsea International Corp., Miami (x)<br>Banco Union, Caracas, Venezuela & Union Chelsea Bank, New York (l) | 3,363 | 3,583 | 39,082 | 34,337 | 36,005 | 31,261 | ... |

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***—Based on report of condition submitted by Edge Act banks to the Federal Reserve. Data are combined for the head office and domestic branches.** (a)—Includes Miami and Houston branches. (b)—Includes Miami branch. (c)—For 1983, asset & deposit figures are averages for the month of June. (d)—Includes New York branch. (e)—Includes Houston branch. (f)—Began operations in June 1984. (g)—Its parent, BanCal Tri-State Corp., was acquired by Mitsubishi Bank Ltd., Tokyo, in May 1984. (h)—Owns 51% of the edge. Other 49% owned by First National Bank of Greater Miami. (i)—Head office moved from Miami to Los Angeles in 1983, Miami branch office closed. (j)—Its parent, Harris Bankcorp. Inc. was acquired by Bank of Montreal in Sept. 1984. (k)—1984 data include Los Angeles branch. 1983 data also included branch in Houston, which was closed in the second half of 1983. (l)—Parent is owned by a foreign bank (or banks). See listing of commercial bank subsidiaries of foreign banks. (m)—An agreement corporation. (n)—Deposit rank of parent among world commercial banks on 12/31/83. (p)—Closed the corporation in the latter part of 1983. (q)—Edge data are included in the figures reported by parent bank. To avoid double counting therefore, figures for this Edge bank have been exluded from the Edge bank summary totals. (r)—Established a branch office in Dallas in the third quarter of 1984. (x)—Has an IBF office. N.A.—Not available.

# Commercial and Industrial Loans Outstanding at U.S. Commercial Bank Subsidiaries of Foreign Banks

## Listed Alphabetically, Within City

## With C&I Loans, Assets, and Deposits on June 30, 1984, Compared with June 30, 1983 *

(Dollar Figures in Thousands)

| Name and Location of Bank<br>Name of Parent | C&I Loans Outstanding | | | Total Assets | | Total Deposits | | Deposit Rank (a) |
|---|---|---|---|---|---|---|---|---|
| | Total 6/30/84 | Domestic 6/30/84 | Total 6/30/83 | 6/30/84 | 6/30/83 | 6/30/84 | 6/30/83 | 6/30/84 |
| **CALIFORNIA** | | | | | | | | |
| Grossmont Bank, La Mesa, Calif.<br>Bancomer, Mexico City, Mexico | 30,507 | 30,507 | 26,186 | 171,085 | 145,154 | 149,851 | 127,536 | ... |
| National Bank of Long Beach, Calif. (h)<br>Aktivbanken, Vejle, Denmark | 52,931 | N.A. | 11,459 | 97,297 | 73,770 | 87,011 | 65,823 | ... |
| California Commerce Bank, Los Angeles<br>Banco Nacional de Mexico, Mexico City | 25,128 | 15,023 | 74,361 | 167,485 | 208,983 | 150,889 | 181,161 | ... |
| California Korea Bank, Los Angeles<br>Korea Exchange Bank, Seoul | 61,964 | 61,964 | 41,270 | 174,753 | 139,085 | 155,407 | 122,054 | ... |
| Century Bank, Los Angeles<br>See footnote (b) below. | 12,965 | 12,965 | 14,381 | 93,437 | 74,870 | 67,979 | 70,170 | ... |
| Dai-Ichi Kangyo Bank of Calif., Los Angeles<br>Dai-Ichi Kangyo Bank Ltd., Tokyo | 74,031 | 68,492 | 58,180 | 164,796 | 131,400 | 132,361 | 108,796 | ... |
| First Los Angeles Bank<br>Istituto Bancario San Paolo di Torino, Turin, Italy | 178,139 | 178,139 | 143,657 | 437,438 | 392,649 | 345,116 | 351,530 | ... |
| International Bank of California, Los Angeles (h)<br>Metropolitan Bank & Trust Co., Makati, Philippines | 34,735 | N.A. | 2,912 | 45,717 | 23,392 | 39,594 | 19,119 | ... |
| Kyowa Bank of California, Los Angeles<br>Kyowa Bank Ltd., Tokyo, Japan | N.A. | N.A. | 22,886 | 78,649 | 64,755 | 60,840 | 53,035 | ... |
| Lloyds Bank California, Los Angeles<br>Lloyds Bank, Plc, London, U.K. | 691,931 | 689,363 | 580,412 | 2,721,834 | 2,446,372 | 2,309,010 | 2,087,218 | 93 |
| Manilabank California, Los Angeles<br>Manila Banking Corp., Philippines | N.A. | N.A. | ..... | 24,354 | ..... | 19,021 | ..... | ... |
| Mitsubishi Bank of California, Los Angeles<br>Mitsubishi Bank Ltd., Tokyo, Japan | 246,580 | 246,580 | 164,958 | 855,374 | 564,425 | 773,043 | 503,757 | 282 |
| Mitsui Manufacturers Bank, Los Angeles<br>Mitsui Bank, Ltd., Tokyo, Japan | 650,064 | 650,064 | 554,522 | 1,658,395 | 1,696,891 | 1,451,212 | 1,495,783 | 155 |
| State Bank of India (California), Los Angeles (h)<br>State Bank of India, Bombay | 3,758 | N.A. | 3,284 | 9,749 | 6,546 | 8,044 | 5,070 | ... |
| Tokai Bank of California, Los Angeles<br>Tokai Bank Ltd., Nagoya, Japan | 129,942 | 129,942 | 111,595 | 401,258 | 410,868 | 350,931 | 374,293 | ... |
| Union Bank, Los Angeles<br>Standard Chartered Bank, Plc, London, U.K. | 2,218,206 | 2,192,448 | 1,943,021 | 8,518,542 | 7,302,615 | 6,198,024 | 5,179,686 | 28 |
| First State Bank of Southern California, Lynwood (h)<br>Hanil Bank Ltd., Seoul, Korea | 52,609 | N.A. | 14,582 | 77,041 | 62,175 | 68,666 | 54,532 | ... |
| Bank of California NA, San Francisco (c)<br>Mitsubishi Bank Ltd., Tokyo, Japan | 729,966 | 603,557 | ..... | 3,604,931 | 4,010,495 | 2,397,220 | 2,561,303 | 88 |
| Bank of Montreal (California), San Francisco (h)<br>Bank of Montreal, Canada | (121) | N.A. | 12,402 | 47,273 | 54,123 | 8,316 | 18,624 | ... |
| Bank of the West, San Francisco<br>Banque Nationale de Paris, France | 364,326 | 364,326 | 419,705 | 1,207,910 | 1,167,709 | 1,043,255 | 1,040,376 | 206 |
| Barclays Bank of California, San Francisco<br>Barclays Bank, Plc, London, U.K. | 156,890 | 156,890 | 142,620 | 869,829 | 870,643 | 749,736 | 774,636 | 289 |
| California Canadian Bank, San Francisco<br>Canadian Imperial Bank of Commerce, Totonto | 190,168 | 190,168 | 171,150 | 703,681 | 695,567 | 428,188 | 539,290 | ... |
| California First Bank, San Francisco<br>Bank of Tokyo, Ltd., Japan | 1,524,329 | 1,356,304 | 1,386,255 | 4,797,036 | 4,158,856 | 4,191,392 | 3,646,499 | 50 |
| Crocker National Bank, San Francisco<br>Midland Bank, Plc, London, U.K. | 5,148,706 | 4,110,796 | 5,398,087 | 22,622,845 | 25,795,155 | 18,016,041 | 18,276,080 | 11 |
| Golden State Sanwa Bank, San Francisco<br>Sanwa Bank, Osaka, Japan | 394,764 | 382,299 | 262,841 | 1,389,201 | 1,193,583 | 1,204,800 | 1,068,248 | 182 |
| Oceanic Bank, San Francisco<br>Allied Banking Corp., Manila, Philippines | N.A. | N.A. | 3,584 | 21,519 | 17,960 | 8,456 | 5,293 | ... |
| Sumitomo Bank of California, San Francisco<br>Sumitomo Bank, Ltd., Osaka, Japan | 663,801 | 633,631 | 631,270 | 2,747,034 | 2,341,020 | 2,327,087 | 2,087,829 | 91 |
| Toronto Dominion Bank of California, San Francisco<br>Toronto Dominion Bank, Canada | (m) | (m) | 28,164 | (m) | 133,391 | (m) | 115,675 | ... |
| Commercial Center Bank, Santa Anna (k)<br>Canadian Commercial Bank, Edmonton | 8,420 | N.A. | ...... | 406,082 | ...... | 358,418 | ...... | ... |
| **DELAWARE** | | | | | | | | |
| Marine Midland Bank (Delaware), Wilmington<br>Hongkong & Shanghai Banking Corp., Hong Kong | (d) | | | | | | | |
| **FLORIDA** | | | | | | | | |
| Eagle National Bank, Miami<br>Banco de Colombia, Bogota | 23,919 | 20,318 | 25,504 | 116,370 | 110,021 | 103,062 | 96,170 | ... |
| Miami National Bank<br>Banco Zaragozano, Zaragoza, Spain | 26,776 | 26,776 | 35,703 | 100,319 | 95,194 | 86,181 | 74,710 | ... |
| **ILLINOIS** | | | | | | | | |
| Banco di Roma (Chicago)<br>Banco di Roma, Italy | 65,583 | 42,682 | 67,704 | 198,364 | 168,376 | 143,787 | 122,578 | ... |
| Harris Trust & Savings Bank, Chicago (e)<br>Bank of Montreal, Canada | 1,544,930 | 1,463,701 | ...... | 6,944,677 | ..... | 5,007,282 | ..... | 34 |
| LaSalle National Bank, Chicago<br>Algemene Bank Nederland, Amsterdam, Netherlands | 346,555 | 341,358 | 286,288 | 1,346,544 | 1,262,868 | 933,607 | 881,461 | 229 |

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* **Data are taken from the banks' report of condition or 'Call Report' submitted to the regulatory authorities and most of the data were supplied to American Banker by Data Resources Inc., Lexington, Mass. Total commercial and industrial loans are consolidated for the bank and its domestic (U.S.) and foreign offices. Domestic C&I loans are those loans booked in domestic (U.S.) offices only.** **(a)**—Deposit rank of bank among all commercial banks in the U.S. on June 30, 1984. **(b)**—The bank is owned by the following five Philippine banks: (1)-Philippine National Bank; (2)-Land Bank of the Philippines; (3)-Development Bank of the Philippines; (4)-Government Services Insurance System; and (5)-Social Security System. **(c)**—Acquired by Mitsubishi Bank in May 1984. **(d)**—Established on July 2, 1984. **(e)**—Acquired by Bank of Montreal on Sept. 4, 1984. Data for bank are shown but not included in the totals. **(f)**—The bank is owned by the following seven institutions: (1)-Bank of the Philippine Islands; (2)-China Banking Corp.; (3)-Consolidated Bank & Trust Corp.; (4)-Equitable Banking Corp.; (5)-Far East Bank & Trust Co.; (6)-Pacific Banking Corp.; and (7)-Ayala Corp. **(g)**—Owned by three banks of the Audi Group; (1)-Banque Audi, Beirut, Lebanon; (2)-Bank Audi (Switzerland), Zurich; and (3)-Banque Audi (France), Paris. **(h)**—C&I loan data unavailable, therefore total loans, net, were used. **(i)**—The bank is owned by the following six banks: (1)-Amsterdam-Rotterdam Bank, Netherlands; (2)-Creditanstalt-Bankverein, Vienna, Austria; (3)-Deutsche Bank, Frankfurt, Germany; (4)-Midland Bank Plc., London; (5)-Societe Generale de Banque, Brussels; and (6)-Societe Generale, Paris. **(j)**—The bank, which is part of the Al UBAF Banking Group, Neuilly, France, has 20 shareholders. These 20 shareholders are: (1) Alahli Bank of Kuwait; (2) Arab African International Bank, Cairo; (3) Arab Bank Ltd., Aman, Jordan; (4) Bankers Trust New York Corp.; (5) Banque du Maroc, Rabat, Morocco; (6) Central Bank of Egypt, Cairo; (7) Commercial Bank of Syria, Damascus; (8) First Chicago Corp.; (9) Government of the Sultanate of Oman, Directorate General of Finance, Muscat; (10) Libyan Arab Foreign Bank, Tripoli; (11) National Bank of Abu Dhabi, United Arab Emirates; (12) Riyad Bank, Jeddah, Saudi Arabia; (13) Security Pacific Corp., Los Angeles; (14) Sudan Commercial Bank, Khartoum; (15) Texas Commerce Bancshares Inc., Houston; (16) U.B.A.E. Arab German Bank SA, Luxembourg/Frankfurt; (17) U.B.A.E. Arab Italian Bank SpA, Rome; (18) UBAF Bank Ltd., London; (19) UBAN International Ltd., Hong Kong; and (20) UBIC Nederland B.V., The Hague. **(k)**—The bank, formerly known as Westlands Bank, became a subsidiary of Canadian Commercial Bank on 6/27/84 and changed its name effective 1/2/85. **(l)**—Established on 11/7/83. **(m)**—Merged with American Asian Bank, San Francisco, 6/1/84 **( )**—Indicates a negative number. **N.A.**—Not Available.

# Commercial and Industrial Loans Outstanding at U.S. Commercial Bank Subsidiaries of Foreign Banks

## Listed Alphabetically, Within City

## With C&I Loans, Assets, and Deposits on June 30, 1984, Compared with June 30, 1983 *

(Dollar Figures in Thousands)

| | C&I Loans Outstanding | | | Total Assets | | Total Deposits | | Deposit Rank (a) |
|---|---|---|---|---|---|---|---|---|
| Name and Location of Bank<br>Name of Parent | Total 6/30/84 | Domestic 6/30/84 | Total 6/30/83 | 6/30/84 | 6/30/83 | 6/30/84 | 6/30/83 | 6/30/84 |
| **NEW YORK** | | | | | | | | |
| Marine Midland Bank NA, Buffalo, N.Y.<br>Hongkong & Shanghai Banking Corp, Hong Kong | 6,754,652 | 4,225,038 | 5,593,096 | 22,829,203 | 21,235,486 | 17,294,253 | 16,024,490 | 13 |
| Long Island Trust Co. NA, Garden City, N.Y.<br>Banca Commerciale Italiana, Milan, Italy | 265,028 | 258,372 | 244,378 | 1,414,454 | 1,179,196 | 1,264,552 | 1,031,770 | 177 |
| Asian International Bank, New York<br>See footnote (f) below. | 7,077 | 724 | 2,937 | 15,257 | 30,988 | 4,262 | 19,787 | ... |
| Atlantic Bank of New York<br>National Bank of Greece, Athens | 82,192 | 77,482 | 56,733 | 519,824 | 482,455 | 470,866 | 442,573 | ... |
| Banco Central, New York<br>Banco Central, Madrid, Spain | 14,068 | 11,718 | 32,180 | 282,288 | 216,373 | 260,155 | 200,592 | ... |
| Banco de Bogota Trust Co., New York<br>Banco de Bogota, Colombia | 47,371 | 19,213 | 56,314 | 176,362 | 168,462 | 136,240 | 115,616 | ... |
| Bank Audi, New York<br>See footnote (g) below | 10,025 | 10,025 | 0 | 132,967 | 20,722 | 91,591 | 1,128 | ... |
| Bank Leumi Trust Co., New York<br>Bank Leumi le-Israel, Tel-Aviv | 1,096,192 | 920,373 | 1,014,409 | 2,535,407 | 2,665,531 | 2,278,424 | 2,361,737 | 95 |
| Bank of Montreal Trust Co., New York (h)<br>Bank of Montreal, Canada | 9,162 | N.A. | 4,912 | 21,737 | 73,085 | 9,424 | 62,277 | ... |
| Bank of Nova Scotia Trust Co., New York<br>Bank of Nova Scotia, Toronto, Canada | 0 | 0 | 0 | 4,759 | 5,804 | 2,577 | 3,640 | ... |
| Bank of Tokyo Trust Co., New York<br>Bank of Tokyo Ltd., Japan | 1,760,114 | 1,283,875 | 1,774,965 | 4,767,910 | 4,516,970 | 4,109,245 | 3,840,769 | 52 |
| Barclays Bank of New York NA<br>Barclays Bank, Plc, London, U.K. | 320,644 | 320,644 | 260,677 | 1,632,586 | 1,543,578 | 1,320,137 | 1,225,579 | 170 |
| Canadian Imperial Bank of Commerce Trust Co., New York (h)<br>Canadian Imperial Bank of Commerce, Toronto | 334,285 | N.A. | 276,417 | 385,611 | 311,173 | 31,201 | 31,874 | ... |
| Daiwa Trust Co., New York<br>Daiwa Bank Ltd., Osaka, Japan | 116,762 | 73,342 | 138,704 | 1,060,885 | 976,598 | 868,868 | 781,820 | 241 |
| European American Bank & Trust Co., New York<br>See footnote (i) below | 2,554,906 | 1,800,696 | 2,426,059 | 6,561,976 | 6,203,584 | 4,804,044 | 4,307,295 | 37 |
| Fuji Bank & Trust Co., New York<br>Fuji Bank Ltd., Tokyo, Japan | 384,972 | 313,153 | 366,910 | 2,253,270 | 1,818,279 | 1,893,938 | 1,556,561 | 118 |
| Habib American Bank, New York (l)<br>Habib Bank, Zurich, Switzerland | N.A. | N.A. | ...... | N.A. | ...... | N.A. | ...... | ... |
| Industrial Bank of Japan Trust Co., New York<br>Industrial Bank of Japan, Ltd., Tokyo | 411,281 | 253,608 | 338,579 | 1,980,475 | 1,431,809 | 1,679,941 | 1,272,413 | 131 |
| Israel Discount Bank of New York<br>Israel Discount Bank Ltd., Tel-Aviv | 481,240 | 356,483 | 412,854 | 3,560,331 | 3,354,117 | 3,246,810 | 3,111,048 | 64 |
| Korea Commercial Bank of New York<br>Commercial Bank of Korea, Seoul | 1,810 | N.A. | ...... | 20,689 | ...... | 15,826 | ...... | ... |
| Korea First Bank of New York<br>Korea First Bank, Seoul | 3,218 | N.A. | ...... | 16,570 | ...... | 11,288 | ...... | ... |
| National Westminister Bank USA, New York<br>National Westminster Bank, Plc, London, U.K. | 2,342,649 | 1,946,676 | 1,820,097 | 7,963,731 | 7,082,685 | 6,320,778 | 5,339,878 | 26 |
| Royal Bank & Trust Co.,New York<br>Royal Bank of Canada, Montreal | 245,704 | 243,229 | 276,075 | 568,665 | 594,870 | 377,204 | 383,071 | ... |
| J. Henry Schroder Bank & Trust Co., New York<br>Schroders Ltd., London, U.K. | 471,261 | 246,797 | 538,709 | 1,984,307 | 1,960,417 | 1,471,950 | 1,511,564 | 152 |
| Toronto Dominion Bank & Trust Co., New York (h)<br>Toronto Dominion Bank, Canada | 1,965 | N.A. | 0 | 5,985 | 6,063 | 1,159 | 1,903 | ... |
| UBAF Arab American Bank, New York<br>See footnote (j) below. | 202,242 | 49,838 | 190,996 | 1,227,433 | 1,424,172 | 893,956 | 1,124,549 | 234 |
| UMB Bank & Trust Co., New York<br>United Mizrahi Bank Ltd., Tel-Aviv, Israel | 148,807 | 109,314 | 105,503 | 506,380 | 429,853 | 390,878 | 313,910 | ... |
| Union Chelsea National Bank, New York<br>Banco Union, Caracas, Venezuela | 45,554 | 25,127 | 38,438 | 203,592 | 187,863 | 182,917 | 158,161 | ... |
| Extebank, Stony Brook, N.Y.<br>Banco Exterior de Espana, Madrid, Sapin | 137,747 | 131,667 | 115,209 | 321,950 | 318,899 | 267,219 | 267,324 | ... |
| **PUERTO RICO** | | | | | | | | |
| Banco Central Corp., Hato Rey, P.R.<br>Banco Central, Madrid, Spain | 144,852 | 144,852 | 109,935 | 1,012,233 | 956,413 | 668,530 | 694,253 | 311 |
| Banco de Santander-Puerto Rico, Hato Rey<br>Banco de Santander, Spain | 106,619 | 106,619 | 86,753 | 931,172 | 852,725 | 852,279 | 773,977 | 248 |
| Banco Commercial de Mayaguez, San Juan, P.R.<br>Banco Occidental de Madrid, Spain | 39,855 | 39,855 | 36,044 | 283,625 | 265,330 | 227,347 | 208,401 | ... |
| Scotiabank de Puerto Rico, San Juan<br>Bank of Nova Scotia, Toronto, Canada | 65,046 | 65,046 | 56,974 | 431,515 | 418,602 | 356,885 | 338,836 | ... |
| Banco de San Juan, Santurce, P.R.<br>Royal Bank of Canada, Montreal | 16,311 | 16,311 | 19,520 | 394,106 | 407,339 | 320,521 | 330,440 | ... |

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* **Data are taken from the banks' report of condition or 'Call Report' submitted to the regulatory authorities and most of the data were supplied to American Banker by Data Resources Inc., Lexington, Mass. Total commercial and industrial loans are consolidated for the bank and its domestic (U.S.) and foreign offices. Domestic C&I loans are those loans booked in domestic (U.S.) offices only.** **(a)**—Deposit rank of bank among all commercial banks in the U.S. on June 30, 1984. **(b)**—The bank is owned by the following five Philippine banks: (1)-Philippine National Bank; (2)-Land Bank of the Philippines; (3)-Development Bank of the Philippines; (4)-Government Services Insurance System; and (5)-Social Security System. **(c)**—Acquired by Mitsubishi Bank in May 1984. **(d)**—Established on July 2, 1984. **(e)**—Acquired by Bank of Montreal on Sept. 4, 1984. Data for bank are shown but not included in the totals. **(f)**—The bank is owned by the following seven institutions: (1)-Bank of the Philippine Islands; (2)-China Banking Corp.; (3)-Consolidated Bank & Trust Corp.; (4)-Equitable Banking Corp.; (5)-Far East Bank & Trust Co.; (6)-Pacific Banking Corp.; and (7)-Ayala Corp. **(g)**—Owned by three banks of the Audi Group; (1)-Banque Audi, Beirut, Lebanon; (2)-Bank Audi (Switzerland), Zurich; and (3)-Banque Audi (France), Paris. **(h)**—C&I loan data unavailable, therefore total loans, net, were used. **(i)**—The bank is owned by the following six banks: (1)-Amsterdam-Rotterdam Bank, Netherlands; (2)-Creditanstalt-Bankverein, Vienna, Austria; (3)-Deutsche Bank, Frankfurt, Germany; (4)-Midland Bank Plc., London; (5)-Societe Generale de Banque, Brussels; and (6)-Societe Generale, Paris. **(j)**—The bank, which is part of the Al UBAF Banking Group, Neuilly, France, has 20 shareholders. These 20 shareholders are: (1) Alahli Bank of Kuwait; (2) Arab African International Bank, Cairo; (3) Arab Bank Ltd., Aman, Jordan; (4) Bankers Trust New York Corp.; (5) Banque du Maroc, Rabat, Morocco; (6) Central Bank of Egypt, Cairo; (7) Commercial Bank of Syria, Damascus; (8) First Chicago Corp.; (9) Government of the Sultanate of Oman, Directorate General of Finance, Muscat; (10) Libyan Arab Foreign Bank, Tripoli; (11) National Bank of Abu Dhabi, United Arab Emirates; (12) Riyad Bank, Jeddah, Saudi Arabia; (13) Security Pacific Corp., Los Angeles; (14) Sudan Commercial Bank, Khartoum; (15) Texas Commerce Bancshares Inc., Houston; (16) U.B.A.E. Arab German Bank SA, Luxembourg/Frankfurt; (17) U.B.A.E. Arab Italian Bank SpA, Rome; (18) UBAF Bank Ltd., London; (19) UBAN International Ltd., Hong Kong; and (20) UBIC Nederland B.V., The Hague. **(k)**—The bank, formerly known as Westlands Bank, became a subsidiary of Canadian Commercial Bank on 6/27/84 and changed its name effective 1/2/85. **(l)**—Established on 11/7/83. **(m)**—Merged with American Asian Bank, San Francisco, 6/1/84 **( )**—Indicates a negative number. **N.A.**—Not Available.

# Other U.S. Subsidiaries of Foreign Banks

## A Listing of New York Investment Company and U.S. Finance Company Subsidiaries of Foreign Banks

Compiled by American Banker Copyright 1985

(Dollar Figures in Thousands)

### NEW YORK INVESTMENT COMPANIES*

| Name of Company<br>Parent(s) | Date Operations Began | C&I Loans Outstanding | | Total Assets | | Total Deposits And Credit Balances | |
|---|---|---|---|---|---|---|---|
| | | 6/30/84 | 6/30/83 | 6/30/84 | 6/30/83 | 6/30/84 | 6/30/83 |
| American Scandinavia Banking Corp.<br>American Scandinavia Group:<br>1. Christiana Bank og Kreditkasse, Oslo<br>2. Danske Bank, Copenhagen<br>3. Post-och Kreditbanken, Stockholm<br>4. Union Bank of Finland Ltd., Helsinki | March 2, 1981 | 298,073 | 184,250 | 593,730 | 293,945 | 435,862 | 1,560 |
| BAII Banking Corp. (a)<br>Banque Arabe et Internationale d'Investissement, Paris | ----- | N.A. | ----- | N.A. | ----- | N.A. | ----- |
| Baer American Banking Corp (b)<br>Bank Julius Baer & Co., Ltd., Zurich | March 1976 | N.A. | 37,812 | N.A. | 92,727 | N.A. | 4,223 |
| Banesto Banking Corp. (c)<br>Banco Espanol de Credito, Madrid, Spain | July 1978 | N.A. | 21,709 | N.A. | 97,659 | N.A. | 7,967 |
| Belgian General Banking Corp.<br>Societe General de Banque, Brussels | July 1984 | ------ | ----- | ----- | ----- | ----- | ----- |
| European-American Banking Corp. (d)<br>European American Group<br>1. Amsterdam-Rotterdam Bank, Amsterdam<br>2. Creditanstalt-Bankverein, Vienna<br>3. Deutsche Bank, Frankfurt<br>4. Midland Bank Plc, London<br>5. Societe Generale de Banque, Brussels<br>6. Societe Generale, Paris | May, 1, 1968 | N.A. | 234,625 | N.A. | 917,400 | N.A. | 273,921 |
| French American Banking Corp.(e)<br>Banuqe Nationale de Paris | 1919 | 623,700 | 551,623 | 1,974,184 | 983,394 | 1,618,060 | 220,991 |
| Nordic American Banking Corp.<br>Owned by 4 European Banks:<br>1. Copenhagen Handelsbank, Denmark<br>2. Kansallis Osake-Pankki, Helsinki<br>3. Norske Creditbank, Oslo<br>4. Svenska Handelsbanken, Stockholm | August 1975 | 373,000 | 201,730 | 652,000 | 283,182 | 603,000 | 46,737 |
| J. Henry Schroder Banking Corp.<br>Schroder Group, London | 1978 (f) | 6,339 | 2,904 | 26,825 | 26,034 | 16,214 | 17,380 |
| Skandinaviska Enskilda Banken Corp.<br>Skandinaviska Enskilda Banken, Stockholm | May 16, 1982 | 175,860 | 63,324 | 441,196 | 180,483 | 47 | 5 |

* —Under New York State banking law, an investment company is similar to a state-chartered commercial bank. However there are three major differences: (1) an investment company is not subject to the 10% lending limitation, while a commercial bank cannot lend to any one person an amount greater than 10% of its capital stock, surplus, and undivided profits; (2) an investment company has no restriction on investing in stocks of corporations, while banks cannot acquire the stock of any corporation; and (3) an investment company cannot accept deposits, but can only maintain credit balances incidental to the conduct of its lawful business.

Only investment companies more than 50% owned by foreign banks are included. For this reason, Venezuelan American Banking Corp. is not included. Venezuelan American, which began operations on March 2, 1984, is 100% owned by Venam Holding Co., New York. Venam, in turn, is owned 15% by Banco la Guaira Internacional, Caracas, 35% by private individuals, and 50% by various industrial companies in Venezula. As of 6/30/84, Venezuelan American had assets of $11.9 million.

**(a)**—Company did not respond to American Banker questionnaire.

**(b)**—In April 1984, Bank Julius Baer & Co. Ltd., New York branch was opened and most of the assets and liabilities of the investment company were transferred to the branch.

**(c)**—Formerly Argentine Bancorp. Changed names when Banco Espanol de Credito acquired the company in June 1982. Company did not respond to American Banker questionnaire.

**(d)**—Data for June 30, 1984 not available. Merged into European American Bank & Trust Co , New York in the fourth quarter of 1984.

**(e)**—Data for 6/30/84 were not available, therefore data for 12/31/83 were used.

**(f)**—In 1923 the original J. Henry Schroder Banking Corp was established. It was merged into J. Henry Schroder Bank & Trust Co., New York in 1978.

N.A.—Not available.

### FINANCE COMPANIES†

| Name of Company<br>Parent | Net Commercial Receivables 12/31/83 | Total Assets 12/31/83 | Total Capital Funds 12/31/83 | Cap. Funds Rank |
|---|---|---|---|---|
| Barclays American Corp., Charlotte, N.C.<br>Barclays Bank Plc., London, U.K. | 1,116,974 | 2,727,961 | 638,836 | 17 |
| Deutsche Credit Corp., Bannockburn, Ill.<br>Deutsche Bank, Frankfurt, Germany | 203,198 | 215,153 | 41,027 | 73 |
| Walter E. Heller & Co., Chicago (a)<br>Fuji Bank Ltd., Tokyo, Japan | 2,782,641 | 2,982,571 | 617,540 | 18b |
| Slavenburg Corp., New York<br>Credit Lyonnais Bank Nederland, Rotterdam, Netherlands | 77,010 | 82,776 | 10,658 | 108 |

† —Data were taken from American Banker's survey of the Top 100 Finance Companies published on June 15, 1984. The listing today incorporates corrections and revisions to that original listing. **Total capital funds** is the sum of shareholders' equity plus noncurrent subordinated debt. **The capital funds rank** is the company's rank among all finance companies in the U.S. on Dec. 31, 1983.

**(a)**—The company was acquired by Fuji Bank from Amerifin Corp. on Jan. 26, 1984. Amerifin Corp.— formerly known as Walter E. Heller International Corp.— and not Walter E. Heller & Co. was shown in the American Banker listing of the Top 100 Finance Companies. The net receivables figure shown is an estimate. This estimate was made by taking 97% of of the company's reported net receivales ($2,868,702,000) at yearend 1983. The 97% figure was used because the company's 10K states that approximately 97% of the receivables are related to commercial finance business.

**(b)**—The capital funds ranking for Walter E. Heller & Co. is the rank the company would have had if it had been included in the June 15th survey.

# U.S. Offices of Foreign Banks: By Country and Parent

(Dollar Figures in Millions)

| Home Country and Parent—Listed Alphabetically Assets of Parent Company 12/31/83 (a) | | No. of Offices | C&I Loans | Avg. Assets | Avg. Deposits | Ratio (b) (%) | Location of Offices and Type—Listed Alphabetically (c) |
|---|---|---|---|---|---|---|---|
| **ARGENTINA** | | | | | | | |
| Banco de la Nacion Argentina, Buenos Aires | 6/30/84: | 4 | 317.3 | 1,142.9 | 554.3 | 12.9 | Chi(B); Miami(A); NY*(B); SF(A) |
| $8,855 | 6/30/83: | 4 | 335.9 | 1,395.1 | 640.3 | 11.8 | |
| Banco de la Provincia de Buenos Aires | 6/30/84: | 1 | 32.3 | 193.1 | 59.6 | 1.7 | NY(B) (Closed Los Angeles agency.) |
| 3,799 | 6/30/83: | 2 | 158.4 | 355.2 | 159.4 | 12.5 | |
| Banco Rio de la Plata, Buenos Aires | 6/30/84: | 1 | 15.7 | 255.8 | 128.5 | 6.6 | NY*(B) |
| 1,940 (o) | 6/30/83: | 1 | 11.2 | 203.4 | 2.7 | 10.5 | |
| **AUSTRALIA** | | | | | | | |
| Australia & New Zealand Banking Group, Melbourne | 6/30/84: | 3 | 100.8 | 409.8 | 120.7 | 2.2 | Chi(B); LA(A); NY*(B) |
| 18,387 (d) | 6/30/83: | 3 | 124.0 | 605.7 | 175.7 | 3.3 | |
| Commonwealth Trading Bank of Australia, Sydney | 6/30/84: | 2 | 62.6 | 303.2 | 21.4 | 3.1 | LA(A); NY*(B) |
| 9,752 (e) | 6/30/83: | 2 | 56.0 | 327.2 | 24.2 | 3.1 | |
| National Australia Bank, Melbourne | 6/30/84: | 3 | 210.2 | 672.9 | 86.3 | 3.8 | Chi(B); LA(A); NY*(B) |
| 17,844 (d) | 6/30/83: | 3 | 103.6 | 500.9 | 64.6 | 3.0 | |
| State Bank of New South Wales, Sydney | 6/30/84: | 1 | 27.0 | 95.5 | 10.3 | 2.4 | NY*(B) |
| 3,969 (e) | 6/30/83: | 1 | 24.9 | 27.4 | 0.0 | 0.9 | |
| Westpac Banking Corp., Sydney | 6/30/84: | 4 | 47.4 | 379.4 | 29.6 | 1.3 | Chi(B); LA(B); NY*(B); SF(A); |
| 28,271 (d) | 6/30/83: | 3 | 5.0 | 244.9 | 108.5 | 0.9 | |
| **AUSTRIA** | | | | | | | |
| Creditanstalt-Bankverein, Austria (s) | 6/30/84: | 1 | 40.3 | 132.8 | 32.9 | 0.7 | NY*(B) |
| 18,344 | 6/30/83: | 1 | 19.3 | 57.8 | 28.4 | 0.3 | |
| **BAHRAIN** | | | | | | | |
| Arab Banking Corp., Manama | 6/30/84: | 1 | 154.7 | 419.3 | 238.6 | 4.8 | NY*(B) |
| 8,762 | 6/30/83: | 1 | 156.4 | 510.0 | 275.5 | 6.5 | |
| Gulf International Bank, Manama | 6/30/84: | 1 | 0.07 | 134.0 | 71.4 | 1.8 | NY*(B) |
| 7,407 | 6/30/83: | 1 | 0.1 | 101.8 | 3.4 | 1.7 | |
| **BELGIUM** | | | | | | | |
| Banque Bruxelles Lambert, Brussels | 6/30/84: | 1 | 10.2 | 52.1 | 3.2 | 0.2 | NY*(B) |
| 21,110 (d) | 6/30/83: | - | ... | ... | ... | ... | |
| Kredietbank International Group, Brussels | 6/30/84: | 2 | 66.2 | 997.4 | 23.6 | 5.2 | LA(A); NY*(B) |
| 19,078 | 6/30/83: | 1 | 79.5 | 383.4 | 176.6 | 2.1 | |
| Societe Generale de Banque, Brussels (s) | 6/30/84: | 2 | ... | ... | ... | ... | NY*(B)††; NY(I)†† |
| 27,652 | 6/30/83: | ... | ... | ... | ... | ... | |
| **BERMUDA** | | | | | | | |
| Bank of Bermuda International, Ltd. | 6/30/84: | 1 | ... | ... | ... | ... | NY(E)—Began operating 6/18/84. |
| 2,448 | 6/30/83: | ... | ... | ... | ... | ... | |
| **BRAZIL** | | | | | | | |
| Banco Auxiliar, Sao Paulo | 6/30/84: | 1 | 6.9 | 39.6 | 14.3 | 4.0 | NY*(B) |
| 997 (o) | 6/30/83: | 1 | 11.0 | 53.4 | 2.5 | 5.4 | |
| Banco Bamerindus do Brasil, Curitiba | 6/30/84: | 1 | 1.0 | 50.1 | 0.2 | 2.7 | NY*(B) |
| 1,887 (o) | 6/30/83: | 1 | 0.0 | 27.2 | 0.0 | 1.4 | |
| Banco Bandeirantes, Sao Paulo | 6/30/84: | 1 | 0.0 | 4.3 | 0.0 | 0.5 | NY*(B) |
| 784 (n) | 6/30/83: | 1 | 0.0 | 10.0 | 0.0 | 1.3 | |
| Banco Brasileiro de Descontos, Sao Paulo | 6/30/84: | 1 | 1.6 | 41.3 | 22.1 | 0.5 | NY*(B) |
| 7,699 | 6/30/83: | 1 | 3.2 | 18.7 | 5.8 | 0.2 | |
| Banco de Credito Nacional, Sao Paulo | 6/30/84: | 1 | 57.5 | 99.8 | 44.7 | 6.7 | NY*(B) |
| 1,480 (o) | 6/30/83: | 1 | 43.8 | 70.2 | 32.8 | 4.7 | |
| Banco do Brasil, Brasilia | 6/30/84: | 4 | 27.6 | 1,780.7 | 499.0 | 3.3 | LA*(A); Miami(A); NY(B); SF*(A) |
| 54,245 | 6/30/83: | 4 | 52.2 | 1,827.0 | 443.2 | 3.1 | |
| Banco do Commercio e Industria de Sao Paulo | 6/30/84: | 2 | 64.2 | 133.9 | 10.5 | 8.8 | Houston(E); NY*(B) |
| 1,515 (o) | 6/30/83: | 2 | 86.2 | 119.7 | 9.5 | 7.9 | |
| Banco do Estado de Sao Paulo | 6/30/84: | 3 | 139.5 | 574.1 | 138.1 | 10.6 | Miami(A); NY(A); SF(A) (Closed Los Angeles agency.) |
| 5,404 | 6/30/83: | 4 | 199.4 | 560.3 | 132.6 | 7.2 | |
| Banco do Estado do Parana, Curitiba | 6/30/84: | 1 | 0.0 | 11.5 | 4.4 | 0.7 | NY*(B) |
| 1,444 (o) | 6/30/83: | 1 | 0.0 | 0.1 | 0.0 | 0.0 | |
| Banco do Estado do Rio de Janeiro | 6/30/84: | 1 | 5.1 | 34.1 | 10.5 | 2.1 | NY*(B) |
| 1,613 (o) | 6/30/83: | 1 | 37.0 | 63.2 | 43.8 | 3.9 | |
| Banco do Estado do Rio Grande do Sul, Porto Allegre | 6/30/84: | 1 | 0.0 | 4.0 | 0.0 | 0.2 | NY*(B) |
| 2,167 (o) | 6/30/83: | 1 | 0.0 | 6.7 | 0.0 | 0.3 | |
| Banco Economico, Sao Paulo | 6/30/84: | 1 | 9.9 | 27.3 | 6.8 | 2.1 | NY*(B) |
| 1,307 | 6/30/83: | 1 | 10.8 | 25.7 | 4.7 | 1.0 | |
| Banco Itau, Sao Paulo | 6/30/84: | 1 | 38.8 | 80.4 | 1.8 | 1.7 | NY(A) |
| 4,794 | 6/30/83: | 1 | 59.8 | 103.9 | 6.0 | 1.6 | |
| Banco Mercantil de Sao Paulo | 6/30/84: | 1 | 4.9 | 114.1 | 0.1 | 5.7 | NY*(B) |
| 2,000 | 6/30/83: | 1 | 24.6 | 116.3 | 1.4 | 5.0 | |
| Banco Nacional, Belo Horizonte | 6/30/84: | 2 | 78.3 | 176.5 | 105.6 | 11.4 | Miami(A); NY(A) |
| 1,551 | 6/30/83: | 2 | 81.8 | 112.3 | 48.9 | 2.6 | |
| Banco Noroeste, Sao Paulo | 6/30/84: | 1 | 0.0 | 33.8 | 21.1 | 5.3 | NY*(B) |
| 634 | 6/30/83: | 1 | 0.0 | 33.1 | 24.0 | 11.4 | |
| Banco Real, Sao Paulo | 6/30/84: | 6 | 179.7 | 451.9 | 118.3 | 14.8 | Chi(E); DC(B); LA(A); Miami(A); NY*(B) Houston(EB) |
| 3,052 | 6/30/83: | 6 | 142.9 | 443.3 | 164.3 | 10.1 | |
| Banco Safra, Sao Paulo | 6/30/84: | 1 | 10.0 | 239.8 | 212.8 | 16.1 | NY*(B) |
| 1,491 | 6/30/83: | 1 | 14.3 | 202.0 | 191.4 | 11.5 | |
| Uniao de Bancos Brasileros, Rio de Janeiro | 6/30/84: | 1 | 2.8 | 65.9 | 28.8 | 2.0 | NY(A) |
| 3,313 | 6/30/83: | 1 | 8.7 | 59.5 | 29.2 | 1.4 | |
| **CANADA** | | | | | | | |
| Bank of British Columbia, Vancouver | 6/30/84: | 1 | 36.7 | 82.9 | 48.7 | 3.4 | SF(A) |
| 2,418 | 6/30/83: | 1 | 31.8 | 85.8 | 45.6 | 3.3 | |
| Bank of Montreal (f) | 6/30/84: | 6 | 1,785.7 | 6,223.6 | 3,856.9 | 12.7 | Chi(C)††;NY*(B); NY*(C); NY*(E)††; SF(A); SF(C) |
| 48,747 | 6/30/83: | 4 | 2,098.5 | 5,771.7 | 2,527.6 | 12.0 | |
| Bank of Nova Scotia, Toronto | 6/30/84: | 11 | 978.5 | 4,859.9 | 2,087.5 | 11.4 | Atlanta(A); Boston(B); Miami(A); NY*(B); NY(C); Portland, Ore.(B); SF(A); |
| 42,719 | 6/30/83: | 11 | 687.4 | 3,155.6 | 1,321.8 | 7.5 | San Juan, PR(C); Virgin Islands(3B) |
| Canadian Commercial Bank, Edmonton | 6/30/84: | 2 | 280.2 | 897.0 | 358.4 | 47.0 | LA*(B); Santa Ana,CA*(C) |
| 1,908 | 6/30/83: | 1 | 222.6 | 393.2 | 0.0 | 24.2 | |
| Canadian Imperial Bank of Commerce, Toronto | 6/30/84: | 11 | 1,403.5 | 4,736.5 | 3,376.0 | 9.0 | Atlanta(A); Beaverton, Ore.(B); Chi(B); NY*(A); NY*(C); Pittsburgh(B); |
| 52,769 | 6/30/83: | 12 | 1,727.2 | 5,451.1 | 3,598.8 | 10.2 | Portland, Ore.(2B); SF(A); SF(C); Seattle(B) (Closed a Portland branch on 10/31/83.) |
| Continental Bank of Canada, Montreal | 6/30/84: | 1 | 3.1 | 6.1 | 0.0 | 0.1 | NY*(B) |
| 4,000 | 6/30/83: | - | ... | ... | ... | ... | |
| Mercantile Bank of Canada, Montreal | 6/30/84: | 1 | ... | ... | ... | ... | NY(A)†† |
| 3,115 | 6/30/83: | ... | ... | ... | ... | ... | |

(See footnotes on last page of table)

# U.S. Offices of Foreign Banks: By Country and Parent

(CANADA continued) (Dollar Figures in Millions)

| Home Country and Parent—Listed Alphabetically<br>Assets of Parent Company 12/31/83 (a) | | No. of Offices | C&I Loans | Avg. Assets | Avg. Deposits | Ratio (b) (%) | Location of Offices and Type—Listed Alphabetically (c) |
|---|---|---|---|---|---|---|---|
| National Bank of Canada, Montreal | 6/30/84: | 2 | 210.3 | 747.5 | 392.1 | 5.4 | Chi*(B); NY(A) |
| 13,874 | 6/30/83: | 2 | 139.7 | 252.9 | 92.6 | 1.7 | |
| Royal Bank of Canada, Montreal | 6/30/84: | 12 | 2,118.6 | 5,930.1 | 3,278.2 | 9.1 | Hato Rey, PR(B); Mayaguez, PR(B); Miami(A); NY*(2B); NY*(C); Portland, Ore.(B); San Juan, PR(2B); Santurce, PR(B); Santurce, PR(C); SF(A) (Closed branch in Guanica, P.R.) |
| 65,467 | 6/30/83: | 13 | 2,338.6 | 5,667.2 | 2,917.3 | 8.2 | |
| Toronto Dominion Bank | 6/30/84: | 5 | 1,484.9 | 6,401.1 | 1,934.8 | 19.7 | Atlanta(A); Chi(B); NY*(B); NY*(C); SF(A) |
| 32,557 | 6/30/83: | 6 | 1,331.7 | 4,630.9 | 2,191.8 | 13.3 | (On 6/1/84 SF(C) was merged into another bank.) |
| **CHILE** | | | | | | | |
| Banco de Chile, Santiago | 6/30/84: | 1 | 0.1 | 30.7 | 18.9 | 0.6 | NY*(B) |
| 4,856 | 6/30/83: | 1 | 5.0 | 24.6 | 24.1 | 0.6 | |
| **CHINA** | | | | | | | |
| Bank of China, Peking | 6/30/84: | 1 | 15.8 | 244.0 | 43.2 | 0.4 | NY*(B) |
| 60,741 (o) | 6/30/83: | 1 | 1.4 | 492.8 | 32.0 | 1.3 | |
| **COLOMBIA** | | | | | | | |
| Banco Cafetero, Bogota | 6/30/84: | 2 | 19.6 | 161.2 | 104.4 | 13.9 | Miami*(EB); NY(E) |
| 1,161 (n) | 6/30/83: | 2 | 12.1 | 85.7 | 72.8 | 7.4 | |
| Banco Colpatria, Bogota | 6/30/84: | 1 | 12.2 | 19.8 | 5.9 | 13.6 | Miami(A) |
| 146 (n) | 6/30/83: | 1 | 37.7 | 50.8 | 41.0 | 34.8 | |
| Banco de Bogota | 6/30/84: | 3 | 109.3 | 362.7 | 257.4 | 20.5 | Miami(E); NY*(B); NY*(C) |
| 1,769 | 6/30/83: | 3 | 127.8 | 371.1 | 200.0 | 15.5 | |
| Banco de Colombia, Bogota | 6/30/84: | 1 | 23.9 | 116.4 | 103.1 | 5.7 | Miami*(C) |
| 2,033 | 6/30/83: | 1 | 25.5 | 110.0 | 96.2 | 6.7 | |
| Banco Ganadero, Bogota | 6/30/84: | 1 | 4.0 | 67.2 | 52.8 | 8.8 | Miami*(A) |
| 762 (o) | 6/30/83: | 1 | 0.0 | 35.5 | 24.6 | 5.6 | |
| **DENMARK** | | | | | | | |
| Aktivbanken, Vejle | 6/30/84: | 1 | NA | 97.3 | 87.0 | 17.3 | Long Beach, Calif.*(C) |
| 563 (o) | 6/30/83: | 1 | 11.5 | 73.8 | 65.8 | 13.1 | |
| Copenhagen Handelsbank, Copenhagen | 6/30/84: | 1 | 1.4 | 30.2 | 11.9 | 0.4 | LA(A) |
| 7,051 | 6/30/83: | - | ... | ... | ... | ... | |
| Danske Provinsbank, Copenhagen | 6/30/84: | 1 | 79.4 | 159.2 | 141.6 | 7.0 | NY*(B) |
| 2,266 | 6/30/83: | 2 | 10.9 | 136.4 | 106.7 | 6.6 | |
| Privatbanken, Copenhagen | 6/30/84: | 1 | 7.4 | 316.6 | 102.3 | 5.7 | NY*(B) |
| 5,548 | 6/30/83: | 1 | 14.1 | 114.7 | 24.3 | 2.6 | |
| **ECUADOR** | | | | | | | |
| Banco del Pacifico, Guayaquil | 6/30/84: | 1 | 0.8 | 30.8 | 23.3 | 4.6 | Miami(E) |
| 665 (o) | 6/30/83: | 1 | 0.5 | 13.3 | 8.7 | 1.9 | |
| **EGYPT** | | | | | | | |
| Arab African International Bank, Cairo | 6/30/84: | 1 | 17.6 | 346.4 | 0.8 | 7.8 | NY(A) |
| 4,436 | 6/30/83: | 1 | 11.6 | 206.2 | 2.1 | 5.6 | |
| **FRANCE** | | | | | | | |
| Banque Arabe et Internationale d'Investissement, Paris | 6/30/84: | 1 | N.A. | N.A. | N.A. | N.A. | NY(I) |
| 2,515 (o) | 6/30/83: | ... | ... | ... | ... | ... | |
| Banque de l'Union Europeenne, Paris | 6/30/84: | 1 | 57.4 | 162.9 | 3.2 | 3.6 | NY*(B) |
| 4,561 | 6/30/83: | 1 | 52.8 | 131.1 | 1.6 | 2.7 | |
| Banque Francaise du Commerce Exterieur, Paris | 6/30/84: | 2 | 171.9 | 1,101.9 | 70.8 | 6.7 | NY*(B); SF(A) |
| 16,460 | 6/30/83: | 2 | 168.9 | 758.0 | 88.4 | 4.5 | |
| Banque Indosuez, Paris | 6/30/84: | 5 | 327.9 | 2,839.9 | 1,369.4 | 11.2 | Atlanta(A)†; Chi(B); LA(B); Houston(E); NY*(B) |
| 25,389 | 6/30/83: | 4 | 323.5 | 1,662.2 | 635.9 | 6.2 | |
| Banque Nationale de Paris | 6/30/84: | 8 | 1,950.0 | 6.723.9 | 4,432.1 | 6.6 | Chi(B); LA(A); Miami(A); NY8(B); NY*(I); SF(A); SF(C); Houston(E); |
| 101,191 | 6/30/83: | 7 | 1,826.8 | 5,337.0 | 2,487.2 | 4.9 | |
| Banque Paribas, Paris | 6/30/84: | 5 | 473.6 | 1,384.0 | 558.1 | 5.6 | Chi(B); Houston(E); LA(A); Miami(A); NY*(B); |
| 24,619 | 6/30/83: | 5 | 490.4 | 1,156.5 | 479.2 | 5.3 | |
| Banque Sudameris, Paris | 6/30/84: | 1 | 24.1 | 172.5 | 155.7 | 5.6 | Miami(A) |
| 3,095 | 6/30/83: | 1 | 15.8 | 128.3 | 67.1 | 3.7 | |
| Banque Worms, Paris | 6/30/84: | 1 | 18.7 | 111.1 | 2.9 | 2.1 | NY*(B) |
| 5,268 | 6/30/83: | 1 | 31.9 | 65.6 | 3.1 | 1.3 | |
| Credit Agricole Mutuel, Paris | 6/30/84: | 2 | 18.9 | 328.3 | 136.6 | 0.4 | Chi*(B); NY(B) |
| 90,365 | 6/30/83: | 1 | 24.8 | 335.1 | 52.2 | 0.3 | |
| Credit Commerciale de France, Paris | 6/30/84: | 1 | 206.8 | 461.2 | 295.4 | 2.9 | NY*(B) |
| 16,081 | 6/30/83: | 1 | 184.0 | 444.1 | 278.5 | 2.9 | |
| Credit du Nord, Lille | 6/30/84: | 1 | 22.5 | 873.2 | 605.7 | 9.0 | NY*(B) |
| 9,683 | 6/30/83: | 1 | 23.6 | 323.8 | 193.8 | 3.7 | |
| Credit Industrial et Commerciale, Paris | 6/30/84: | 1 | 122.9 | 750.0 | 252.8 | 7.1 | NY*(B) |
| 10,605 | 6/30/83: | 1 | 186.8 | 933.6 | 128.1 | 8.9 | |
| Credit Lyonnais, Paris (g) | 6/30/84: | 5 | 632.4 | 2,568.7 | 1,396.3 | 2.9 | Chi(B); LA*(A); Miami(A); NY(B); SF*(A) |
| 88,273 | 6/30/83: | 5 | 910.7 | 2,331.6 | 976.3 | 2.5 | |
| Societe Generale, Paris (s) | 6/30/84: | 5 | 365.9 | 1,981.9 | 735.8 | 2.3 | Ghi(B); Dallas (EB)††; Houston(E); LA(B); NY*(B) |
| 86,493 | 6/30/83: | 3 | 397.4 | 1,265.6 | 514.4 | 1.5 | |
| **GERMANY** | | | | | | | |
| Bank fuer Gemeinwirtschaft, Frankfurt | 6/30/84: | 1 | 2.1 | 205.2 | 170.3 | 1.0 | NY*(B) |
| 21,520 | 6/30/83: | 1 | 5.0 | 175.3 | 129.2 | 0.8 | |
| Bayerische Hypotheken-und Wechsel-Bank, Munich | 6/30/84: | 1 | 62.2 | 102.1 | 25.4 | 0.3 | NY*(B) |
| 35,627 | 6/30/83: | 1 | 42.0 | 137.3 | 39.8 | 0.4 | |
| Bayerische Landesbank Girozentrale, Munich | 6/30/84: | 1 | 5.3 | 1,158.2 | 636.9 | 3.2 | NY(B) |
| 36,117 | 6/30/83: | 1 | 19.5 | 312.6 | 40.7 | 0.8 | |
| Bayerische Vereinsbank, Munich | 6/30/84: | 4 | 196.9 | 576.7 | 310.9 | 1.4 | Atlanta(A); Chi(B); LA*(A); NY(B) |
| 41,620 | 6/30/83: | 4 | 264.9 | 797.4 | 352.1 | 1.8 | |
| Berliner Handels und-Frankfurter Bank, Frankfurt | 6/30/84: | 1 | 79.0 | 185.4 | 42.6 | 2.2 | NY*(B) |
| 8,357 | 6/30/83: | 1 | 52.5 | 108.9 | 34.3 | 1.3 | |
| Commerzbank, Duesseldorf | 6/30/84: | 3 | 813.7 | 1,772.3 | 1,152.0 | 4.3 | Atlanta(A); Chi(B); NY(B) |
| 41,505 | 6/30/83: | 3 | 711.6 | 1,776.4 | 1,187.3 | 4.0 | |
| Deutsche Bank, Frankfurt (s) | 6/30/84: | 2 | 445.9 | 976.1 | 556.6 | 1.3 | Bannockburn, Ill.(F); NY*(B) |
| 76,765 | 6/30/83: | 2 | 534.1 | 1,215.4 | 596.8 | 1.5 | |
| Deutsche Genossenschaftsbank, Frankfurt | 6/30/84: | 2 | 66.4 | 344.9 | 141.8 | 1.2 | LA*(A); NY(B) |
| 28,319 | 6/30/83: | 2 | 94.3 | 389.3 | 105.8 | 1.4 | |
| Deutsch Sudamerikanische Bank, Hamburg | 6/30/84: | 1 | 28.0 | 276.8 | 269.6 | 14.9 | Miami(A) |
| 1,855 | 6/30/83: | 1 | 24.8 | 123.5 | 117.2 | 5.9 | |
| Dresdner Bank, Frankfurt | 6/30/84: | 3 | 594.3 | 1,241.7 | 442.7 | 2.1 | Chi(B); LA*(A); NY(B) |
| 58,709 | 6/30/83: | 3 | 638.7 | 1,289.7 | 450.8 | 2.3 | |

(See footnotes on last page of table)

# U.S. Offices of Foreign Banks: By Country and Parent

(GERMANY continued) — (Dollar Figures in Millions)

| Home Country and Parent—Listed Alphabetically Assets of Parent Company 12/31/83 (a) | | No. of Offices | C&I Loans | Avg. Assets | Avg. Deposits | Ratio (b) (%) | Location of Offices and Type—Listed Alphabetically (c) |
|---|---|---|---|---|---|---|---|
| Hessische Landesbank Girozentrale, Frankfurt | 6/30/84: | 1 | 0.0 | 31.5 | 7.0 | 0.1 | NY*(B) |
| 21,280 | 6/30/83: | 1 | 0.0 | 83.2 | 10.7 | 0.4 | |
| Vereins-und Westbank, Hamburg | 6/30/84: | 1 | 24.3 | 47.9 | 33.0 | 0.9 | Miami(A) |
| 5,135 | 6/30/83: | - | ... | ... | ... | ... | |
| Westdeutsche Landesbank Girozentrale, Duesseldorf | 6/30/84: | 1 | 233.1 | 1,184.8 | 630.3 | 2.3 | NY*(B) |
| 51,035 | 6/30/83: | 1 | 308.2 | 1,020.9 | 482.5 | 1.9 | |
| **GREECE** | | | | | | | |
| National Bank of Greece, Athens | 6/30/84: | 3 | 95.2 | 596.7 | 535.2 | 4.1 | Boston*(B); Cambridge,MA*(B)†; Chi(B); NY(C) |
| 14,532 | 6/30/83: | 3 | 72.7 | 549.2 | 498.0 | 3.5 | |
| **HONG KONG** | | | | | | | |
| Bank of East Asia Ltd., Victoria | 6/30/84: | 1 | 0.0 | 5.2 | 0.0 | 0.4 | NY(B) |
| 1,281 | 6/30/83: | - | ... | ... | ... | ... | |
| Chekiang First Bank Ltd., Victoria | 6/30/84: | 1 | 16.1 | 83.0 | 71.0 | 11.9 | SF(A) |
| 697 (o) | 6/30/83: | 1 | 11.8 | 65.6 | 51.1 | 21.5 | |
| Dah Sing Bank Ltd., Victoria | 6/30/84: | 1 | 9.9 | 15.3 | 10.3 | 8.5 | SF(B) |
| 180 (n) | 6/30/83: | 1 | 10.8 | 20.4 | 12.9 | 12.8 | |
| Hang Seng Bank, Ltd., Victoria | 6/30/84: | 1 | 1.0 | 70.9 | 68.0 | 1.1 | NY(B) |
| 6,307 | 6/30/83: | - | .. | .. | .. | .. | |
| Hongkong & Shanghai Banking Corp., Victoria | 6/30/84: | 13 | 7,079.3 | 23,933.5 | 18,012.1 | 41.1 | Agana, Guam(A); Buffalo, NY*(C); Chi(B); Houston(E); LA(B); LA(EB)(h); Miami(E)(h); NY*(2B); Portland, Ore.(B); SF(B); Seattle(B); Wilmington, Del.(C)†† |
| 58,177 | 6/30/83: | 13 | 5,927.3 | 22,281.7 | 16,690.8 | 39.2 | |
| Ka Wah Bank Ltd., Victoria | 6/30/84: | 2 | 10.0 | 35.2 | 9.9 | 5.4 | LA(B); NY(B) |
| 646 (n) | 6/30/83: | 2 | 0.8 | 14.0 | 9.6 | 4.2 | |
| Liu Chong Hing Bank, Victoria | 6/30/84: | 1 | 1.6 | 55.2 | 52.6 | 8.3 | SF(A) |
| 662 (o) | 6/30/83: | 1 | 2.4 | 104.4 | 68.5 | 14.9 | |
| Nanyang Commercial Bank, Ltd., Victoria | 6/30/84: | 1 | 0.0 | 20.6 | 3.1 | 1.8 | SF(B) |
| 1,141 (o) | 6/30/83: | 1 | 1.6 | 10.2 | 1.2 | 0.9 | |
| Overseas Trust Bank Ltd., Victoria | 6/30/84: | 1 | 33.4 | 55.1 | 12.3 | 3.6 | SF*(B) |
| 1,514 | 6/30/83: | 1 | 9.0 | 52.2 | 21.5 | 3.3 | |
| Shanghai Commercial Bank Ltd., Victoria | 6/30/84: | 2 | 12.8 | 165.2 | 161.9 | 12.3 | NY(B); SF(A) |
| 1,348 | 6/30/83: | 2 | 11.5 | 128.7 | 125.0 | 9.8 | |
| Wing Lung Bank Ltd., Victoria | 6/30/84 | 1 | ... | ... | ... | ... | LA(B)†† |
| 871 (o) | 6/30/83: | .. | ... | ... | ... | ... | |
| **INDIA** | | | | | | | |
| Bank of Baroda, Bombay | 6/30/84: | 1 | 13.9 | 25.1 | 9.9 | 0.5 | NY*(B) |
| 5,216 | 6/30/83: | 1 | 7.3 | 11.3 | 3.2 | 0.2 | |
| Bank of India, Bombay | 6/30/84: | 2 | 59.7 | 119.7 | 55.8 | 2.4 | NY*(B); SF(A) |
| 4,965 | 6/30/83: | 2 | 55.1 | 99.1 | 44.4 | 2.2 | |
| State Bank of India, Bombay | 6/30/84: | 6 | 30.5 | 208.6 | 71.1 | 0.8 | Chi(B); LA(A); LA(C); NY*(3B) |
| 25,516 | 6/30/83: | 6 | 53.6 | 168.3 | 51.3 | 0.7 | |
| **INDONESIA** | | | | | | | |
| Bank Ekspor Impor Indonesia | 6/30/84: | 1 | 0.0 | 4.8 | 0.0 | 0.2 | NY(B) |
| 2,287 (o) | 6/30/83: | - | ... | ... | ... | ... | |
| Bank Negara Indonesia 1946 | 6/30/84: | 1 | 0.6 | 383.9 | 84.3 | 7.7 | NY(B) |
| 4,975 | 6/30/83: | - | ... | ... | ... | ... | |
| **IRAN** | | | | | | | |
| Bank Melli Iran, Tehran | 6/30/84: | 2 | 0.1 | 28.2 | 6.5 | 0.1 | NY(A); SF(A) |
| 27,943 | 6/30/83: | 2 | 0.1 | 26.2 | 11.5 | 0.1 | |
| Bank Saderat Iran, Tehran | 6/30/84: | 1 | 0.0 | 12.1 | 1.0 | 0.0 | NY(A) (Closed Los Angeles agency.) |
| 14,548 | 6/30/83: | 2 | 0.7 | 9.6 | 0.1 | 0.1 | |
| Bank Sepah, Tehran | 6/30/84: | 1 | 0.0 | 0.5 | 0.1 | -- | NY(A) |
| N.A. | 6/30/83: | 1 | 0.0 | 0.3 | 0.2 | ... | |
| Bank Tejarat, Tehran (formerly Bank Sanaye) | 6/30/84: | 1 | 7.2 | 8.0 | 0.8 | -- | NY(A) |
| N.A. | 6/30/83: | 1 | 7.2 | 8.0 | 0.8 | ... | |
| **IRELAND** | | | | | | | |
| Allied Irish Banks Ltd., Dublin (i) | 6/30/84: | 2 | 37.4 | 181.7 | 52.7 | 2.1 | Chi(B); NY*(B) |
| 8,718 | 6/30/83: | 2 | 22.7 | 162.8 | 57.4 | 2.0 | |
| Bank of Ireland, Dublin | 6/30/84: | 1 | 24.9 | 272.5 | 109.9 | 3.6 | NY*(B) |
| 7,587 | 6/30/83: | 1 | 16.4 | 149.6 | 76.5 | 2.0 | |
| **ISRAEL** | | | | | | | |
| Bank Hapoalim, Tel-Aviv | 6/30/84: | 11 | 757.1 | 1,527.5 | 981.6 | 7.7 | Boston(B); Chi(B); Encino, CA(B)††; LA*(B); Miami Beach(A); NY(4P); Philadelphia(B); SF(B)†† |
| 19,956 | 6/30/83: | 9 | 725.7 | 1,234.0 | 597.6 | 5.4 | |
| Bank Leumi le-Israel, Tel-Aviv | 6/30/84: | 7 | 1,331.9 | 3,137.6 | 2,784.5 | 14.3 | Beverly Hills*(B); Chi(B); Encino, CA*(B)†; Miami Beach(A); NY(A); NY(C); Philadelphia(B) |
| 21,938 | 6/30/83: | 6 | 1,208.4 | 3,165.7 | 2,792.4 | 12.9 | |
| Israel Discount Bank, Tel-Aviv | 6/30/84: | 5 | 506.0 | 3,723.5 | 3,381.7 | 33.6 | Beverly Hills(A); Miami(A); Miami Beach(A); NY*(B); NY*(C) |
| 11,080 | 6/30/83: | 5 | 430.0 | 3,496.0 | 3,199.2 | 28.1 | |
| United Mizrahi Bank Ltd., Tel-Aviv | 6/30/84: | 3 | 242.1 | 627.4 | 462.2 | 14.1 | LA(B); NY*(A); NY*(C) |
| 4,434 | 6/30/83: | 3 | 172.5 | 515.7 | 357.2 | 10.7 | |
| **ITALY** | | | | | | | |
| Banca Commerciale Italiana, Milan | 6/30/84: | 4 | 833.9 | 3,938.7 | 3,142.7 | 10.0 | Chi(B); Garden City, LA(A); NY*(B); NY*(C) |
| 39,337 | 6/30/83: | 4 | 689.7 | 3,703.6 | 2,834.1 | 9.3 | |
| Banca Nazionale del Lavoro, Rome | 6/30/84: | 5 | 1,003.9 | 3,258.6 | 2,202.6 | 7.4 | Atlanta(A); Chi(B); LA(A); Miami(A); NY*(B) |
| 43,837 | 6/30/83: | 5 | 822.4 | 2,273.8 | 1,495.8 | 4.8 | |
| Banca Nazionale dell Agricoltura, Rome | 6/30/84: | 1 | 152.6 | 953.9 | 568.1 | 7.0 | NY*(B) |
| 13,537 | 6/30/83: | 1 | 145.3 | 768.3 | 396.9 | 5.5 | |
| Banca Popolare di Milano, Milan | 6/30/84: | 1 | 11.9 | 357.3 | 228.8 | 4.5 | NY*(B) |
| 7,963 | 6/30/83: | - | ... | .. | ... | ... | |
| Banco di Napoli, Naples | 6/30/84: | 1 | 325.5 | 1,423.4 | 908.4 | 6.6 | NY*(B) |
| 21,695 | 6/30/83: | 1 | 264.9 | 821.2 | 478.4 | 4.4 | |
| Banco di Roma, Rome | 6/30/84: | 4 | 814.7 | 3,210.6 | 2,112.5 | 12.4 | Chi(B); Chi(C); NY*(B); SF(A) |
| 25,846 | 6/30/83: | 4 | 619.8 | 2,266.0 | 1,526.2 | 8.2 | |
| Banco di Sicilia, Palermo | 6/30/84: | 2 | 100.9 | 743.1 | 327.5 | 5.1 | LA(A); NY*(B) |
| 14,625 | 6/30/83: | 1 | 99.7 | 398.0 | 168.0 | 2.6 | |
| Credito Italiano, Milan | 6/30/84: | 2 | 250.6 | 1,117.1 | 519.6 | 3.8 | LA(A); NY*(B) |
| 29,245 | 6/30/83: | 2 | 221.2 | 986.0 | 590.7 | 3.5 | |
| Istituto Bancario San Paulo di Torino, Turin | 6/30/84: | 3 | 523.9 | 1,292.1 | 751.9 | 4.2 | LA(B); LA(C); NY(B) |
| 30,406 | 6/30/83: | 3 | 373.6 | 1,053.8 | 545.1 | 3.4 | |
| Monte dei Paschi di Siena | 6/30/84: | 1 | 42.3 | 768.3 | 613.9 | 2.8 | NY(B) |
| 27,535 | 6/30/83: | 1 | 0.0 | 188.8 | 142.4 | 0.7 | |

(See footnotes on last page of table)

# U.S. Offices of Foreign Banks: By Country and Parent

(Dollar Figures in Millions)

| Home Country and Parent—Listed Alphabetically<br>Assets of Parent Company 12/31/83 (a) | | No. of Offices | C&I Loans | Avg. Assets | Avg. Deposits | Ratio (b) (%) | Location of Offices and Type—Listed Alphabetically (c) |
|---|---|---|---|---|---|---|---|
| **JAPAN** | | | | | | | |
| Bank of Tokyo Ltd. | 6/30/84: | 11 | 5,207.0 | 20,457.9 | 12,656.5 | 31.4 | Coral Gables, Fla.(A); Coral Gables(E) Honolulu(A); Houston(E); LA*(A); NY(B); NY(C); Portland, Ore.(B); Seattle(B); SF*(A); SF*(C) |
| 65,090 (d) | 6/30/83: | 11 | 5,805.7 | 20,102.4 | 11,318.9 | 31.0 | |
| Bank of Yokohama | 6/30/84: | 1 | 410.4 | 1,005.1 | 811.2 | 3.9 | NY*(B) |
| 25,994 (d) | 6/30/83: | 1 | 324.5 | 871.4 | 683.1 | 4.4 | |
| Chuo Trust & Banking Co., Ltd., Tokyo | 6/30/84: | 1 | 187.7 | 454.6 | 249.4 | 2.6 | NY*(B) |
| 17,721 (d) | 6/30/83: | 1 | 179.5 | 416.6 | 189.7 | 3.0 | |
| Dai-Ichi Kangyo Bank Ltd., Tokyo | 6/30/84: | 4 | 2,181.0 | 13,162.2 | 6,968.9 | 11.9 | Chi(B); LA*(A); LA*(C); NY(B) |
| 110,451 (d) | 6/30/83: | 4 | 2,446.8 | 8,610.1 | 4,818.7 | 9.9 | |
| Daiwa Bank, Ltd., Osaka | 6/30/84: | 3 | 871.9 | 4,120.5 | 2,766.8 | 8.7 | LA(A); NY*(B); NY*(C) |
| 47,187 (d) | 6/30/83: | 3 | 752.4 | 3,467.9 | 1,853.1 | 9.1 | |
| Fuji Bank, Ltd., Tokyo (j) | 6/30/84: | 6 | 5,720.7 | 15,406.6 | 6,854.3 | 14.9 | Chi(B); Chi(F); LA(A); NY*(B); NY*(C); SF(E) |
| 103,634 (d) | 6/30/83: | 5 | 2,595.2 | 10,877.9 | 2,507.3 | 12.9 | |
| Hokkaido Takushoku Bank Ltd., Sapporo | 6/30/84: | 3 | 496.3 | 2,702.5 | 1,664.7 | 10.2 | LA*(A); NY(B); Seattle(B) |
| 26,567 (d) | 6/30/83: | 3 | 325.3 | 1,784.8 | 953.8 | 8.1 | |
| Hokuriku Bank Ltd., Toyama | 6/30/84: | 1 | 114.7 | 552.5 | 373.9 | 3.5 | NY*(B) |
| 15,927 (d) | 6/30/83: | 1 | 182.6 | 456.3 | 192.3 | 4.0 | |
| Industrial Bank of Japan, Ltd., Tokyo | 6/30/84: | 3 | 2,207.9 | 8,500.6 | 4,506.3 | 11.5 | LA(A); NY*(B); NY*(C) |
| 74,193 (d) | 6/30/83: | 3 | 1,715.9 | 6,128.4 | 3,605.8 | 10.2 | |
| Kyowa Bank Ltd., Tokyo | 6/30/84: | 3 | 780.1 | 2,021.7 | 1,210.5 | 6.2 | LA*(A); LA*(C); NY(B) |
| 32,757 (d) | 6/30/83: | 3 | 694.8 | 1,557.4 | 713.6 | 5.5 | |
| Long-Term Credit Bank of Japan, Ltd., Tokyo | 6/30/84: | 2 | 1,171.6 | 3,851.9 | 1,615.4 | 6.4 | LA(A); NY*(B) |
| 60,391 (d) | 6/30/83: | 2 | 765.2 | 4,204.3 | 1,475.4 | 8.9 | |
| Mitsubishi Bank Ltd., Tokyo | 6/30/84: | 7 | 3,695.5 | 17,151.2 | 9,326.5 | 17.5 | Chi(B); LA*(A); LA*(C); NY(B); NY (EB)(h); SF*(C); SF*(E)(h) |
| 98,167 (d) | 6/30/83: | 4 | 2,403.0 | 10,335.9 | 4,525.9 | 12.8 | |
| Mitsubishi Trust & Banking Corp., Tokyo | 6/30/84: | 2 | 602.9 | 4,002.8 | 2,334.7 | 7.0 | LA(A); NY*(B) |
| 57,382 (d) | 6/30/83: | 2 | 527.5 | 4,978.0 | 2,724.3 | 11.0 | |
| Mitsui Bank Ltd., Tokyo | 6/30/84: | 4 | 2,388.1 | 7,425.9 | 3,842.8 | 10.7 | LA*(A); LA*(C); NY(B); Seattle(B) |
| 69,541 (d) | 6/30/83: | 4 | 2,401.6 | 6,905.1 | 3,011.7 | 12.0 | |
| Mitsui Trust & Banking Co., Ltd., Tokyo | 6/30/84: | 2 | 480.9 | 4,954.5 | 3,361.5 | 9.7 | LA(A); NY*(B) |
| 51,131 (d) | 6/30/83: | 2 | 244.0 | 3,678.1 | 1,644.4 | 9.1 | |
| Nippon Credit Bank Ltd., Tokyo | 6/30/84: | 2 | 813.8 | 4,191.6 | 2,468.1 | 11.3 | LA(A); NY*(B) |
| 37,115 (d) | 6/30/83: | 2 | 623.8 | 2,278.6 | 1,188.1 | 7.8 | |
| Norinchukin Bank, Tokyo | 6/30/84: | 1 | ... | ... | ... | ... | NY(B)†† |
| 75,315 (d) | 6/30/83: | ... | ... | ... | ... | ... | |
| Saitama Bank Ltd., Urawa | 6/30/84: | 2 | 503.9 | 3,043.5 | 2,317.2 | 9.9 | LA*(B); NY(B) |
| 30,778 (d) | 6/30/83: | 2 | 346.7 | 2,722.9 | 1,820.0 | 10.6 | |
| Sanwa Bank Ltd., Osaka | 6/30/84: | 4 | 2,240.8 | 13,515.3 | 7,744.1 | 14.8 | Chi(B); NY(B); SF*(A); SF*(C) |
| 91,355 (d) | 6/30/83: | 4 | 1,873.0 | 10,161.7 | 4,503.2 | 13.5 | |
| Sumitomo Bank Ltd., Osaka | 6/30/84: | 5 | 2,504.6 | 9,857.4 | 6,758.5 | 9.8 | Chi(B); NY(B); SF*(A); SF*(C); Seattle(B) |
| 101,254 (d) | 6/30/83: | 5 | 2,016.7 | 6,504.8 | 3,400.8 | 8.0 | |
| Sumitomo Trust & Banking Co., Ltd., Osaka | 6/30/84: | 2 | 473.1 | 2,192.5 | 1,511.7 | 4.2 | LA(A); NY*(B) |
| 52,320 (d) | 6/30/83: | 2 | 623.9 | 1,625.6 | 905.2 | 3.9 | |
| Taiyo Kobe Bank Ltd., Kobe | 6/30/84: | 3 | 1,100.3 | 3,237.2 | 1,568.9 | 6.1 | LA(A); NY*(B); Seattle(B) |
| 53,242 (d) | 6/30/83: | 3 | 1,032.9 | 2,609.9 | 1,228.8 | 5.8 | |
| Tokai Bank Ltd., Nagoya | 6/30/84: | 4 | 1,309.2 | 6,145.6 | 2,444.3 | 9.5 | Chi(B); LA*(A); LA*(C); NY(B) |
| 64,767 (d) | 6/30/83: | 4 | 732.4 | 4,052.9 | 2,439.9 | 7.5 | |
| Toyo Trust & Banking Co., Ltd., Tokyo | 6/30/84: | 2 | 320.1 | 2,156.6 | 1,597.1 | 7.1 | LA(A); NY*(B) |
| 30,552 (d) | 6/30/83: | 2 | 210.8 | 1,577.6 | 786.8 | 6.8 | |
| Yasuda Trust & Banking Co., Tokyo | 6/30/84: | 2 | 678.7 | 3,469.4 | 2,300.8 | 8.6 | LA(A); NY*(B) |
| 40,242 (d) | 6/30/83: | 2 | 513.8 | 2,290.5 | 775.1 | 7.7 | |
| **JORDAN** | | | | | | | |
| Arab Bank Ltd., Amman | 6/30/84: | 1 | 10.4 | 422.3 | 131.5 | 4.8 | NY*(B) |
| 8,881 | 6/30/83: | 1 | 0.7 | 400.1 | 52.8 | 4.3 | |
| Petra Bank, Amman | 6/30/84: | 1 | 0.0 | 64.6 | 36.6 | 17.2 | Washington,D.C.(E) |
| 376 (o) | 6/30/83: | - | ... | ... | ... | ... | |
| **KOREA** | | | | | | | |
| Bank of Seoul & Trust Co. | 6/30/84: | 2 | 357.2 | 408.5 | 10.9 | 3.7 | LA(A); NY*(B) |
| 10,961 | 6/30/83: | 2 | 177.7 | 254.5 | 2.8 | 2.4 | |
| Cho-Heung Bank Ltd., Seoul | 6/30/84: | 2 | 189.3 | 372.2 | 40.5 | 6.5 | NY*(B); SF(A) |
| 5,731 | 6/30/83: | 2 | 228.3 | 346.9 | 51.3 | 6.2 | |
| Commercial Bank of Korea Ltd., Seoul | 6/30/84: | 4 | 186.5 | 477.6 | 42.2 | 7.5 | Chi(B); LA(A); NY*(B); NY*(C) |
| 6,364 | 6/30/83: | 3 | 239.3 | 338.2 | 47.6 | 5.5 | |
| Hanil Bank, Ltd., Seoul | 6/30/84: | 3 | 171.8 | 346.9 | 81.7 | 5.3 | LA(A); Lynwood, Calif(C); NY(A) |
| 6,540 | 6/30/83: | 2 | 168.5 | 359.3 | 59.2 | 5.4 | |
| Korea Exchange Bank, Seoul | 6/30/84: | 7 | 401.9 | 1,160.2 | 276.8 | 10.2 | Chi(B); LA(C); LA(A); NY*(3B); Seattle(B) |
| 11,360 | 6/30/83: | 6 | 432.9 | 1,012.9 | 211.5 | 9.1 | |
| Korea First Bank, Seoul | 6/30/84: | 4 | 345.9 | 568.0 | 22.6 | 8.9 | Chi(B); LA(A); NY*(B); NY*(C) |
| 6,389 | 6/30/83: | 3 | 211.0 | 451.7 | 6.8 | 7.7 | |
| **KUWAIT** | | | | | | | |
| Commercial Bank of Kuwait | 6/30/84: | 1 | ... | ... | ... | ... | NY(B)†† |
| 6,032 | 6/30/83: | ... | ... | .... | ... | ... | |
| Gulf Bank, Kuwait | 6/30/84: | 1 | 61.6 | 317.6 | 229.1 | 4.5 | NY(A) |
| 7,073 | 6/30/83: | 1 | 0.0 | 223.5 | 1.3 | 3.6 | |
| National Bank of Kuwait | 6/30/84: | 1 | ... | ... | ... | ... | NY*(B)†† |
| 7,915 | 6/30/83: | ... | ... | ... | ... | ... | |
| **LUXEMBOURG** | | | | | | | |
| Bank of Credit & Commerce International | 6/30/84: | 6 | 73.6 | 362.0 | 256.8 | 8.3 | Boca Raton, Fla.(A); LA(A); Miami(A); NY(B); SF(A); Tampa, Fla.(A) |
| 4,365 | 6/30/83: | 3 | 37.3 | 100.9 | 66.8 | 3.0 | |
| **MALAYSIA** | | | | | | | |
| Bank Bumiputra Malaysia Berhad, Kuala Lumpur | 6/30/84: | 2 | 91.8 | 223.8 | 159.5 | 3.0 | LA(A); NY*(B) |
| 7,419 | 6/30/83: | 2 | 95.2 | 237.1 | 82.2 | 3.2 | |
| **MEXICO** | | | | | | | |
| Banca Serfin, Mexico City | 6/30/84: | 2 | 67.3 | 311.5 | 108.5 | 9.0 | LA(A); NY(A) |
| 3,447 | 6/30/83: | 2 | 159.9 | 312.4 | 108.2 | 15.3 | |
| Banco Internacional, Mexico City | 6/30/84: | 1 | 18.0 | 209.5 | 184.2 | 17.7 | NY(A) |
| 1,185 (o) | 6/30/83: | 1 | 18.0 | 168.1 | 138.7 | 14.2 | |
| Bancomer, Mexico City | 6/30/84: | 3 | 1,124.8 | 2,878.4 | 930.4 | 35.0 | La Mesa, Calif.*(C), LA*(A); NY(A) |
| 8,220 | 6/30/83: | 3 | 696.6 | 1,318.0 | 720.4 | 27.8 | |

(See footnotes on last page of table)

# U.S. Offices of Foreign Banks: By Country and Parent

**(MEXICO continued)**

(Dollar Figures in Millions)

| Home Country and Parent—Listed Alphabetically Assets of Parent Company 12/31/83 (a) | | No. of Offices | C&I Loans | Avg. Assets | Avg. Deposits | Ratio (b) (%) | Location of Offices and Type—Listed Alphabetically (c) |
|---|---|---|---|---|---|---|---|
| Banco Mexicano Somex, Mexico City | 6/30/84: | 1 | 0.1 | 116.6 | 111.6 | 3.5 | NY(A) |
| 3,369 | 6/30/83: | 1 | 0.0 | 99.1 | 93.6 | 4.8 | |
| Banco Nacional de Mexico, Mexico City | 6/30/84: | 3 | 96.9 | 995.9 | 638.8 | 11.4 | LA*(A); LA*(C); NY(A) |
| 8,766 | 6/30/83: | 3 | 145.6 | 1,015.3 | 466.2 | 22.1 | |
| Multibanco Comermex, Chihuahua | 6/30/84: | 1 | 133.0 | 313.7 | 196.0 | 10.8 | NY(A) (Closed LA agency, opened LA rep. office.) |
| 2,910 | 6/30/83: | 2 | 162.2 | 357.8 | 208.2 | 19.6 | |
| **NETHERLANDS** | | | | | | | |
| Algemene Bank Nederland, Amsterdam | 6/30/84: | 13 | 941.6 | 3,783.7 | 1,817.0 | 8.8 | Atlanta(A); Chi*(B); Chi*(C); Chi(E); Houston(EB); LA(A); Miami(A); |
| 43,227 | 6/30/83: | 13 | 1,006.1 | 3,105.3 | 1,845.2 | 6.6 | Miami(EB); NY(2B); Pittsburg(B); SF(A); Seattle(B) |
| Amsterdam-Rotterdam Bank, Amsterdam | 6/30/84: | 1 | 153.4 | 714.3 | 417.2 | 1.8 | NY*(B) |
| 39,957 | 6/30/83: | 1 | 144.5 | 700.1 | 464.9 | 1.7 | |
| Credit Lyonnais Bank Nederland, Rotterdam | 6/30/84: | 1 | 77.0 | 82.8 | 10.7 | 2.3 | NY(F) |
| 3,598 | 6/30/83: | ... | ... | ... | ... | ... | |
| Nederlandsche Middenstandsbank, Amsterdam | 6/30/84: | 1 | 141.0 | 602.9 | 346.0 | 2.9 | NY*(B) |
| 20,643 | 6/30/83: | 1 | 126.6 | 820.4 | 449.7 | 3.6 | |
| Credit Lyonnais Bank Nederland, Rotterdam | 6/30/84: | 1 | 77.0 | 82.8 | 0.0 | 2.3 | NY(F) |
| 3,598 | 6/30/83: | 1 | N.A. | N.A. | N.A. | N.A. | |
| Rabobank Nederland, Utrecht | 6/30/84: | 1 | 281.0 | 625.4 | 1.8 | 1.6 | NY*(B) |
| 38,561 | 6/30/83: | 1 | 122.3 | 574.8 | 120.5 | 1.4 | |
| **NEW ZEALAND** | | | | | | | |
| Bank of New Zealand, Ltd., Wellington | 6/30/84: | 2 | 20.0 | 202.6 | 97.6 | 4.9 | LA(A); NY*(B) |
| 4,111 (k) | 6/30/83: | 2 | 12.7 | 77.1 | 37.5 | 1.9 | |
| **NIGERIA** | | | | | | | |
| United Bank for Africa Ltd., Lagos | 6/30/84: | 1 | 0.0 | 12.9 | 0.0 | 0.2 | NY(B) |
| 4,994 | 6/30/83: | - | ... | ... | ... | ... | |
| **PAKISTAN** | | | | | | | |
| Habib Bank Ltd., Karachi | 6/30/84: | 1 | 4.2 | 40.5 | 10.7 | 0.3 | NY*(B) |
| 4,881 | 6/30/83: | 1 | 5.3 | 39.3 | 12.3 | 1.0 | |
| National Bank of Pakistan, Karachi | 6/30/84: | 3 | 12.3 | 327.4 | 140.1 | 7.6 | NY*(B); DC(B); Chi(B) |
| 4,168 | 6/30/83: | 3 | 14.7 | 307.5 | 221.0 | 11.3 | |
| United Bank Ltd., Karachi | 6/30/84: | 1 | 0.01 | 16.2 | 6.0 | 0.5 | NY*(B) |
| 3,494 | 6/30/83: | 1 | 0.1 | 13.2 | 4.1 | 0.5 | |
| **PANAMA** | | | | | | | |
| Banco de Iberoamerica, Panama City | 6/30/84: | 1 | 7.9 | 76.4 | 71.6 | 25.6 | Miami(A) |
| 298 (o) | 6/30/83: | 1 | 6.9 | 82.2 | 76.3 | 39.9 | |
| Banco International de Costa Rico, Panama City | 6/30/84: | 1 | 0.1 | 34.9 | 7.6 | 23.0 | Miami(A) |
| 152 (o) | 6/30/83: | - | ... | ... | ... | ... | |
| Banco Nacional de Panama, Panama City | 6/30/84: | 1 | 2.0 | 48.7 | 15.6 | 4.5 | NY*(B) |
| 1,087 (o) | 6/30/83: | 1 | 1.8 | 21.0 | 19.9 | 2.0 | |
| **PERU** | | | | | | | |
| Banco de Credito del Peru, Lima | 6/30/84: | 1 | 0.3 | 18.8 | 8.8 | 2.1 | NY(B) |
| 914 | 6/30/83: | - | ... | ... | ... | ... | |
| **PHILIPPINES** | | | | | | | |
| Allied Banking Corp., Manila | 6/30/84: | 2 | 7.1 | 30.0 | 16.0 | 3.7 | Agana, Guam(B), SF*(C) |
| 812 (k) | 6/30/83: | 2 | 7.3 | 28.6 | 13.4 | 3.1 | |
| Manila Banking Corp. | 6/30/84: | 1 | NA | 24.4 | 19.0 | 4.8 | LA(C) |
| 504 (o) | 6/30/83: | - | ... | ... | ... | ... | |
| Metropolitan Bank & Trust Co., Manila | 6/30/84: | 4 | 8.6 | 86.6 | 56.5 | 7.9 | Agana, Guam(B); LA*(C); NY(B); SF*(B) |
| 1,094 (o) | 6/30/83: | 4 | 8.4 | 50.4 | 25.1 | 4.6 | |
| Philippine Commercial International Bank, Makati (l) | 6/30/84: | 2 | 20.6 | 58.9 | 10.6 | 8.9 | LA(A); NY(B) |
| 664 (o) | 6/30/83: | 2 | 20.5 | 44.1 | 5.9 | 7.3 | |
| Philippine National Bank, Manila | 6/30/84: | 3 | 6.5 | 62.4 | 19.0 | 1.2 | Honolulu(A); LA*(B); NY(B) |
| 5,027 | 6/30/83: | 3 | 6.5 | 54.7 | 27.7 | 0.9 | |
| **PORTUGAL** | | | | | | | |
| Banco Portugues do Atlantico, Oporto | 6/30/84: | 1 | 42.8 | 117.0 | 49.8 | 3.0 | NY*(B) |
| 3,904 | 6/30/83: | 1 | 49.3 | 118.4 | 65.9 | 2.3 | |
| Banco Totta & Acores, Lisbon | 6/30/84: | 2 | 108.1 | 233.8 | 2.2 | 9.1 | NY(A); SF(A) |
| 2,560 | 6/30/83: | 2 | 30.3 | 169.3 | 2.0 | 5.5 | |
| **QATAR** | | | | | | | |
| Doha Bank, Doha | 6/30/84: | 1 | 0.6 | 14.0 | 13.7 | NA | NY*(B) |
| N.A. | 6/30/83: | 1 | 0.6 | 5.1 | 4.0 | ... | |
| **SAUDI ARABIA** | | | | | | | |
| National Commercial Bank, Jeddah | 6/30/84: | 1 | 19.0 | 339.3 | 27.2 | 2.3 | NY*(B) |
| 14,546 | 6/30/83: | - | ... | ... | ... | ... | |
| **SINGAPORE** | | | | | | | |
| Development Bank of Singapore Ltd. | 6/30/84: | 2 | 92.9 | 134.2 | 6.1 | 2.5 | LA(A); NY(A) |
| 5,310 | 6/30/83: | 2 | 16.5 | 47.4 | 12.2 | 1.0 | |
| International Bank of Singapore Ltd. | 6/30/84: | 1 | 2.0 | 17.9 | 0.1 | 4.7 | LA(A) |
| 381 (o) | 6/30/83: | 1 | 2.0 | 37.0 | 0.2 | 12.1 | |
| Overseas-Chinese Banking Corp., Singapore | 6/30/84: | 1 | 0.0 | 9.3 | 6.5 | 0.3 | NY(B) |
| 3,411 | 6/30/83: | 1 | 7.0 | 21.3 | 3.2 | 0.7 | |
| Overseas Union Bank Ltd., Singapore | 6/30/84: | 2 | 13.7 | 138.2 | 9.8 | 4.6 | LA(A); NY(A) |
| 3,003 | 6/30/83: | 2 | 14.1 | 110.1 | 6.7 | 4.7 | |
| United Overseas Bank Ltd., Singapore | 6/30/84: | 2 | 14.6 | 138.1 | 3.9 | 2.8 | LA(A); NY(A) |
| 4,910 | 6/30/83: | 2 | 16.5 | 96.4 | 3.2 | 2.2 | |
| **SOUTH AFRICA** | | | | | | | |
| Nedbank Ltd., Johannesburg | 6/30/84: | 1 | 14.8 | 238.3 | 1.4 | 2.9 | NY(B) |
| 8,108 | 6/30/83: | 1 | 15.1 | 62.0 | 0.0 | 1.1 | |
| **SPAIN** | | | | | | | |
| Banca Catalana, Barcelona | 6/30/84: | - | ... | ... | ... | ... | (Closed New York branch.) |
| 2,111 | 6/30/83: | 1 | 0.4 | 48.4 | 0.1 | 1.2 | NY*(B) |
| Banco Atlantico, Barcelona | 6/30/84: | 1 | 9.5 | 38.9 | 3.1 | 2.8 | NY(A) |
| 1,413 | 6/30/83: | 1 | 2.9 | 18.3 | 2.1 | 1.0 | |
| Banco Central, Madrid | 6/30/84: | 5 | 226.1 | 2,049.8 | 949.9 | 10.7 | Hato Rey, PR(C); Miami(A); NY*(B); NY*(C); SF(A) |
| 19,226 | 6/30/83: | 5 | 172.6 | 1,773.3 | 914.5 | 8.6 | |

(See footnotes on last page of table)

# U.S. Offices of Foreign Banks: By Country and Parent

**(SPAIN continued)**

(Dollar Figures in Millions)

| Home Country and Parent—Listed Alphabetically<br>Assets of Parent Company 12/31/83 (a) | | No. of Offices | C&I Loans | Avg. Assets | Avg. Deposits | Ratio (b) (%) | Location of Offices and Type—Listed Alphabetically (c) |
|---|---|---|---|---|---|---|---|
| Banco de Bilbao | 6/30/84: | 2 | 25.2 | 504.1 | 277.6 | 3.5 | Miami(A); NY*(B) |
| 14,253 | 6/30/83: | 2 | 44.1 | 664.5 | 329.2 | 4.3 | |
| Banco de Santander | 6/30/84: | 5 | 124.3 | 1,626.9 | 1,396.7 | 12.5 | Hato Rey, PR(C); Miami*(E); Miami(A); NY(2B) |
| 12,966 | 6/30/83: | 5 | 108.7 | 1,373.5 | 1,226.0 | 11.2 | |
| Banco de Vizcaya, Bilbao (m) | 6/30/84: | 3 | 50.4 | 245.5 | 128.9 | 1.6 | Coral Gables, Fla.(A); NY*(B); SF(A) |
| 15,122 | 6/30/83: | 3 | 54.7 | 167.6 | 99.1 | 1.3 | |
| Banco Espanol de Credito, Madrid | 6/30/84: | 3 | 1.5 | 64.0 | 53.1 | 0.2 | Miami(A); NY(B); NY(I)† |
| 42,320 | 6/30/83: | 2 | 21.7 | 141.6 | 48.9 | 0.4 | |
| Banco Exterior de Espana, Madrid | 6/30/84: | 3 | 219.6 | 599.7 | 402.9 | 4.4 | LA(A); Miami(A); Stony Brook, NY*(C) |
| 13,724 | 6/30/83: | 3 | 226.0 | 603.5 | 339.5 | 4.1 | |
| Banco Hispano-Americano, Madrid | 6/30/84: | 1 | 14.3 | 122.9 | 19.3 | 1.0 | NY*(B) |
| 12,669 | 6/30/83: | 1 | 16.8 | 107.9 | 1.0 | 0.6 | |
| Banco Occidental de Madrid | 6/30/84: | 1 | 39.9 | 283.6 | 227.3 | NA | San Juan, PR(C) |
| N.A. | 6/30/83: | 1 | 36.0 | 265.3 | 208.4 | ... | |
| Banco Urquijo Union, Madrid (p) | 6/30/84: | 1 | 6.7 | 91.8 | 4.6 | 1.9 | NY*(B) |
| 4,834 | 6/30/83: | 1 | 14.7 | 122.0 | 4.1 | 3.5 | |
| Banco Zaragozano, Zaragoza | 6/30/84: | 1 | 26.8 | 100.3 | 86.2 | 8.0 | Miami(C) |
| 1,261 | 6/30/83: | 1 | 35.7 | 95.2 | 74.7 | 7.4 | |
| **SWEDEN** | | | | | | | |
| Skandinaviska Enskilda Banken, Stockholm | 6/30/84: | 2 | 178.6 | 596.9 | 128.3 | 2.9 | NY(E); NY(I) |
| 20,337 | 6/30/83: | 2 | 64.3 | 381.7 | 160.5 | 2.0 | |
| **SWITZERLAND** | | | | | | | |
| Banca della Svizzera Italiana, Lugano | 6/30/84: | 1 | 3.9 | 189.9 | 9.3 | 5.3 | NY*(B) |
| 3,530 | 6/30/83: | - | ... | ... | ... | ... | |
| Bank Julius Baer & Co., Ltd., Zurich | 6/30/84: | 2 | 26.3 | 125.4 | 8.3 | 17.7 | NY(B): NY(I)† |
| 709 (o) | 6/30/83: | 1 | 37.8 | 92.7 | 4.2 | 15.8 | |
| Bank Leu, Zurich | 6/30/84: | 1 | 0.0 | 12.1 | 3.9 | 0.3 | NY*(B) |
| 4,794 | 6/30/83: | - | ... | ... | ... | ... | |
| Banque Paribas (Suisse), Geneva | 6/30/84: | 1 | 0.0 | 3.0 | 0.0 | 0.1 | NY*(B) |
| 2,551 | 6/30/83: | - | ... | ... | ... | ... | |
| Credit Suisse, Zurich (q) | 6/30/84: | 3 | 624.2 | 2,395.3 | 910.2 | 6.8 | LA*(B); Miami(A); NY(B) |
| 35,466 | 6/30/83: | 3 | 987.8 | 1,635.1 | 646.8 | 4.5 | |
| Habib Bank, Zurich | 6/30/84: | 1 | N.A. | N.A. | N.A. | N.A. | NY(C)—Established 11/83 |
| 289 (o) | 6/30/83: | - | ... | ... | ... | ... | |
| Swiss Bank Corp., Basle | 6/30/84: | 5 | 2,043.4 | 6,379.3 | 3,932.1 | 13.2 | Atlanta(A); Chi(B); NY(2B); SF*(B) |
| 48,267 | 6/30/83: | 5 | 1,486.8 | 5,932.6 | 4,182.8 | 12.3 | |
| Union Bank of Switzerland, Zurich | 6/30/84: | 3 | 337.9 | 4,723.2 | 3,290.2 | 8.9 | Chi(B); LA*(A); NY(B) |
| 52,850 | 6/30/83: | 3 | 333.7 | 4,195.6 | 2,427.6 | 7.9 | |
| **TAIWAN** | | | | | | | |
| First Commercial Bank, Taipei | 6/30/84: | 1 | 4.5 | 8.6 | 6.4 | 0.2 | Agana, Guam(B) |
| 4,244 | 6/30/83: | 1 | 3.7 | 7.3 | 5.0 | 0.2 | |
| International Commercial Bank of China, Taipei | 6/30/84: | 2 | 43.7 | 510.6 | 107.0 | 18.0 | Chi(B); NY*(A) |
| 2,832 | 6/30/83: | 2 | 41.0 | 568.5 | 106.1 | 20.0 | |
| **THAILAND** | | | | | | | |
| Bangkok Bank, Ltd. | 6/30/84: | 2 | 7.2 | 328.8 | 60.1 | 3.5 | LA(B); NY(B) |
| 9,359 | 6/30/83: | 2 | 5.7 | 316.5 | 136.2 | 4.1 | |
| Bangkok Metropolitan Bank Ltd. | 6/30/84: | 2 | 5.6 | 195.4 | 6.5 | 22.0 | NY(A); SF(A) |
| 887 (o) | 6/30/83: | 2 | 12.9 | 107.2 | 4.3 | 12.1 | |
| Krung Thai Bank Ltd., Bangkok | 6/30/84: | 1 | 5.0 | 80.1 | 23.0 | 2.3 | NY*(B) |
| 3,467 | 6/30/83: | 1 | 0.0 | 53.4 | 20.3 | 1.7 | |
| Siam Commercial Bank, Ltd. Bangkok | 6/30/84: | 2 | 63.4 | 124.9 | 52.3 | 7.4 | LA*(B); NY(B) |
| 1,689 | 6/30/83: | 2 | 20.7 | 84.1 | 5.6 | 6.6 | |
| Thai Farmers Bank, Bangkok | 6/30/84: | 2 | 13.0 | 83.6 | 28.3 | 2.6 | LA(A); NY*(B) |
| 3,206 | 6/30/83: | 2 | 6.8 | 94.5 | 26.3 | 3.6 | |
| **TURKEY** | | | | | | | |
| Turkiye Cumhuriyeti Ziraat Bankasi, Ankara | 6/30/84: | 1 | 0.2 | 41.6 | 29.1 | 0.8 | NY(B) |
| 5,495 | 6/30/83: | - | ... | ... | ... | ... | |
| **UNITED ARAB EMIRATES** | | | | | | | |
| Bank of Oman Ltd., Dubai | 6/30/84: | 1 | 6.6 | 1.5 | 1.0 | 0.07 | NY(E) |
| 2,202 | 6/30/83: | - | ... | ... | ... | ... | |
| Dubai Bank Ltd. | 6/30/84: | 1 | 48.6 | 128.1 | 71.9 | 11.3 | NY*(B) |
| 1,130 | 6/30/83: | 1 | 60.8 | 91.4 | 29.5 | 8.7 | |
| Middle East Bank | 6/30/84: | 1 | 3.7 | 15.9 | 7.1 | 1.3 | NY*(B) |
| 1,225 (o) | 6/30/83: | 1 | 3.7 | 15.2 | 4.9 | 2.3 | |
| National Bank of Abu Dhabi | 6/30/84: | 1 | 10.5 | 181.3 | 66.1 | 3.0 | DC*(B) |
| 6,123 | 6/30/83: | 1 | 15.7 | 155.4 | 22.3 | 2.5 | |
| **UNITED KINGDOM** | | | | | | | |
| Bank of Scotland, Edinburgh | 6/30/84: | 1 | 50.8 | 97.7 | 1.4 | 1.1 | NY*(B) |
| 9,153 | 6/30/83: | 1 | 33.4 | 82.1 | 0.3 | 1.1 | |
| Barclays Bank Plc., London | 6/30/84: | 17 | 2,674.4 | 8,438.9 | 3,723.0 | 9.0 | Atlanta(A); Boston(B); Charlotte Amalie, VI(2B); Charlotte, NC(F); Chi(B);Houston(E); Miami(A); New Orleans(A); NY*(3B); NY*(C); Pittsburgh(B); SF(A); SF(C); Seattle(B) |
| 94,111 | 6/30/83: | 17 | 2,866.8 | 8,493.8 | 3,339.0 | 8.9 | |
| Grindlays Bank Ltd., London | 6/30/84: | 1 | 18.6 | 95.5 | 3.8 | 1.3 | NY(B) |
| 7,345 | 6/30/83: | 1 | 41.7 | 81.4 | 2.0 | 1.0 | |
| Hill Samuel & Co., Ltd., London | 6/30/84: | 1 | 0.0 | 4.4 | 0.0 | 0.1 | NY(E) |
| 3,842 | 6/30/83: | - | ... | ... | ... | ... | |
| Libra Bank, Ltd., London | 6/30/84: | 1 | 0.0 | 224.5 | 221.3 | 8.7 | NY*(B) |
| 2,569 | 6/30/83: | - | ... | ... | ... | ... | |
| Lloyds Bank Plc., London | 6/30/84: | 9 | 1,688.0 | 6,207.3 | 4,521.8 | 11.1 | Atlanta(A); Boston(B); Chi(B); LA*(B); LA*(C); Miami(A); NY(B); Pittsburgh(B); SF(B) |
| 55,726 | 6/30/83: | 7 | 1,357.7 | 5,051.1 | 3,649.9 | 9.1 | |
| Midland Bank Plc., London (s) | 6/30/84: | 3 | 5,164.4 | 28,093.7 | 18,111.9 | 36.8 | NY(E); NY(B); SF*(C) |
| 76,289 | 6/30/83: | 3 | 5,398.1 | 25,911.1 | 18,290.5 | 33.5 | |
| National Westminster Bank, Plc., London | 6/30/84: | 5 | 3,302.8 | 11,702.2 | 8,524.6 | 13.4 | Chi(B); Miami(E)(h); NY(B); NY*(C); SF(A) |
| 87,025 | 6/30/83: | 5 | 2,766.0 | 10,064.8 | 6,953.4 | 11.5 | |
| Royal Bank of Scotland Plc., Edinburgh | 6/30/84: | 2 | 67.8 | 155.6 | 14.2 | 1.7 | NY*(B); SF(A) |
| 9,122 | 6/30/83: | 2 | 74.3 | 152.2 | 12.9 | 1.8 | |
| Saudi International Bank, London | 6/30/84: | 1 | 32.0 | 351.1 | 318.5 | 8.7 | NY(B) |
| 4,021 | 6/30/83: | 1 | 6.0 | 60.2 | 25.4 | 1.5 | |
| Scandinavian Bank Ltd., London | 6/30/84: | 1 | 56.8 | 106.7 | 76.7 | 3.1 | LA(A) |
| 3,498 | 6/30/83: | 1 | 43.5 | 91.6 | 26.8 | 2.8 | |

(See footnotes on last page of table)

# U.S. Offices of Foreign Banks: By Country and Parent

**(UNITED KINGDOM continued)**

(Dollar Figures in Millions)

| Home Country and Parent—Listed Alphabetically<br>Assets of Parent Company 12/31/83 (a) | | No. of Offices | C&I Loans | Avg. Assets | Avg. Deposits | Ratio (b) (%) | Location of Offices and Type—Listed Alphabetically (c) |
|---|---|---|---|---|---|---|---|
| Schroders Plc., London | 6/30/84: | 3 | 477.6 | 2,011.1 | 1,488.2 | ... | Miami(E)(h); NY*(C); NY*(I) |
| N.A. | 6/30/83: | 3 | 541.6 | 1,986.4 | 1,529.0 | | |
| Standard Chartered Bank Plc., London | 6/30/84: | 9 | 2,607.3 | 9,714.0 | 6,941.7 | 23.2 | Atlanta(A); Chi(B); Houston(E); LA*(C); Miami(A); NY(2B); SF(A); Seattle(B) |
| 41,930 | 6/30/83: | 9 | 2,312.1 | 8,324.4 | 5,849.9 | 21.3 | |
| United Bank of Kuwait Ltd., London | 6/30/84: | 1 | 20.6 | 109.7 | 49.1 | 4.8 | NY(B) |
| 2,298 | 6/30/83: | .. | ... | ... | ... | ... | |
| **URUGUAY** | | | | | | | |
| Banco de la Republica Oriental del Uruguay, Montevedio | 6/30/84: | 1 | 13.4 | 112.9 | 18.3 | 6.2 | NY*(B) |
| 1,816 | 6/30/83: | 1 | 14.6 | 38.6 | 10.9 | 0.8 | |
| **VENEZUELA** | | | | | | | |
| Banco Consolidado, Caracas | 6/30/84: | 3 | 7.4 | 125.6 | 104.7 | 8.6 | NY*(2B); NY(E) |
| 1,478 | 6/30/83: | 3 | 3.1 | 103.9 | 82.0 | 9.5 | |
| Banco de Venezuela, Caracas | 6/30/84: | 3 | 2.7 | 208.8 | 152.0 | 19.6 | Miami(E); NY*(A); NY*(EB) |
| 1,067 | 6/30/83: | 3 | 4.9 | 180.6 | 117.8 | 7.1 | |
| Banco Industrial de Venezuela, Caracas | 6/30/84: | 2 | 99.2 | 491.4 | 9.3 | 36.9 | Miami(A); NY(A) |
| 1,330 | 6/30/83: | 2 | 78.9 | 466.8 | 220.0 | 11.8 | |
| Banco Latino, Caracas | 6/30/84: | 1 | 11.5 | 79.8 | 59.9 | 5.6 | Miami(E) |
| 1,428 (n) | 6/30/83: | 1 | 12.7 | 32.1 | 23.2 | 2.2 | |
| Banco Mercantil y Agricola, Caracas | 6/30/84: | 1 | 2.6 | 59.8 | 52.4 | 4.8 | Miami(A) |
| 1,234 | 6/30/83: | 1 | 0.0 | 11.4 | 8.2 | 0.4 | |
| Banco Union, Caracas | 6/30/84: | 3 | 69.6 | 299.8 | 221.2 | 29.1 | Miami(E); NY*(C); NY(B) |
| 1,028 | 6/30/83: | 3 | 61.6 | 226.8 | 159.9 | 9.2 | |
| **YUGOSLAVIA** | | | | | | | |
| Jugobanka-United Bank, Belgrade | 6/30/84: | 1 | 25.9 | 252.2 | 214.4 | 4.1 | NY(A) |
| 6,184 | 6/30/83: | 1 | 22.5 | 209.3 | 193.2 | 2.4 | |
| Udrezena Beogradska Banka, Belgrade | 6/30/84: | 1 | 13.3 | 170.8 | 73.7 | 2.0 | NY*(B) |
| 8,394 | 6/30/83: | 1 | 7.9 | 67.5 | 64.5 | 2.3 | |
| **FOREIGN BANK GROUPS** | | | | | | | |
| Al UBAF Banking Group, Neuilly, France | 6/30/84: | 1 | 202.2 | 1,227.4 | 893.9 | ... | NY(C) |
| (See footnote r) | 6/30/83: | 1 | 191.0 | 1,424.2 | 1,124.5 | ... | |
| American Scandinavia Group | 6/30/84: | 1 | 298.1 | 593.7 | 435.9 | ... | NY(I) |
| | 6/30/83: | 1 | 184.3 | 293.9 | 1.6 | ... | |
| Asia International Bank | 6/30/84: | 1 | 7.1 | 15.3 | 4.3 | ... | NY(C) |
| | 6/30/83: | 1 | 2.9 | 31.0 | 19.8 | ... | |
| Audi Group | 6/30/84: | 1 | 10.0 | 132.9 | 91.6 | ... | NY(C) |
| | 6/30/83: | 1 | 0.0 | 20.7 | 1.1 | ... | |
| Century Bank | 6/30/84: | 1 | 13.0 | 93.4 | 68.0 | ... | LA(C) |
| | 6/30/83: | 1 | 14.4 | 74.9 | 70.2 | ... | |
| European-American Group | 6/30/84: | 2 | 2,554.9 | 6,562.0 | 4,804.0 | ... | LA(E)(h); NY(C) (Closed Edges in Miami and Chicago and merged |
| | 6/30/83: | 5 | 2,660.7 | 7,121.0 | 4,581.2 | ... | its New York investment co. into the bank.) |
| Nordic American Banking Corp | 6/30/84: | 1 | 373.0 | 652.0 | 603.0 | ... | NY(I) |
| | 6/30/83: | 1 | 201.7 | 283.2 | 46.7 | ... | |

Countries are listed alphabetically. Within a country, parents banks are listed alphabetically. Average assets and deposits for June are used for branches, agencies, while June 30 data are used for commercial banks, Edge banks and investment companies. Yearend 1983 (and 1982) data are used for finance companies.

**(a)**—Unless otherwise noted after the parent asset figure data, assets shown are for fiscal year ended after 9/30/83. **(b)**—Ratio represents the June assets of the bank's U.S. office(s) to the bank's total worldwide assets the previous yearend. **(c)**—Office types are: B=Branch; C=Commercial Bank; E=Edge bank; EB=Branch of Edge bank; F=Finance company; and I=Investment company. Abbreviations for locations are:Chi=Chicago; LA=Los Angeles; NY=New York City; and SF=San Francisco. **(d)**—Assets are as of Sept. 30, 1983.

**(e)**—Assets are as of June 30, 1983. **(f)**—In Sept. 1984, Bank of Montreal acquired Harris Bankcorp Inc., Chicago, which owns Harris Bank and Trust Co., Chicago, and Harris Bank International Corp., New York. These two banking offices are included in the office count but not in the midyear 1984 totals for loans, assets, and deposits. **(g)**—Atlanta agency, which operates as a representative office is not included in the office count. **(h)**—Edge data excluded from total because it is reported in the consolidated figures shown for the commercial bank subsidiary. **(i)**—Allied Irish Banks also owns 45% of First Maryland Bancorp., Baltimore. **(j)**—In January 1984 Fuji Bank completed its acquisition of Walter E. Heller & Co., Chicago, a large commercial finance company. **(k)**—Assets are as of March 31, 1983. **(l)**—Formerly known as Philippine Commercial & Industrial Bank, it changed title in June 1983. Its branch and agency are listed under its old name in those respective tables.**(m)**—In Feb. 1984, Banco de Vizcaya acquired 48% of New Mexico Banquest Investors Corp., Santa Fe., which is second tier holding company for New Mexico Banquest Corp. The latter company is a multibank holding company for: Banquest First National Bank, Santa Fe; Banquest First State Bank, Taos; and Banquest National Bank, Albuquerque. **(n)**—Assets as of December 1981. **(o)**—Assets as of December 1982. **(p)**—Banco Uriquijo, Madrid, and Banco Union, Madrid, merged to form Banco Urquijo Union in Dec. 1983. Data for June 1983 are for Banco Urquijo's New York agency. **(q)**—Bank is also known as Swiss Credit Bank. New York branch is listed as Swiss Credit Bank.**(r)**—The bank—UBAF Arab American Bank, New York— is part of the Al UBAF Banking Group, Neuilly, France. The bank has 20 shareholders. For the list of these shareholders see footnote (j) of the Commercial Bank Subsidiaries Listing. **(s)**—One of the six European banks that own European American Bank & Trust Co, New York. **(*)**—Office is in the foreign bank's "Home State". **(†)**—Data not available for this office. **(††)**—Office opened after 6/30/84 but is included in the office count. **N.A.**—Not Available

**Source of branch, agency and Edge bank data is the Federal Reserve Board's reports of assets and liabilities for these respective banking offices as of June 30, 1984. Commercial bank data for June 30, 1984, were provided by Data Resources, Inc., Lexington, Mass., from their data base derived from Federal Reserve Board call report computer tapes. Finance company and investment company data were obtained by American Banker directly from the companies.**

# Representative Offices by State

## CALIFORNIA

**Los Angeles**

Banco di Roma, Rome
Bank of British Columbia, Vancouver
Bank of Montreal
Bank of Nova Scotia, Toronto
Bank of Scotland, Edinburgh
Bank of Yokohama, Japan
Berliner Handels- und Frankfurter Bank, Frankfurt
Deutsche Bank, Frankfurt
Export-import Bank of Korea, Seoul
Kleinwort, Benson (North America Corp.) (a)
Mercantile Bank of Canada, Montreal
National Westminster Bank, Plc., London
Nederlandsche Middenstandsbank, Amsterdam
Royal Bank of Canada, Montreal
Royal Bank of Scotland, Plc., Edinburgh
Shizuoka Bank Ltd., Japan
State Bank of New South Wales, Sydney
Swiss Bank Corporation, Basle
Toronto Dominion Bank

**Newport Beach**

Bank of N.T. Butterfield & Son, Ltd., Bermuda

**Palm Springs**

Bank Julius Baer & Co., Ltd., Zurich

**San Diego**

Royal Trust Co., Montreal

**San Francisco**

Amsterdam-Rotterdam Bank, Amsterdam
Banque Paribas, Paris
Canadian Commercial Bank, Edmonton
Central Trust of China, Taipei
Credit Suisse, Zurich
Development Finance Corp. of New Zealand, Wellington
Fuji Bank, Ltd., Tokyo
Industrial Bank of Japan, Ltd., Tokyo
Interallianz Bank, Zurich
Kyowa Bank, Ltd., Tokyo
Samuel Monteagu & Co., Ltd., London
Pierson, Heldring & Pierson, Amsterdam
Societe Generale, Paris
Union Bank of Switzerland, Zurich

## COLORADO

**Denver**

Bank of Montreal
Canadian Commercial Bank, Edmonton
Canadian Imperial Bank of Commerce, Vancouver
Mercantile Bank of Canada, Montreal
Norske Creditbank, Norway
Royal Bank of Canada, Montreal

## DISTRICT OF COLUMBIA

Banca Commerciale Italiana, Milan
Banco do Brasil, Brasilia
Banco Nacional do Desenvolvimento Economico, Rio de Janeiro
Bank of Credit & Commerce International, Luxembourg
Bank of Tokyo, Ltd.
Banque Paribas, Paris
Export-Import Bank of Japan, Tokyo
Hongkong and Shanghai Banking Corp., Hong Kong
Industrial Bank of Japan, Ltd., Tokyo
Japan Development Bank, Tokyo
Nacional Financiera, Mexico City
State Bank of India, Bombay

## FLORIDA

**Coral Gables**

Banca March, Palma de Mallorca, Spain

**Miami**

Banco Atlantico, Barcelona
Banco Popular Dominicano, Santo Domingo
Banque Intercommerciale de Gestion, Lausanne, Switz
Credit Suisse, Zurich
Dow Banking Corp., Zurich
Dresdner Bank, Frankfurt
Filanbanco, Guayaquil, Equador

Continued on Next Page

# Representative Offices by State

Continued from Previous Page

**Tampa**

Lloyds Bank International, Plc., London

## GEORGIA

**Atlanta**

Banco do Brasil, Barsilia
Bank of Tokyo, Ltd.
Credit Lyonnais, Paris (b)
Credit Suisse, Zurich
Fuji Bank, Ltd., Tokyo
Industrial Bank of Japan, Ltd., Tokyo
Kredietbank, Brussels

## ILLINOIS

**Chicago**

Banco di Sicilia, Palermo
Banco do Brasil, Brasilia
Bank of Ireland, Dublin
Bank of Nova Scotia, Toronto
Bank of Scotland, Edinburgh
Bank of Tokyo, Ltd.
Christiana Bank og Kreditkasse, Oslo, Norway
Credit Commercial de France, Paris
Credit Suisse, Zurich
Credito Italiano, Milan
Daiwa Bank, Ltd., Osaka, Japan
Danske Bank, Copenhagen
Deutsche Bank, Frankfurt
Hokkaido Takushoku Bank, Ltd., Sapporo
Industrial Bank of Japan, Ltd., Tokyo
Jugobanka, Belgrade
Kleinwort, Benson (North America Corp.) (a)
Kyowa Bank, Ltd., Tokyo
Metropolitan Bank & Trust Co., Manila
Mitsui Bank, Ltd., Tokyo
Nederlandsche Middenstandsbank, Amsterdam
Phillippine National Bank, Manila
Post-och Kreditbanken, Stockholm
Royal Bank of Canada, Montreal
Royal Bank of Scotland, Plc., Edinburgh
Saitama Bank, Ltd., Tokyo
Taiyo Kobe Bank, Ltd., Tokyo

## INDIANA

**Gary**

Stopanska Banka Skopje, Yugoslavia

## LOUISIANA

**New Orleans**

Banque de l'Union Europeenne, Paris

## MASSACHUSETTS

**Fall River**

Banco Comercial Dos Acores, Ponta Delgada, Portugal

## MICHIGAN

**Detroit**

Stopanska Banka Skopje, Yugoslavia

## MINNESOTA

**Minneapolis**

Barclays Bank International, Plc., London
Lloyds Bank International, Plc., London

## MISSOURI

**St. Louis**

Kredietbank, Brussels
Lloyds Bank International, Plc., London

## NEW YORK

**New York**

Akbank, Ankara
Al Saudi Banque, Paris
Algemene Bank Nederland, Amsterdam
Andelsbanken, Copenhagen
Bahrain Middle East Bank, Manama
Banca Nazionale dell'Agricoltura, Rome
Banca Popolare di Novara, Italy
Banco Bolivano Americano, La Paz, Bolivia
Banco Comercial del Norte, Buenos Aires
Banco de Credito e Hipotecario, Guayaquil, Ecuador
Banco de Galicia y Buenos Aires
Banco de Italia y Rio de la Plata, Buenos Aires
Banco de Quilmes, Argentina
Banco de Santiago, Chile
Banco di Santo Spirito, Rome, Italy
Banco do Estado de Minas Gerais, Brazil
Banco Espanol del Rio de la Plata, Buenos Aires
Banco Exterior de Espana, Madrid
Banco Hipotecario Dominicano, Santo Domingo
Banco Hipotecario Miramar, Dominican Republic
Banco Mercantil y Agricola, Caracas
Banco Nacional de Descuentos, Caracas
Banco Nacional de Obras y Servicios Publicos, Mexico City
Banco Pan de Azucar, Montevideo, Uruguay
Banco Rio de la Plata (Panama), Panama City
Banco Sud Americano, Santiago, Chile
Bank Handlowy W. Warszawie, Poland
Bank Indonesia, Jakarta
Bank of Japan, Tokyo
Bank of Korea, Seoul
Bank of N.T. Butterfield and Son, Bermuda
Bank of Pusan, Korea
Banque Arabe et Internationale d'Investissement, Paris
Banque de la Societe Financiere Europeenne, Paris
Banque Internationale a Luxembourg
Banque International pour l'Afrique Occidentale, Paris
Banque Paribas (Suisse), Geneva
Barclays National Bank Ltd., Johannesburg, So. Africa
Baring Brothers & Co., Ltd., London
Bergen Bank, Norway
Bremar Holdings Ltd., England
British Bank of the Middle East, London
Caisse Centrale des Banques Populaires, Paris
Cassa di Risparmio delle Provincie Lombarde, Milan
Cassa di Risparmio di Firenze, Florence
Cassa di Risparmio di Genova e Imperia, Genoa
Cassa di Risparmio di Torino, Turin
Cassa di Risparmio di Verona Vicenza e Bulluno, Verona
Central Bank of Turkey, Ankara
Central Trust of China, Taipei
Charterhouse Group International, Inc., London
Clydesdale Bank Plc., Glasgow, Scotland, U.K.
Compagnie de Banque et d'Investissements, Lausanne
Compagnie Financiere de la Mediterranee, Paris
Country Bank, Ltd., London
Daegu Bank, Ltd. Korea
Euro Canadian Bank, Cayman Islands
Export-Import Bank of Korea, Seoul
Filanbanco, Guayaquil, Ecuador
First International Bank of Israel, Ltd., Tel-Aviv
Genossenschaftliche Zentralbank, Vienna
Hachijuni Bank, Ltd., Nagano, Japan
Hambro America (c)
Hill Samuel & Co, Inc., London
Hokkaido Bank Ltd., Sapporo, Japan
Hongkong & Shanghai Banking Corp., Hong Kong
Hyakujushi Bank Ltd., Takamatsu, Japan
Investiciona Banka Titograd-Udruzena Banka, Yugo.
Japan Development Bank, Tokyo
Juroku Bank, Ltd., Gifu, Japan
Kleinwort, Benson (North America Corp.) (a)
Korea Development Bank, Seoul
Kredietbank S.A. Luxembourgeoise
Kredietbank (Suisse), Geneva
Libra Bank, Ltd., London
Ljubljanska Banka, Yugoslavia
Meridien International Bank, Bahamas
Merrill Lynch International Bank, Inc., Panama
Merrill Lynch International Bank, Ltd., London
Morgan Grenfell Ltd., London
Nacional Financiera, Mexico City
National Bank of Hungary, Budapest
National Bank of New Zealand, Wellington
National Bank of Nigeria , Lagos
National Mortgage Bank of Greece, Athens
National Westminster Bank, Plc., London
Nederlandse Credietbank, Amsterdam
North American Bank, Ltd., Tel-Aviv
Nuovo Banco Ambrosiano, Milan
Oesterreichische Landerbank, Vienna
Pierson, Heldring & Pierson, Netherlands
Privredna Banka Sarajevo, Yugoslavia
Rea Brothers, Ltd., London
Reserve Bank of Australia, Sydney
Romanian Bank for Foreign Trade, Bucharest
Samuel Montagu & Co., Ltd., London
Saudi European Bank, Paris
Scandinavian Bank, Ltd., London
Small and Medium Industry Bank, Seoul
Societe Industrielle de Banque, Paris
Sparebanken Oslo Akershus, Oslo, Norway
Stopanska Banka, Skopje, Yugoslavia
Toronto Dominion Bank
Trans-Arabian Investment Bank, Ltd., Bahrain
Ufficio Italiano dei Cambi, Italy
Ulster Investment Bank, Ltd., Ireland
Union Bank of Norway, Oslo
Vereins-und Westbank, Hamburg
Vojvodjanska Banka-Udruzena Banka, Yugoslavia
Volkskas Ltd., Pretoria, South Africa
Wardley Ltd., Hong Kong
Williams & Glyn's Bank Ltd., London
Yapi ve Kredi Bankasi, Ankara

## NORTH CAROLINA

**Charlotte**

Barclays Bank International, Plc., London

**Winston-Salem**

Lloyds Bank Inernational Bank, Plc., London

## OHIO

**Cleveland**

Bank of Nova Scotia, Toronto
Bayerische Vereinsbank, Munich
Lloyds Bank International, Plc., London

## PENNSYLVANIA

**Philadelphia**

Charterhouse Japhet North America, London

**Pittsburgh**

Royal Bank of Canada, Montreal
Toronto Dominion Bank

## TEXAS

**Dallas**

Banco do Brasil, Brasilia
Banque Paribas, Paris
Barclays Bank International, Plc., London
Canadian Imperial Bank of Commerce, Toronto
Mercantile Bank of Canada, Montreal
National Australia Bank, Ltd., Melbourne
National Westminster Bank Plc., London
Royal Bank of Canada, Montreal
Societe Generale, Paris

**Houston**

Algemene Bank Nederland, Amsterdam
Arab Banking Corp., Manama, Bahrain
Australia and New Zealand Banking Corp., Melbourne
Banca Nazionale del Lavoro, Rome
Banco di Roma, Rome
Banco do Brasil, Brasilia
Banco do Estado de Sao Paulo
Bank of Credit Commerce International, Luxembourg
Bank of Montreal
Bank of Nova Scotia, Toronto
Bank of Scotland, Edinburgh
Bank of Seoul and Trust Co.
Bank of Tokyo, Ltd.
Banque Francaise du Commerce Exterieur, Paris
Banque Indosuez, Paris
Banque Nationale de Paris
Banque Paribas, Paris
Barclays Bank International, Plc., London
Bergen Bank, Norway
Canadian Imperial Bank of Commerce, Toronto
Charterhouse Japhet, Ltd., London
Cho-Heung Bank, Ltd., Seoul
Christiania Bank og Kreditkasse, Olso, Norway
Clydesdale Bank, Ltd., Glasgow, Scotland
Credit Lyonnais, Paris
Credito Italiano, Milan
Credit Suisse, Zurich
Dai-Ichi Kangyo Bank, Ltd., Tokyo
Daiwa Bank, Ltd., Osaka
Danske Bank, Copenhagen
Dresdner Bank, Frankfurt
Fuji Bank, Ltd., Tokyo
Hill Samuel & Co., Ltd., London
Hokkaido Takushoku Bank, Ltd., Sapporo, Japan
Hongkong & Shanghai Banking Group
Industrial Bank of Japan, Tokyo
International Commercial Bank of China, Taipei
James Finlay Int'l Inc. (d)
Korea Exchange Bank, Seoul
Lloyds Bank International, Plc., London
Mitsubishi Bank, Ltd., Tokyo
Mitsui Bank, Ltd., Tokyo
National Westminster Bank, Plc., London
Norske Creditbank, Oslo
Philippine Commercial and Industrial Bank, Makati
Philippine National Bank, Manila
Post-och Kreditbanken, Stockholm
Royal Bank of Canada, Montreal
Royal Bank of Scotland, Plc., Edinburgh
Sanwa Bank, Ltd., Osaka
Societe Generale, Paris
Sumitomo Bank, Ltd., Osaka
Swiss Bank Corporation, Zurich
Taiyo Kobe Bank, Ltd., Kobe, Japan
Tokai Bank Ltd., Nagoya, Japan
Toronto Dominion Bank
Union Bank of Switzerland, Zurich
Westpac Banking Corp., Sydney

## WASHINGTON

**Seattle**

Fuji Bank, Ltd., Tokyo
Lloyds Bank International, Plc., London

**(a)—Representaive office for Kleinwort, Benson, Ltd., London.**
**(b)—Licensed as an agency but operating as a rep. office.**
**(c)—Representative office for Hambros Bank, Ltd., London**
**(d)—Representative office for James Finlay Plc., Glasgow, Scotland.**

# Foreign Banks' Deposit Growth Outstrips Their Loan Gain in US

**Continued from Page 1**

reported in 1983. The increase in 1983 from 1982 was 84 or 10.6%. Foreign offices included agencies, branches, commercial bank subsidiaries, Edge Act banks, representative offices, investment companies, and finance companies.

European banks accounted for 60 new foreign offices in the United States, with 32 of these representative offices. Asian/Pacific banks had 23 new offices, and Middle Eastern banks started up 11 offices.

Banks in the United Kingdom opened up the largest number of offices here during 1984, with 14. Nine of these were representative offices. Included in the U.K. totals are five banks that did not have U.S. offices in 1983.

French banks came next, opening 12 offices. Half of those were representative offices. One of the French banks did not have an office in the United States in 1983. Japanese banks were third, starting up 11 new offices, six of which were representative offices. Two of these banks were breaking new ground in the U.S.

### Lloyds Takes Top Place

Lloyds Bank PLC, London, opened six offices in 1984, the most of any single bank. The English bank opened branches in Los Angeles and San Francisco and four representative offices located in Minneapolis, St. Louis, Winston-Salem, N.C., and Seattle.

Assets at Lloyd's Bank increased only 0.5% to $56.7 billion. However, average assets for these United States offices jumped 22.9% to $6.2 billion, accounting for 11.1% of the bank's worldwide assets, compared to 9.1% in 1983.The bank's business lending also increased sharply, rising 24.3% to $1.7 billion.

The Bank of Credit & Commerce International, Luxembourg, opened five offices last year, including agencies in Boca Raton, Miami, and Tampa, all in Florida, a branch in New York, and representative offices in Washington, D.C., and Houston. The bank closed an agency in Los Angeles.

Assets swelled at the Bank of Credit & Commerce to $4.4 billion — an increase of 31.0%. Average assets for the bank's U.S. offices rose almost threefold to $362.0 million, up 259.7%, making up 8.3% of its worldwide assets. Commercial and industrial lending soared 97.3% to $73.6 million.

New York again led all cities in the total number of offices and in net increase in offices. There were 383 offices of foreign banks in New York in 1984, compared to 369 in 1983, an increase of 14. In 1983 the increase over 1982 had been 30 offices. Foreign offices located in New York accounted for 42.3% of all foreign offices in the U.S.

The breakdown by type of office in New York in 1984 was: 32 agencies, down nine; 191 branches, a rise of 26; 26 commercial bank subsidiaries, an increase of three; Edge Act banks 10, double the previous year's number; representative offices 113, off 14; and other offices 11, up from eight in 1983.

Los Angeles, with 108 foreign offices, or 11.9% of the total, ranked second among U.S. cities. It had an increase of one from 1983.

Chicago was third, with 76 foreign offices, or 8.4% of the total, and it had an increase of two. Houston replaced San Francisco as fourth on the list, with 69 offices, or 7.6% of the total, and an increase of six. San Francisco dropped to fifth with 67 offices of foreign banks, a decline of two. San Francisco accounted for 7.4% of the total number.

Houston followed New York in the net-gain-in-offices category, with the addition of six representative offices. Washington D.C. was next, with a gain of one Edge Act bank and three representative offices. In 1983, the two cities had two and three foreign office openings, respectively.

An Edge bank can make loans, accept deposits, and provide a wide range of banking services, but all of these must be directly related to foreign or international transactions. Foreign banks were permitted to open Edge offices for the first time in 1978.

Among those banks closing U.S. offices, European American Bancorp., New York, closed the most offices.

European American, which is owned by six European banks, has been "refocusing its efforts in the regional marketplace," according to a statement, and during 1984, merged its investment company, European American Banking Corp. into European American Bank & Trust Co., the lead bank. EAB also moved its Edge Act bank headquarters to Los Angeles from Miami, and is selling the Los Angeles Edge to a subsidiary of American Express International Banking Corp. And at the end of 1983, European American closed its Chicago Edge office.

European American Bancorp's assets dropped $1.2 billion to $7.5 billion at yearend 1984 as a result of this change in strategy.

Three Canadian banks also closed offices in the U.S.: Canadian Imperial Bank of Commerce, Toronto closed a branch in Portland, Ore.; the Royal Bank of Canada, Montreal, shut down a branch in Guanica, Puerto Rico; and Toronto Dominion Bank of California merged into American Asian Bank, both of San Francisco, on June 1. The former is a subsidiary of Toronto Dominion Bank.

However, though the Canadian banks accounted for the largest reduction in offices of any single country, six other Canadian banks increased the total number of offices by seven.

Making up the 906 foreign offices in the United States were: 178 agencies, 10 fewer than a year ago; 310 branches, up 41 from 1983; commercial bank subsidiaries increased by seven to 68; Edge Act banks rose by six to 41; there were 295 representative offices, down six from 301 in 1983; and three more offices in other categories (investment and finance company subsidiaries) raising the number to 14.

The number of cities with foreign offices increased to 45 last year from 40 in 1983.

For the 10 cities with the most foreign offices, there was a total increase of 25, with agencies down 13; branches up 37; commercial banks up five; Edge Act Banks up five; representative offices down 12; and all other offices up three.

In 1983, the top 10 cities showed a net increase of 64 foreign offices: agencies were off nine; branches up 51; commercial banks up 4; Edge Acts up 13; and representative offices up four.

Also, in 1983, the top 10 cities by number of foreign offices accounted for 91.1% of the total offices. Last year, the 10 cities made up 89.7%. ■

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## First Florida Banks Names New President, Chairman

TAMPA, Fla. — John C. Wulbern has been elected president and A. Bronson Thayer has been named chairman of First Florida Banks Inc., a bank holding company based here.

Mr. Wulbern, executive vice president of First Florida since 1978, succeeds A.L. Ekman, who will retire at the end of this month after 20 years with First Florida.

Mr. Ekman will continue as a member of the board of the parent company and its lead bank, First National Bank of Florida. His career in banking followed 25 years in the automobile business.

Mr. Thayer will succeed Mr. Ekman as chairman of the lead bank.

Charles P. Lykes and Mr. Wulbern have been elected vice chairmen of the bank.

Daniel L. Murphy, president of First National since 1976, has been elected to the additional post of executive vice president of the holding company. ■

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## Vermont Federal Bank Promotes Three Officers

BURLINGTON, Vt. — Stevenson H. Waltien Jr., senior vice president of Vermont Federal Bank FSB, has been promoted to executive vice president-administration.

Two other senior officers also were promoted: James W. Leavitt from senior vice president-controller to senior vice president-treasurer, and R. Stewart Wooster from vice president to senior vice president-business development. ■

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## Mammoth Bancorp Inc.

The Federal Reserve Board announced its approval of the application of Mammoth Bancorp Inc., Brownsville, Ky., to become a bank holding company by acquiring Brownsville Deposit Bank. ■

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## Summary of Survey Findings

The *American Banker* surveyed all of the 251 banks from 54 countries that have the 592 foreign banking offices in the United States. Listed below are some of the survey's more important findings:

- Hongkong & Shanghai Banking Corp., Hong Kong, again is the largest foreign bank in the U.S. with $7.1 billion in business loans, $18 billion in deposits, and $23.9 billion in assets in its eight branches and agencies, its Edge Act bank, and its commercial bank subsidiary, Marine Midland Bank NA, Buffalo, N.Y. Marine Midland is the largest foreign bank-owned commercial bank in the U.S. with $6.8 billion in business loans.
- Fuji Bank Ltd., Tokyo, moved up to second place with $5.7 billion in business loans, up 19% from a year earlier when it ranked seventh in the U.S. with $2.6 billion in commercial and industrial loans. The gain was attributable to its acquisition on Jan. 26, 1984, of Walter E. Heller & Co., Chicago, from Amerifin Corp. Walter E. Heller & Co. is a commercial finance company with approximately $2.8 billion in commercial receivables, which were included in the Fuji business loan total.
- Bank of Tokyo Ltd. and Midland Bank PLC, London, each moved down one notch in rank to third and fourth places, respectively. Bank of Tokyo had $5.2 billion in commercial and industrial loans, and Midland had $5.16 billion.
- Mistubishi Bank Ltd., Tokyo, had a 53% increase in business lending in the U.S. to move up to fifth place with $3.7 billion in commercial and industrial loans, compared with $2.4 billion in 1983, when it ranked ninth. The bank acquired Ban-Cal Tri State, San Francisco, in May 1984, to account for the bulk of the gain.
- The largest U.S. commercial banking firm acquired by a foreign bank last year was Harris Bankcorp Inc., Chicago, which was acquired by Bank of Montreal on Sept. 4, 1984. Harris, which reported assets of $8.8 billion at yearend 1984, owned Harris Trust & Savings Bank. Had the merger taken place prior to midyear 1984, Bank of Montreal would have ranked sixth among foreign banks in the U.S. with $3.3 billion in business loans, and Harris Trust & Savings would have ranked as the seventh largest foreign bank-owned commercial bank. Bank of Montreal ranked 18th among foreign banks in the U.S. with $1.8 billion in commercial and industrial loans booked through its U.S. offices as of June 30, 1984.
- The New York branch of Mitsubishi Bank Ltd., Tokyo, is the largest foreign branch in the U.S. with $2.2 billion in loans. Mitsubishi supplanted the New York branch of Dai-Ichi Kangyo Bank, which dropped to third place with $1.53 billion in commercial and industrial loans. Fuji Bank's New York branch was second with $1.55 billion in business loans at midyear.
- The largest agency office is located in Los Angeles and belongs to Industrial Bank of Japan Ltd., Tokyo. This office had $926 million in business loans, up 36% from a year earlier when it ranked second with $682 million. Bank of Montreal's San Francisco agency, which ranked number one in 1983 with $969 million in loans, fell to third place last year when loans booked through that office fell 31% to $672 million. The New York agency of Bancomer, Mexico City, was the second largest agency office at midyear 1984 with $895 million in business loans.
- Among the foreign bank-owned commercial banks, Crocker National Bank, San Francisco, again ranked second to Marine Midland Bank. Crocker, a subsidiary of Midland Bank, London, had $5.1 billion in commercial and industrial loans. The only newcomer among the top 10 was Bank of California Bank NA, San Francisco. It ranked ninth with $730 million in loans. The bank was a subsidiary of Ban-Cal Tri State, which was acquired by Mitsubishi Bank last May.
- The largest Edge Act bank owned by a foreign bank belongs to Banco Cafetero, Bogota, Colombia. Its Edge bank, Banco Cafetero International Corp., Miami, had almost $20 million in commercial and industrial loans on June 30, 1984, up 60% from $12 million a year earlier when it ranked third.
- New York remains the leading city for foreign bank offices with 383 last year, or 42.3% of the 906 foreign offices in the U.S.
- Japanese banks increased their share of the foreign bank lending market in the U.S. and again ranked number one among the countries with banking offices in the U.S. At midyear 1984, 24 Japanese banks had 79 U.S. offices with $36.5 billion in commercial and industrial loans, or 37.6% of the $97.1 billion in business loans booked by all foreign banks. In 1983, Japanese banks had 34% of the U.S. foreign bank lending market. Japanese banks' U.S.-booked business loans rose 24.6% last year and accounted for 7.4% of the entire U.S. business lending market.
- Banks from the United Kingdom represent the second largest group of banks from a single country. Last year, the number of British banks and U.S. offices increased to 14 banks with 55 U.S. offices, compared with 11 banks with 50 offices in 1983. Commercial and industrial loans, however, only rose 5.2% to $16.2 billion, and their share of the foreign lending market in the U.S. fell to 16.7% in 1984 from $17.9% in 1983.
- Approximately 45% of all business loans booked by foreign banks in the U.S. in 1984 were booked through their 298 branch offices. One-third of the loans were booked through their 66 commercial bank subsidiaries, and about 16% were booked through their 175 agency offices. ■

# European Banks Open Most US Offices As Growth of Foreign Outposts Slows

**Continued from Page 1**

have eliminated the price differentials that existed between them and foreign banks in the U.S. marketplace.

In addition, the recent problems of U.S. banks in the foreign lending area have resulted in a reemphasis on the domestic market. As one foreign banker stated recently: "The golden age of foreign banking in the U.S. has ended."

Banking offices include branches, agencies, commercial banks, and New York investment companies. Also included in the category are Edge Act banks — specially chartered institutions that conduct the financing of international trade.

### Why Deposits Grew

The sizable deposit growth of these banks is attributable to three factors:

- Some foreign banks, such as those based in Canada, are funneling deposits booked in their U.S. offices to their parent banks.

Canadian banks found it marginally cheaper to raise dollars here than in the Eurodollar market.

Deposits in the 49 U.S. banking offices of Canadian banks totaled $15.4 billion at midyear 1984, up 21% from $12.7 billion a year earlier, and up 73% from midyear 1982, when deposits totaled $8.9 billion.

Canadian banks accounted for 6.7% of all foreign bank deposits in the U.S. at midyear 1984, compared with 6% in 1983 and 1982.

- Japanese banks — which account for 38.3% of all foreign deposits in the U.S. — are following a request by their government to bolster foreign currency deposits as a cushion against lending in the same foreign currency.

Deposits in the 79 banking offices of the 24 Japanese banks in the U.S. jumped 52.4% last year, to $87.3 billion, and deposits were up 98% since June 1982, when they totaled $44.1 billion.

In 1982, Japanese banks accounted for 29.7% of all foreign bank deposits here.

- Some banks have shifted their booking of deposits to the International Banking Facilities (IBFs) of their U.S. offices.

Federal Reserve Board data indicate that a portion of the deposit surge may be attributable to these shifts.

The data show that from September 1983 to May 1984, "liabilities due to banks in foreign countries" jumped 32%, to $58.3 billion from $44 billion.

According to the the *Federal Reseve Board Bulletin* of October 1982, the Fed "permitted banking offices in the U.S. to establish IBFs in December 1981. The purpose was to allow these banking offices to conduct a deposit and loan business with foreign residents, including foreign banks, without being subject to reserve requirements or interest rate ceilings. IBFs are also exempt from the insurance coverage and assessments imposed by the Federal Deposit Insurance Corp. In addition, nine states have encouraged banking institutions to establish IBFs by granting favorable tax treatment under state or local law for IBF operations."

### The Road to Caution

Over the last two years, many foreign banks have experienced a difficult time in the U.S. corporate lending market. Many loans were either unprofitable or bad.

As a result, foreign institutions here became more cautious, and business lending was curtailed. One foreign banker said some of his colleagues "have been burnt in C&I lending. They found most U.S. corporations were willing to work with them only when they priced below the market."

As a group, the nine Canadian banks here have experienced the greatest difficulty in the U.S. corporate lending market over the last two years. Some of these institutions sustained sizable losses in energy-related loans, while some had losses in real estate lending.

During the two years ending last June 30, C&I loans booked by the U.S. offices of the Canadian banks fell by $1 billion, from $9.3 billion to $8.3 billion.

The Canadian banks' share of the foreign bank lending market in the U.S. also fell, to 8.6% last year from 11.1% in 1982.

Meanwhile, many foreign institutions in the U.S. have turned to interbank lending as an alternative to C&I lending.

One foreign banker said the practice, which is short-term, unsecured lending between institutions, "is relatively more attractive than C&I lending, especially with the deterioration of margins [in business lending]."

Stated another: "After the bad experience with C&I lending, foreign banks would rather lend in the relatively safer interbank market and to U.S. utilities and municipalities."

According to Federal Reserve Board data for branches and agencies, lending to U.S. banks by branches and agencies rose 28%, to $28.4 billion from $22.2 billion, from June 30, 1982, to March 31 of last year. In addition, loans to foreign banks by these offices were up 16.5%, to $21.2 billion from $18.2 billion, over the same period.

During that time, C&I loans rose only 7.2%, to $59.2 billion from $55.2 billion.

Compared to last year's survey, business lending at all U.S. banking offices of foreign banks rose 9.4%, to $92.9 billion. Business loans for all U.S. banks were up 14.8% for that period.

However, deposits at all U.S. offices of foreign banks were up 27.6%, to $228.2 billion, over the same period, while deposits grew an estimated 11.2% for all U.S. banks. ■

# Definitions and Data Sources Used In Statistical Listings of Foreign Banks

The *American Banker's* study of foreign banking in the United States provides data on business loans (commercial and industrial loans), deposits, and assets of the U.S. banking offices of foreign banks as of June 30, 1984.

The data are presented in 14 tables and four pie charts. Sources of the data are given here as well as in the footnotes of the tables. Definitions of the various terms used in the study appear below.

Full-scale banking offices of foreign banks include commercial bank subsidiaries, branches, agencies, Edge Act banks, New York State investment companies, and finance company subsidiaries.

**Agency:** According to the International Banking Act of 1978, an agency is "any office or any place of business of a foreign bank located in any state of the United States or District of Columbia at which credit balances are maintained, checks are paid, or money is lent, but deposits may not be accepted from a citizen or resident of the United States."

**Branch:** A branch is defined as "any office or any place of business of a foreign bank located in any state of the United States or the District of Columbia that may accept domestic deposits that are incidental to, or for the purpose of, carrying out transactions in foreign countries."

In New York State, a large number of agencies of foreign banks have been granted powers by the state to issue large-denomination deposits to both domestic and foreign residents. For that reason, the *American Banker* follows the Federal Reserve Board's policy of classifying these agencies as branches. These agencies appear in the branch listing and are identified by footnote "m" after their name.

The source of the branch and agency data is the Federal Reserve Board's Report of Assets and Liabilities of U.S. Branches and Agencies of Foreign Banks, a quarterly report that these institutions are required to submit to the Fed.

According to the Fed's instructions, each branch and agency is required to file a separate report, unless there is more than one such office in the city. If a foreign bank has more than one branch or agency office in a city, one consolidated report may be filed.

**Edge Banks:** An Edge Act banking corporation is a nationally chartered organization set up to engage in international banking and investment, under the rules established in the 1919 Edge Act. The International Banking Act of 1978 permitted foreign banks to establish Edge banking offices.

An Edge bank can make loans, accept deposits, and provide a wide range of banking services, but all of these must be directly related to foreign or international transactions.

The source of the Edge bank data is the Federal Reserve Board's Report of Condition for Edge Act and Agreement Corporations. These are unconsolidated data for the Edge and for each domestic branch of the Edge. To obtain total C&I loans, deposits, and assets for each Edge, the head office and branch reports were combined.

**Investment Firms:** An investment company, under New York State banking law, is similar to a state-chartered commercial bank. However there are three major differences: 1) An investment company is not subject to the 10% lending limitation, while a commercial bank cannot lend to any one person an amount greater than 10% of its capital stock, surplus, and undivided profits. 2) An investment company has no restriction on investing in stocks of corporations, while banks cannot acquire the stock of any corporation. 3) An investment company cannot accept deposits, but can only maintain credit balances incidental to the conduct of its lawful business.

Only investment companies that are more than 50% owned by foreign banks are included in the listings.

The source of the 1984 investment company data was an *American Banker* questionnaire. The source of the 1983 investment company data was the Federal Reserve Board.

The 1984 data for commercial banks were provided by Data Resources Inc., Lexington, Mass., from their data base of commercial banks, which is based on the Federal Reserve's computer tape of the Consolidated Report of Condition for a Bank and Its Domestic and Foreign Subsidiaries, or "call report," for June 30, 1984. The 1983 data were provided by Carner and Associates, Springfield, Mo.

→ **Definitions: Page 60**

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# One-Man Bank Branch Opens in Antarctica

SANTIAGO, Chile (UPI) — A Chilean bank announced this week that it has opened the first bank branch in Antarctica to serve what it called a growing resident population and burgeoning tourism.

The one-man office was opened last week by the Banco de Credito e Inversiones at "Villa las Estrellas," Chile's Antarctic village on the South Shetland islands, a manager said.

Six families live at the settlement set up last year next to the Chilean Air Force's Teniente Marsh base at the tip of the Antarctic peninsula.

"There's quite a bit of tourism in the area and eventually there will be 25 families living there," said Valery Norris, the bank's marketing manager.

Ms. Norris said the office will initially offer savings accounts for base personnel and settlement residents, as well as currency exchange for tourists.

"By the end of the year, we hope to have an on-line current account service there," she said.

The branch will also take charge of the payroll when a large team of construction workers arrives next September to lengthen the airstrip at the air force base, she said. ■

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VOL. CL NO. 41 Thursday, February 28, 1985 150th Year

## THRIFT REVIEW

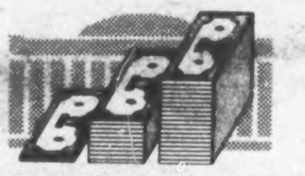
### Leaders Talk Shop

Ron Shenkman of the Los Angeles-based Westwood Savings & Loan Association is one of nine leaders in the thrift industry featured in today's annual Thrift Review. He and his peers talk about their strategies, careers, and worries about the changing financial services business. Also featured is the *American Banker* ranking of the top 300 thrifts in the United States. The section begins on page ............... 13

RON SHENKMAN

## TODAY

**THRIFT CONSOLIDATION:** The thrift industry continued to consolidate in 1984, allowing the top 300 institutions to increase deposit share as the number of S&Ls and savings banks dropped **1**



• Thrifts

**DOWNWARD SPIRAL:** New York City's weaker savings banks continued to lose money in 1984, with four institutions losing a total of $177 million ................................ **1**

**ESOP SHOWS UP:** Now that thrifts are converting to stock associations, Employee Stock Ownership Plans, or ESOPs, are no longer Greek fables to the industry ..................... **3**

**S&Ls STRETCH:** Thrifts in Texas and California have embarked on campaigns which illustrate the industry's drive to knock down geographical barriers to deposits ............... **3**

**GUILTY:** A jury has held three former officers of an insolvent Maryland thrift liable for $10.4 million after finding them guilty of five counts of mismanagement and fraud ........................................... **3**

**WILL EMPIRE STRIKE BACK?** Empire of America Federal Savings Bank reported a $76.9 million net loss for 1984 but promised an upturn ......................................... **45**

**LOSING PROPOSITION:** Financial institutions across the country stand to lose millions because of their deals with some of the same firms that tripped up the Bank of America ... **1**

**REQUIRED READING:** The President's Commission on Organized Crime has made suggestions on how financial institutions and the federal government can combat money laundering ................................. **4**

# Lenders Face Huge Losses

By **MIKE CARROLL**

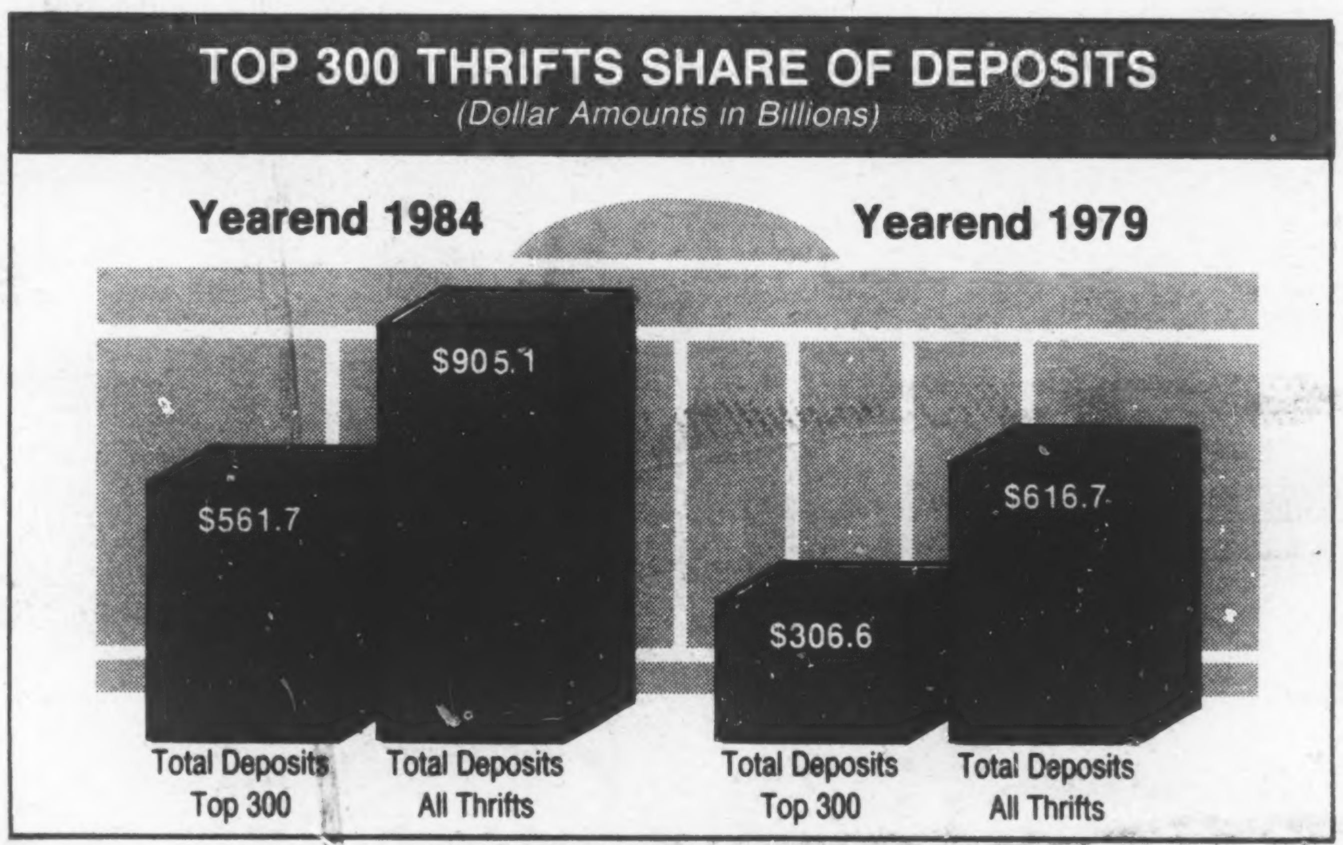
LOS ANGELES — Dozens of financial institutions across the country stand to lose millions of dollars because of their connections to some of the same group of firms whose activities in the mortgage loan area tripped up Bank of America.

These banks and thrift institutions are now at risk because of their involvement with a host of bankrupt companies, apparently inflated property loans, and failed insurance guarantees.

Many of these transactions are now under investigation by federal and local authorities. As more information comes to light, observers fear that what now appears to be one of the nation's largest banking frauds on record may soon grow even larger in scope.

"There are a number of other in-

➙ **Fraud: Page 6**



# New York Savings Banks' Woes Mount

By **DAVID LaGESSE**

NEW YORK — Buffeted by a mid-year rate war for deposits, New York City's weaker savings banks suffered accelerated losses in 1984, with four institutions losing a total of $177 million for the year.

Except for IOUs provided by regulators, the four institutions — The Bowery, Emigrant, Lincoln, and Williamsburgh savings banks — have been in the red since at least 1983, when they lost some $162 million.

Thus, these four savings banks technically owe more than they own, a condition once unallowable for American financial institutions.

The continued losses of the four underwater thrifts solidifies their need to find new capital. And that situation extends to many thrifts in less dire straits.

The bulk of the savings bank industry remains healthy and showed evidence of turning around from earlier losses,

➙ **Savings Banks: Page 49**

# Thrift Industry Shrinks as Top 300 Gain Larger Share

By **L. MICHAEL CACACE**

NEW YORK — The thrift industry — savings banks and savings and loans — continued to shrink last year. As a result, the top 300 institutions again increased their share of the thrift deposit market.

However, lower interest rates over the last half of 1984 helped slow the pace of industry consolidation last year, compared with the pace in 1983.

Top 300 Thrifts Ranking, Page 35

These are some of the findings of the *American Banker's* annual survey of the top 300 thrift institutions published today. Credit unions, although generally considered part of the thrift industry, are surveyed separately by the *American Banker* once a year.

By yearend 1984, the number of thrifts totaled 3,779 — with 3,394 of that total S&Ls and 385 savings banks. This is down 3.1% from 3,901 thrifts — 3,502 S&Ls and 399 savings banks — a year earlier. In 1983, the number of thrifts declined by 8.7%. And the largest decline occurred in 1982, when

➙ **Thrifts: Page 45**

"There is nothing sinister in so arranging one's affairs to keep taxes as low as possible. Everybody does so, rich and poor; and all do right, for nobody owes any public duty to pay more than the law demands: taxes are enforced exactions, not voluntary contributions. To demand more in the name of morals is mere cant."

Judge Learned Hand

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# American Banker
## ranks the
# Top 300 Thrifts in The United States

## AT A GLANCE:
### Who's tops?

| Rank 12/31/84 | | Deposits 12/31/84 |
|---|---|---|
| 1. | American Savings & Loan Assn.,Stockton,Calif. | $20,326,639,000 |
| 2. | Home Savings of America,FA, Irwindale, Calif. | 18,593,857,000 |
| 3. | Great Western Savings,FS&LA, Beverley Hills | 16,694,317,828 |
| 4. | California Fed. Savings & Loan Assn., Los Angeles | 14,283,599,000 |
| 5. | Philadelphia Saving Fund Society | 10,966,927,000 |
| 6. | Goldome FSB, Buffalo, N.Y. | 9,798,109,652 |
| 7. | Glendale Federal Savings & Loan Assn., Calif. | 8,904,922,000 |
| 8. | World Savings, FS&LA, Oakland, Calif. | 7,461,162,906 |
| 9. | Empire of America FSB, Buffalo, N.Y. | 6,918,804,000 |
| 10. | Home Fed. Savings & Loan Assn. of San Diego, Calif. | 6,680,533,098 |

# Top 300 Thrift Institutions in United States

## In Order of Deposits December 31, 1984, Compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| Rank 12/31/84 | | Deposits Dec. 31, 1984 | Deposits Dec. 31, 1983 | Rank 12/31/83 | Gain | Assets 12/31/84 | Assets 12/31/83 | Net Worth 12/31/84 | Net Worth to Assets(%) | Charter Type (a) | Insur. Type (b) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | American Savings & Loan Assn., Stockton, Calif. | 20,326,639,000 | 18,261,705,000 | 1 | | 28,903,550,000 | 22,487,037,000 | N.A. | N.A. | 4 | 2 |
| 2 | Home Savings of America, FA, Irwindale, Calif. | 18,593,857,000 | 15,566,373,000 | 2 | | 23,674,093,000 | 19,574,351,000 | 820,062,000 | 3.46 | 4 | 2 |
| 3 | Great Western Savings, FS&LA, Beverly Hills | 16,694,317,828 | 13,541,806,000 | 3 | | 21,746,574,037 | 17,084,376,000 | 864,444,809 | 3.98 | 4 | 2 |
| 4 | California Fed. Savings & Loan Assn., Los Angeles | 14,283,599,000 | 11,060,311,000 | 4 | | 17,698,588,000 | 14,128,972,000 | 809,769,000 | 4.58 | 4 | 2 |
| 5 | Philadelphia Saving Fund Society | 10,966,927,000 | 9,987,139,000 | 5 | | 13,723,110,000 | 11,922,157,000 | 1,263,852,000 | 9.21 | 2 | 1 |
| 6 | Goldome FSB, Buffalo, N.Y. | 9,798,109,652 | 8,712,055,946 | 6 | | 11,193,475,035 | 10,188,148,005 | 389,461,062 | 3.48 | 1 | 1 |
| 7 | Glendale Federal Savings & Loan Assn., Calif. | 8,904,922,000 | 7,512,400,000 | 7 | | 11,662,917,000 | 9,741,231,000 | 638,911,000 | 5.48 | 4 | 2 |
| 8 | World Savings FS&LA, Oakland, Calif. | 7,461,162,906 | 5,766,660,588 | 12 | +4 | 10,616,971,595 | 8,192,828,453 | 387,185,117 | 3.65 | 4 | 2 |
| 9 | Empire of America FSB, Buffalo, N.Y. | 6,918,804,000 | 5,872,539,732 | 10 | +1 | 7,928,490,000 | 6,987,166,990 | 167,642,000 | 2.11 | 1 | 2 |
| 10 | Home Fed. Savings & Loan Assn. of San Diego, Calif. | 6,680,533,098 | 5,091,182,359 | 14 | +4 | 8,885,552,901 | 6,699,492,414 | 622,124,281 | 7.00 | 4 | 2 |
| 11 | First Nationwide Savings, FS&LA, San Francisco | 6,560,300,000 | 5,851,131,205 | 11 | | 9,415,700,000 | 8,900,655,672 | 326,400,000 | 3.47 | 4 | 2 |
| 12 | Gibraltar Savings, Beverly Hills | 6,382,919,209 | 3,691,665,052 | 24 | +12 | 8,899,507,604 | 5,943,760,932 | 327,925,775 | 3.68 | 4 | 2 |
| 13 | Dime Savings Bank of New York FSB, Brooklyn | 6,359,067,000 | 6,125,183,000 | 9 | | 7,093,632,000 | 6,633,743,000 | 112,934,000 | 1.59 | 1 | 1 |
| 14 | City Federal Savings & Loan Assn., Elizabeth, N.J. | 6,165,801,000 | 4,907,952,000 | 17 | +3 | 7,591,535,000 | 6,726,146,000 | 277,956,000 | 3.66 | 4 | 2 |
| 15 | CrossLand Savings FSB, Brooklyn, New York | 6,116,280,000 | 7,084,514,000 | 8 | | 6,586,065,000 | 7,511,875,000 | N.A. | N.A. | 1 | 1 |
| 16 | Anchor Savings Bank FSB, Northport, N.Y. | 5,850,961,000 | 5,187,381,137 | 13 | | 6,532,991,000 | 6,036,259,879 | 322,068,000 | 4.93 | 1 | 2 |
| 17 | Talman Home Federal Savings & Loan Assn., Chicago | 5,342,548,000 | 5,068,237,000 | 16 | | 6,522,910,000 | 6,319,806,000 | 130,622,000 | 2.00 | 3 | 2 |
| 18 | Bowery Savings Bank, New York | 5,110,298,000 | 5,087,682,000 | 15 | | 5,449,952,000 | 5,592,000,000 | 50,937,000 | 0.93 | 1 | 1 |
| 19 | Imperial Savings Assn., San Diego, Calif. | 5,103,771,494 | 3,940,804,349 | 22 | +3 | 7,606,583,918 | 5,511,041,128 | 202,439,624 | 2.66 | 4 | 2 |
| 20 | Sears Savings Bank, Glendale, Calif. | 4,818,003,000 | 3,801,545,000 | 23 | +3 | 6,468,062,000 | 4,845,561,000 | 223,122,000 | 3.45 | 2 | 2 |
| 21 | First Federal of Michigan, Detroit | 4,800,965,564 | 4,580,366,000 | 19 | | 9,499,354,003 | 7,971,432,000 | 246,291,472 | 2.59 | 4 | 2 |
| 22 | Coast Savings & Loan Assn., Los Angeles | 4,702,518,976 | 4,110,635,293 | 20 | | 6,297,034,000 | 5,013,251,485 | 261,309,986 | 4.15 | 4 | 2 |
| 23 | Dollar-Dry Dock Savings Bank, Bronx, New York | 4,522,606,000 | 4,733,109,000 | 18 | | 4,993,860,000 | 5,075,796,000 | 131,027,000 | 2.62 | 1 | 1 |
| 24 | Columbia Savings & Loan Assn., Beverly Hills | 4,024,572,000 | 2,366,110,404 | 45 | +21 | 6,381,613,000 | 4,608,696,386 | 198,495,000 | 3.11 | 4 | 2 |
| 25 | Carteret Savings & Loan Assn., FA, Morristown, N.J. | 3,985,635,000 | 3,569,054,000 | 25 | | 5,040,824,000 | 4,396,194,000 | 164,765,000 | 3.27 | 4 | 2 |
| 26 | Standard Federal Bank, Troy, Mich. | 3,918,460,787 | 4,000,353,081 | 21 | | 4,984,739,234 | 4,826,399,207 | 176,721,688 | 3.55 | 1 | 2 |
| 27 | Citicorp Savings of Illinois, FS&LA, Chicago | 3,559,917,000 | 3,285,759,000 | 27 | | 4,052,851,000 | 3,932,919,000 | N.A. | N.A. | 4 | 2 |
| 28 | Great American First Savings Bank, San Diego, Calif. | 3,559,019,000 | 3,558,989,423 | 26 | | 6,720,188,000 | 4,887,793,800 | 445,824,000 | 6.63 | 2 | 2 |
| 29 | People's Bank-Bridgeport, Conn. | 3,443,536,000 | 3,179,369,868 | 29 | | 3,876,103,000 | 3,646,877,130 | 248,343,000 | 6.41 | 1 | 1 |
| 30 | Florida Federal Savings & Loan Assn., St. Petersburg | 3,376,338,000 | 2,753,224,679 | 40 | +10 | 5,019,391,000 | 3,896,094,514 | 289,879,000 | 5.78 | 4 | 2 |
| 31 | Long Island Savings Bank FSB, Syosset, N.Y. | 3,336,239,000 | 3,209,883,000 | 28 | | 4,302,556,000 | 4,062,663,000 | 317,626,000 | 7.38 | 1 | 2 |
| 32 | Howard Savings Bank, Newark, N.J. | 3,168,664,000 | 3,046,768,000 | 31 | | 3,545,652,000 | 3,612,771,000 | 220,375,000 | 6.22 | 2 | 1 |
| 33 | Community Federal Savings & Loan Assn., St. Louis, Mo. | 3,165,279,000 | 2,967,094,774 | 32 | | 3,548,743,000 | 3,546,669,195 | 131,409,000 | 3.70 | 3 | 2 |
| 34 | Gibraltar Savings Assn., Houston | 3,108,717,548 | 2,871,853,430 | 36 | +2 | 3,891,717,000 | 3,902,304,204 | N.A. | N.A. | 4 | 2 |
| 35 | American Savings Bank FSB, New York | 3,085,643,000 | 2,885,612,000 | 34 | | 3,619,635,000 | 3,231,897,000 | 127,754,000 | 3.53 | 1 | 1 |
| 36 | Twin City Federal Savings & Loan Assn., Minneapolis | 3,083,666,000 | 2,877,283,000 | 35 | | 4,818,076,000 | 3,890,669,000 | 150,089,713 | 3.12 | 3 | 2 |
| 37 | Northeast Savings, FA, Hartford, Conn. | 3,050,987,000 | 2,933,531,000 | 33 | | 4,028,042,000 | 3,373,377,000 | 209,617,000 | 5.20 | 4 | 2 |
| 38 | First Federal Savings & Loan Assn., Rochester, N.Y. | 3,024,455,000 | 2,769,783,138 | 39 | +1 | 4,421,531,000 | 4,109,026,903 | 51,511,000 | 1.17 | 3 | 2 |
| 39 | Emigrant Savings Bank, New York | 3,001,955,639 | 2,864,756,769 | 37 | | 3,174,586,766 | 3,012,036,687 | 78,177,257 | 2.46 | 1 | 1 |
| 40 | Washington Mutual Savings Bank, Seattle | 2,981,964,000 | 2,796,870,000 | 38 | | 3,558,357,000 | 3,400,205,000 | 166,650,000 | 4.68 | 2 | 1 |
| 41 | AmeriFirst Federal Savings & Loan Assn., Miami | 2,922,750,955 | 3,114,138,560 | 30 | | 3,985,146,446 | 4,134,946,209 | 161,168,776 | 4.04 | 3 | 2 |
| 42 | Western Savings & Loan Assn., Phoenix, Ariz. | 2,895,056,421 | 2,279,680,997 | 47 | +5 | 4,143,982,091 | 2,964,343,788 | 92,825,830 | 2.24 | 4 | 2 |
| 43 | First Federal Savings & Loan Assn., Phoenix, Ariz. | 2,885,414,754 | 2,005,268,000 | 56 | +13 | 4,360,549,744 | 3,098,542,000 | 169,761,036 | 3.89 | 4 | 2 |
| 44 | Citicorp Savings, FS&LA, San Francisco | 2,809,688,727 | 2,093,438,025 | 51 | +7 | 3,900,208,812 | 3,338,301,982 | 501,105,635 | 12.85 | 3 | 2 |
| 45 | Atlantic Financial Federal, Bala Cynwyd, Pa. | 2,689,322,746 | 2,035,608,000 | 54 | +9 | 3,339,212,215 | 2,296,820,000 | 121,918,257 | 3.65 | 4 | 2 |
| 46 | Manhattan Savings Bank, New York | 2,581,639,512 | 2,518,073,488 | 43 | | 2,804,554,261 | 2,736,560,716 | 178,171,297 | 6.35 | 1 | 1 |
| 47 | Perpetual American Bank, FSB, McLean, Va. | 2,526,095,792 | 1,979,912,411 | 57 | +10 | 3,798,901,289 | 2,613,284,516 | 178,096,761 | 4.69 | 2 | 2 |
| 48 | First Texas Savings Assn., Dallas | 2,442,481,242 | 2,030,096,318 | 55 | +7 | 3,601,068,589 | 2,799,252,923 | 232,192,837 | 6.45 | 4 | 2 |
| 49 | American Savings & Loan Assn. of Florida, Miami | 2,416,006,000 | 2,529,184,000 | 42 | | 3,650,420,000 | 3,278,315,000 | 158,857,000 | 4.35 | 4 | 2 |
| 50 | Centrust Savings Bank, Miami | 2,401,455,445 | 1,970,378,000 | 58 | +8 | 4,018,869,436 | 2,236,060,000 | 123,017,658 | 3.06 | 2 | 2 |
| 51 | Farm & Home Savings Assn., Nevada, Mo. | 2,400,475,427 | 2,403,095,734 | 44 | | 2,757,223,369 | 2,736,333,784 | 169,659,770 | 6.15 | 4 | 2 |
| 52 | University Savings Assn., Houston | 2,363,947,000 | 2,140,026,103 | 50 | | 3,186,087,000 | 2,834,381,622 | 133,006,000 | 4.17 | 4 | 2 |
| 53 | Seamen's Bank for Savings FSB, New York | 2,355,542,000 | 1,829,287,000 | 62 | +9 | 2,849,916,000 | 2,233,586,000 | 44,827,000 | 1.57 | 1 | 1 |
| 54 | Benjamin Franklin Federal S & L Assn., Portland, Ore. | 2,346,573,804 | 2,194,134,929 | 48 | | 3,723,082,658 | 3,545,486,362 | 129,324,723 | 3.47 | 3 | 2 |
| 55 | Midland/Western Fed. Savings & Loan Assn, Denver | 2,334,354,000 | 1,558,949,541 | 77 | +22 | 3,000,566,000 | 1,854,465,703 | 174,577,000 | 5.82 | 4 | 2 |
| 56 | Williamsburgh Savings Bank, Brooklyn, New York | 2,300,590,638 | 2,091,277,623 | 52 | | 2,448,722,476 | 2,229,749,393 | 22,779,767 | 0.93 | 1 | 1 |
| 57 | United Savings Assn., Houston | 2,298,866,888 | 2,613,259,647 | 41 | | 3,893,013,865 | 3,484,484,306 | 208,551,836 | 5.36 | 4 | 2 |
| 58 | Beverly Hills Savings & Loan Assn. | 2,297,249,000 | 1,487,956,000 | 85 | +27 | 2,938,918,000 | 1,949,988,000 | N.A. | N.A. | 4 | 2 |
| 59 | Coral Gables Federal Savings & Loan Assn., Fla. | 2,296,333,000 | 2,159,699,874 | 49 | | 2,452,020,000 | 2,306,551,587 | 89,577,000 | 3.65 | 3 | 2 |
| 60 | Transohio Savings Bank, FSB, Cleveland | 2,245,783,000 | 1,968,723,000 | 59 | | 2,798,110,000 | 2,453,700,000 | 80,347,000 | 2.87 | 2 | 2 |
| 61 | Homestead Savings, FS&LA, San Francisco | 2,228,480,000 | 761,238,000 | 201 | +140 | 3,108,973,000 | 1,414,913,000 | N.A. | N.A. | 4 | 2 |
| 62 | Hudson City Savings Bank, Paramus, N.J. | 2,225,112,022 | 1,745,981,336 | 68 | +6 | 2,424,587,707 | 1,954,052,469 | 160,444,002 | 6.62 | 1 | 1 |
| 63 | Rochester Community Savings Bank, N.Y. | 2,201,006,370 | 2,333,648,000 | 46 | | 2,738,451,928 | 2,590,762,000 | 67,370,970 | 2.46 | 1 | 1 |
| 64 | Lincoln Savings Bank FSB, Brooklyn, New York | 2,154,055,133 | 1,749,146,091 | 67 | +3 | 2,375,865,896 | 2,171,678,590 | 18,427,601 | 0.78 | 1 | 1 |
| 65 | Dollar Bank FSB, Pittsburgh | 2,127,140,616 | 1,291,548,000 | 103 | +38 | 2,596,032,468 | 1,589,385,000 | 167,805,995 | 6.46 | 1 | 2 |
| 66 | Citicorp Savings of Florida, FS&LA, Miami | 2,105,317,531 | 1,449,342,000 | 89 | +23 | 2,299,572,694 | 1,944,862,000 | 140,327,630 | 6.10 | 4 | 2 |
| 67 | Green Point Savings Bank, Brooklyn, New York | 2,103,451,568 | 1,772,546,575 | 66 | | 2,294,465,737 | 1,934,706,888 | 142,269,046 | 6.20 | 1 | 1 |
| 68 | Santa Barbara Savings & Loan Assn., Calif. | 2,094,538,000 | 1,823,905,000 | 63 | | 3,081,829,000 | 2,463,467,000 | N.A. | N.A. | 4 | 2 |
| 69 | Georgia Federal Bank, FSB, Atlanta | 2,055,296,824 | 2,083,793,991 | 53 | | 2,311,068,003 | 2,276,490,618 | 151,718,406 | 6.56 | 2 | 2 |
| 70 | Valley Federal S & L Assn., Van Nuys, Calif. | 2,050,902,000 | 1,787,267,000 | 65 | | 2,640,115,000 | 2,267,736,000 | 82,957,000 | 3.14 | 4 | 2 |
| 71 | Society for Savings, Hartford, Conn. | 2,020,219,000 | 1,897,021,000 | 60 | | 2,431,224,000 | 2,248,780,000 | 141,282,000 | 5.81 | 2 | 1 |
| 72 | Greater New York Savings Bank, New York | 1,991,091,274 | 1,848,212,963 | 61 | | 2,352,942,138 | 2,020,529,729 | 17,513,178 | 0.74 | 1 | 1 |
| 73 | East River Savings Bank, New York | 1,932,401,253 | 1,736,551,264 | 69 | | 2,013,389,422 | 1,840,532,752 | 42,300,891 | 2.10 | 1 | 1 |
| 74 | Guarantee Savings, FS&LA, Fresno, Calif. | 1,927,217,097 | 1,470,768,047 | 87 | +13 | 2,831,209,847 | 2,365,880,117 | 73,737,468 | 2.60 | 4 | 2 |
| 75 | Fidelity Federal S & L Assn., Glendale, Calif. | 1,926,143,000 | 1,540,572,708 | 80 | +5 | 2,843,945,000 | 2,247,352,737 | 90,345,000 | 3.18 | 4 | 2 |
| 76 | American Savings & Loan Assn., Salt Lake City, Utah | 1,911,753,000 | 1,651,445,000 | 73 | | 2,595,409,000 | 2,295,809,000 | 98,566,000 | 3.80 | 4 | 2 |
| 77 | Columbia Savings, FS&LA, Denver | 1,898,095,191 | 1,302,946,380 | 99 | +22 | 2,532,964,000 | 1,610,581,054 | 60,578,486 | 2.39 | 4 | 2 |
| 78 | Freedom Savings & Loan Assn., Tampa, Fla. | 1,883,897,000 | 1,457,824,847 | 88 | +10 | 2,442,855,000 | 1,937,581,848 | N.A. | N.A. | 4 | 2 |
| 79 | First Federal Savings & Loan Assn., Pittsburgh | 1,845,000,000 | 1,528,507,286 | 81 | +2 | 2,161,000,000 | 1,822,336,297 | 62,000,000 | 2.87 | 3 | 2 |
| 80 | Capitol Federal Savings & Loan Assn., Topeka, Kan. | 1,819,278,219 | 1,688,762,806 | 70 | | 2,067,549,550 | 1,958,905,950 | 154,907,406 | 7.49 | 3 | 2 |
| 81 | St. Paul Federal Bank for Savings, Chicago | 1,800,825,708 | 1,673,667,154 | 71 | | 2,211,990,035 | 2,135,484,040 | 63,072,668 | 2.85 | 1 | 2 |
| 82 | Downey Savings & Loan Assn., Costa Mesa, Calif. | 1,759,613,000 | 1,557,382,114 | 78 | | 2,277,501,000 | 1,904,553,516 | 84,687,000 | 3.72 | 4 | 2 |
| 83 | Dallas Federal Savings & Loan Assn. | 1,700,063,000 | 1,490,000,000 | 84 | +1 | 2,224,614,000 | 1,820,000,000 | N.A. | N.A. | 4 | 2 |
| 84 | Old Stone Bank FSB, Providence, R.I. | 1,680,178,000 | ............ | ... | | 2,107,170,000 | ............ | 141,026,000 | 6.69 | 2 | 1 |
| 85 | Lincoln Savings & Loan Assn., Irvine, Calif. | 1,679,000,000 | 803,280,207 | 190 | +105 | 2,248,000,000 | 1,095,827,830 | 74,000,000 | 3.29 | 4 | 2 |
| 86 | Pacific First Federal Savings Bank, Tacoma, Wash. | 1,674,915,000 | 1,660,206,753 | 72 | | 2,452,448,301 | 2,367,764,101 | 193,677,200 | 7.90 | 2 | 2 |
| 87 | Astoria Federal Savings & Loan Assn., Queens, New York | 1,668,396,570 | 1,471,214,791 | 86 | | 2,145,946,960 | 1,874,477,652 | 120,719,666 | 5.63 | 3 | 2 |
| 88 | Central Savings & Loan Assn., San Diego, Calif. | 1,667,327,166 | 1,819,519,000 | 64 | | 2,527,575,450 | 2,393,693,000 | N.A. | N.A. | 3 | 2 |
| 89 | Fulton Federal Savings & Loan Assn., Atlanta | 1,666,902,000 | 1,626,268,003 | 75 | | 1,858,454,000 | 1,763,769,878 | 30,739,000 | 1.65 | 3 | 2 |
| 90 | Citizens Federal Savings & Loan Assn., Dayton, Ohio | 1,644,191,882 | 1,328,747,735 | 97 | +7 | 1,853,091,255 | 1,443,641,483 | 56,672,094 | 3.06 | 3 | 2 |
| 91 | Mercury Savings, FS&LA, Huntington Beach, Calif. | 1,605,262,000 | 1,297,508,000 | 100 | +9 | 2,120,449,000 | 1,665,112,000 | 65,224,000 | 3.08 | 4 | 2 |
| 92 | Albany Savings Bank FSB, N.Y. | 1,598,429,779 | 1,634,584,762 | 74 | | 1,714,705,612 | 1,728,735,755 | 58,298,915 | 3.40 | 1 | 2 |
| 93 | Broadview Savings & Loan Co., Cleveland | 1,591,730,213 | 1,448,209,068 | 90 | | 2,079,351,345 | 2,018,117,253 | 61,210,959 | 2.94 | 4 | 2 |
| 94 | Great Lakes Federal S & L Assn., Ann Arbor, Mich. | 1,577,771,899 | 1,406,763,257 | 92 | | 2,120,381,870 | 1,744,738,762 | 77,896,999 | 3.67 | 4 | 2 |
| 95 | Hill Financial Savings Assn., Red Hill, Pa. | 1,574,467,975 | 1,313,998,978 | 98 | +3 | 2,219,208,786 | 1,584,533,075 | 75,526,384 | 3.40 | 3 | 2 |
| 96 | Bell Federal Savings & Loan Assn., Chicago | 1,563,623,893 | 1,556,961,533 | 79 | | 1,682,098,873 | 1,676,113,959 | 79,912,914 | 4.75 | 3 | 2 |
| 97 | Atlantic Federal S & L Assn., Fort Lauderdale, Fla. | 1,542,787,000 | 1,387,224,000 | 95 | | 1,720,603,000 | 1,643,554,000 | 56,342,000 | 3.27 | 4 | 2 |
| 98 | San Antonio Savings Assn., Tex. | 1,537,500,891 | 1,208,666,805 | 112 | +14 | 2,056,189,040 | 1,555,598,849 | 87,074,878 | 4.23 | 3 | 2 |
| 99 | Beneficial Savings Bank, Philadelphia | 1,535,636,000 | 1,569,032,000 | 76 | | 1,580,011,000 | 1,676,669,000 | 34,010,000 | 2.15 | 1 | 1 |
| 100 | Goldome Savings Bank, St. Petersburg, Fla. | 1,528,857,432 | ............ | ... | | 1,662,110,758 | ............ | 47,515,744 | 2.86 | 2 | 2 |

The bulk of the data are from American Banker's questionnaire which asks for total deposits and savings accounts, excluding all escrowed accounts. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-in surplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income. **(a) — Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **(b) — Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured; 4-Noninsured.

# Top 300 Thrift Institutions in United States

## In Order of Deposits December 31, 1984, Compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| Rank 12/31/84 | | Deposits Dec. 31, 1984 | Deposits Dec. 31, 1983 | Rank 12/31/83 | Gain | Assets 12/31/84 | Assets 12/31/83 | Net Worth 12/31/84 | Net Worth to Assets(%) | Charter Type (a) | Insur. Type (b) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 101 | Decatur Federal Savings & Loan Assn., Ga. | 1,491,282,860 | 1,405,000,140 | 93 | | 1,693,110,185 | 1,488,361,429 | 45,685,589 | 2.70 | 3 | 2 |
| 102 | Pioneer Federal Savings & Loan Assn., Clearwater, Fla. | 1,489,705,000 | 1,513,512,000 | 82 | | 1,865,830,000 | 1,673,734,000 | 33,596,000 | 1.80 | 3 | 2 |
| 103 | Benjamin Franklin Savings Assn., Houston | 1,475,841,000 | 738,380,282 | 210 | +107 | 1,717,715,000 | 947,730,555 | 34,992,000 | 2.04 | 4 | 2 |
| 104 | Far West Federal Bank, Portland, Ore. | 1,473,547,000 | 1,508,787,399 | 83 | | 2,118,594,000 | 2,023,491,666 | N.A. | N.A. | 1 | 2 |
| 105 | Apple Bank For Savings, New York | 1,472,099,000 | 1,408,617,000 | 91 | | 1,590,623,000 | 1,514,284,000 | 89,693,000 | 5.64 | 1 | 1 |
| 106 | Midwest Federal Savings & Loan Assn., Minneapolis | 1,453,260,933 | 1,398,384,555 | 94 | | 2,215,285,579 | 1,831,017,281 | 78,832,565 | 3.56 | 3 | 2 |
| 107 | Lyons Savings & Loan Assn., Stickney, Ill. | 1,418,823,558 | 967,646,000 | 157 | + 50 | 1,520,108,876 | 1,014,127,000 | 20,765,380 | 1.37 | 3 | 2 |
| 108 | Lamar Savings Assn., Austin, Tex. | 1,410,635,000 | 1,151,210,861 | 123 | + 15 | 1,504,427,000 | 1,307,381,867 | N.A. | N.A. | 3 | 2 |
| 109 | First Federal Savings of Arkansas, FA, Little Rock | 1,404,079,000 | 1,239,846,000 | 109 | | 1,745,859,000 | 1,666,608,000 | 104,890,000 | 6.01 | 3 | 2 |
| 110 | Bell Savings & Loan Assn., San Mateo, Calif. | 1,387,727,000 | 883,276,000 | 169 | + 59 | 1,929,397,000 | 1,232,464,000 | N.A. | N.A. | 4 | 2 |
| 111 | Sunrise Savings & Loan Assn., Boynton Beach, Fla. | 1,381,362,000 | 737,737,000 | 211 | +100 | 1,477,406,000 | 802,646,000 | N.A. | N.A. | 4 | 2 |
| 112 | Far West Savings & Loan Assn., Newport Beach, Calif. | 1,369,905,000 | 1,179,000,000 | 117 | + 5 | 2,084,496,000 | 1,605,000,000 | 61,934,000 | 2.97 | 4 | 2 |
| 113 | Pacific Savings Bank, Costa Mesa, Calif. | 1,353,952,468 | 1,115,469,157 | 131 | + 18 | 1,742,686,343 | 1,694,052,701 | 57,407,261 | 3.29 | 1 | 2 |
| 114 | Chase Federal Savings & Loan Assn., Miami | 1,335,395,000 | 1,278,524,643 | 107 | | 1,802,337,000 | 1,687,143,159 | N.A. | N.A. | 3 | 2 |
| 115 | San Francisco Federal Savings & Loan Assn. | 1,334,168,000 | 1,178,852,000 | 118 | + 3 | 2,120,673,000 | 1,614,873,000 | N.A. | N.A. | 3 | 2 |
| 116 | Eureka Federal Savings & Loan Assn., San Carlos, Calif. | 1,329,619,000 | 1,079,523,000 | 137 | + 21 | 1,604,450,000 | 1,357,852,146 | N.A. | N.A. | 3 | 2 |
| 117 | First Federal Savings & Loan Assn., Minneapolis | 1,326,033,283 | 1,269,927,966 | 108 | | 1,756,629,967 | 1,602,554,139 | 74,550,223 | 4.24 | 3 | 2 |
| 118 | Sooner Federal Savings & Loan Assn., Tulsa, Okla. | 1,320,000,000 | 1,109,630,000 | 133 | + 15 | 1,602,941,000 | 1,429,030,000 | N.A. | N.A. | 4 | 2 |
| 119 | Ohio Savings Assn., Cleveland | 1,319,261,315 | 1,353,077,172 | 96 | | 1,476,347,756 | 1,567,977,192 | 62,138,625 | 4.21 | 4 | 1 |
| 120 | Citizens Federal Savings & Loan Assn., Miami | 1,315,025,197 | 1,191,470,786 | 115 | | 1,890,639,416 | 1,458,774,237 | 84,354,357 | 4.46 | 4 | 2 |
| 121 | Commercial Federal Savings & Loan Assn., Omaha, Neb. | 1,312,940,000 | 1,294,011,000 | 101 | | 2,498,884,000 | 2,226,567,000 | 72,208,995 | 2.89 | 4 | 2 |
| 122 | First Federal Savings & Loan Assn., Greenville, S.C. | 1,309,478,000 | 1,088,533,478 | 136 | + 14 | 1,699,800,000 | 1,269,719,407 | 49,894,000 | 2.94 | 4 | 2 |
| 123 | Southwest Savings & Loan Assn., Phoenix, Ariz. | 1,295,523,000 | 1,073,681,483 | 138 | + 15 | 1,721,119,000 | 1,245,000,206 | 64,775,000 | 3.76 | 4 | 2 |
| 124 | Leader Federal Savings & Loan Assn., Memphis, Tenn. | 1,289,589,815 | 1,221,061,114 | 110 | | 1,569,445,602 | 1,371,243,977 | 53,926,524 | 3.44 | 3 | 2 |
| 125 | United First Fed. Savings & Loan Assn., Sarasota, Fla. | 1,288,620,397 | 1,217,099,349 | 111 | | 1,471,966,425 | 1,349,261,888 | 67,952,892 | 4.62 | 4 | 2 |
| 126 | Fortune Federal Savings & Loan Assn., Clearwater, Fla. | 1,284,161,279 | 1,284,609,841 | 105 | | 2,042,772,642 | 1,421,952,002 | 72,213,872 | 3.54 | 4 | 2 |
| 127 | Cardinal Federal Savings Bank, Cleveland | 1,280,606,530 | 1,122,232,211 | 128 | + 1 | 1,459,651,325 | 1,276,500,954 | 35,993,992 | 2.47 | 1 | 2 |
| 128 | Gem Savings Assn., Dayton, Ohio | 1,273,000,000 | 1,290,817,000 | 104 | | 1,521,363,000 | 1,576,746,000 | 28,844,000 | 1.90 | 3 | 2 |
| 129 | Security Savings & Loan Assn., Milwaukee, Wis. | 1,270,522,845 | 1,293,767,000 | 102 | | 1,452,468,614 | 1,468,137,000 | 115,783,963 | 7.97 | 3 | 2 |
| 130 | Southern California Savings, FS&LA, Beverly Hills | 1,260,689,000 | 1,028,917,000 | 145 | + 15 | 1,510,072,000 | 1,313,809,000 | N.A. | N.A. | 4 | 2 |
| 131 | Honolulu Federal Savings & Loan Assn., Hawaii | 1,258,952,757 | 1,167,515,573 | 120 | | 1,624,075,165 | 1,684,673,423 | 25,094,654 | 1.55 | 3 | 2 |
| 132 | Empire Savings Building & Loan Assn., Denver | 1,248,479,295 | 1,158,705,244 | 122 | | 1,950,635,742 | 1,574,699,604 | 78,309,939 | 4.01 | 4 | 2 |
| 133 | Germantown Savings Bank, Bala Cynwyd, Pa. | 1,244,135,888 | 1,279,565,961 | 106 | | 1,322,916,887 | 1,353,888,968 | 32,790,618 | 2.48 | 1 | 1 |
| 134 | Baltimore Federal Financial, FSA | 1,232,592,538 | 1,140,734,150 | 124 | | 1,558,532,560 | 1,497,919,898 | 50,422,175 | 3.24 | 3 | 2 |
| 135 | Horizon Financial, FA, Southampton, Pa. | 1,230,917,000 | 1,206,663,930 | 113 | | 1,516,918,000 | 1,712,460,192 | 30,353,000 | 2.00 | 3 | 2 |
| 136 | Bloomington Federal Savings & Loan Assn., Ill. | 1,223,728,192 | 1,120,898,006 | 129 | | 1,381,804,206 | 1,216,666,622 | N.A. | N.A. | 3 | 2 |
| 137 | Firstsouth FA, Pine Bluff, Ark. | 1,206,834,187 | 922,857,631 | 161 | + 24 | 1,434,318,000 | 1,077,904,683 | 61,603,000 | 4.29 | 4 | 2 |
| 138 | Sunbelt Savings Assn., Stephenville, Tex. | 1,190,403,000 | ............ | ... | | 1,367,551,000 | ............ | N.A. | N.A. | 3 | 2 |
| 139 | Minnesota Federal Savings & Loan Assn., St. Paul | 1,190,005,115 | 1,091,101,817 | 135 | | 1,289,936,621 | 1,213,336,215 | 54,956,626 | 4.26 | 3 | 2 |
| 140 | First Southern Fed. Savings & Loan Assn., Mobile, Ala. | 1,185,811,927 | 1,009,145,715 | 148 | + 8 | 1,368,043,170 | 1,099,467,467 | 53,965,519 | 3.94 | 4 | 2 |
| 141 | Third Federal Savings & Loan Assn., Cleveland | 1,184,826,941 | 1,019,352,458 | 146 | + 5 | 1,324,912,615 | 1,139,113,301 | 90,216,371 | 6.81 | 3 | 2 |
| 142 | Home Federal Bank of Florida FSB, St. Petersburg | 1,184,426,000 | 1,206,493,994 | 114 | | 1,440,026,000 | 1,299,971,698 | 90,919,000 | 6.31 | 2 | 2 |
| 143 | Peoples Westchester Savings Bank, Tarrytown, N.Y. | 1,178,300,756 | 1,115,997,729 | 130 | | 1,241,533,678 | 1,171,364,738 | 30,020,861 | 2.42 | 1 | 1 |
| 144 | East New York Savings Bank, New York | 1,168,847,294 | 1,162,214,471 | 121 | | 1,230,757,238 | 1,266,579,376 | 66,993,322 | 5.44 | 1 | 1 |
| 145 | Mutual Bank FSB, Boston | 1,165,237,682 | 1,135,722,000 | 126 | | 1,279,691,569 | 1,249,182,000 | 67,496,302 | 5.27 | 1 | 1 |
| 146 | Sacramento Savings & Loan Assn., Calif. | 1,160,494,081 | 917,052,122 | 163 | + 17 | 1,516,052,967 | 1,221,846,745 | 52,770,252 | 3.48 | 4 | 2 |
| 147 | Hollywood Federal Savings & Loan Assn., Fla. | 1,155,272,076 | 1,052,366,393 | 141 | | 1,348,395,931 | 1,200,930,910 | 35,604,087 | 2.64 | 3 | 2 |
| 148 | Gill Savings Assn., Hondo, Tex. | 1,151,893,391 | 838,645,000 | 178 | + 30 | 1,401,434,321 | 999,881,000 | 42,260,108 | 3.02 | 4 | 2 |
| 149 | Provident Savings Bank, Jersey City, N.J. | 1,148,212,434 | 1,125,931,000 | 127 | | 1,222,451,566 | 1,201,294,000 | 64,915,200 | 5.31 | 1 | 1 |
| 150 | Financial Fed. Savings & Loan Assn., Miami Lakes, Fla. | 1,147,083,574 | 1,177,739,976 | 119 | | 1,284,780,740 | 1,279,388,577 | 27,807,544 | 2.16 | 3 | 2 |
| 151 | Home Federal Savings & Loan Assn., Tucson, Ariz. | 1,140,958,097 | 664,497,000 | 242 | + 91 | 1,818,463,446 | 1,083,594,000 | 64,782,574 | 3.56 | 4 | 2 |
| 152 | Texas Federal Savings & Loan Assn., Dallas | 1,140,011,189 | 968,315,451 | 156 | + 4 | 1,661,535,168 | 1,412,240,961 | 40,058,314 | 2.41 | 4 | 2 |
| 153 | Onondaga Savings Bank, Syracuse, N.Y. | 1,136,239,196 | 1,139,988,885 | 125 | | 1,193,945,050 | 1,203,619,189 | N.A. | N.A. | 1 | 1 |
| 154 | Syracuse Savings Bank, N.Y. | 1,135,093,497 | 1,110,190,483 | 132 | | 1,194,400,594 | 1,180,471,030 | 40,392,106 | 3.38 | 1 | 1 |
| 155 | San Jacinto Savings Assn., Houston | 1,126,815,605 | 552,565,000 | 298 | +143 | 1,987,808,731 | 979,401,000 | 65,960,294 | 3.32 | 4 | 2 |
| 156 | Flagler Federal Savings & Loan Assn., Miami | 1,126,373,472 | 919,567,000 | 162 | + 6 | 1,306,803,989 | 1,035,098,000 | 38,506,159 | 2.95 | 3 | 2 |
| 157 | Roosevelt Federal Savings & Loan Assn., Chesterfield, Mo. | 1,114,584,000 | 989,939,324 | 151 | | 1,486,004,000 | 1,041,871,702 | N.A. | N.A. | 3 | 2 |
| 158 | Loyola Federal Savings & Loan Assn., Baltimore | 1,111,301,646 | 1,040,077,760 | 144 | | 1,430,321,327 | 1,325,986,391 | 67,418,801 | 4.71 | 3 | 2 |
| 159 | Pima Savings & Loan Assn., Tucson, Ariz. | 1,110,334,633 | 789,635,152 | 194 | + 35 | 1,581,478,294 | 1,039,717,795 | 60,806,668 | 3.84 | 4 | 2 |
| 160 | Boston Five Cents Savings Bank FSB | 1,110,310,000 | 1,048,129,637 | 143 | | 1,451,023,000 | 1,208,854,696 | 118,998,000 | 8.20 | 2 | 1 |
| 161 | Albuquerque Federal Savings & Loan Assn., N.M. | 1,095,213,921 | 751,556,408 | 204 | + 43 | 1,503,775,917 | 1,167,795,839 | 54,575,853 | 3.63 | 4 | 2 |
| 162 | Independence Savings Bank, Brooklyn, New York | 1,087,467,896 | 1,059,684,246 | 140 | | 1,161,877,046 | 1,126,468,813 | 49,277,484 | 4.24 | 1 | 1 |
| 163 | Jamaica Savings Bank FSB, Lynbrook, N.Y. | 1,085,056,286 | 1,095,333,239 | 134 | | 1,246,237,620 | 1,281,898,324 | 133,502,375 | 10.71 | 1 | 1 |
| 164 | Columbia Banking Federal S & L Assn., Rochester, N.Y. | 1,079,924,312 | 993,676,985 | 150 | | 1,188,678,187 | 1,099,728,059 | 21,043,964 | 1.77 | 3 | 2 |
| 165 | Security First Fed. S & L Assn., Daytona Beach, Fla. | 1,075,108,329 | 1,050,228,201 | 142 | | 1,237,041,446 | 1,158,900,793 | 25,383,565 | 2.05 | 3 | 2 |
| 166 | Landmark Savings Assn., Pittsburgh | 1,071,260,000 | 993,829,000 | 149 | | 1,309,643,000 | 1,175,781,000 | 51,498,000 | 3.93 | 4 | 2 |
| 167 | Pathway Financial, FA, Chicago | 1,050,192,277 | 988,689,778 | 152 | | 1,253,405,004 | 1,183,213,338 | 36,365,590 | 2.90 | 3 | 2 |
| 168 | Independent American Savings Assn., Grand Prairie, Tex. | 1,043,826,000 | ............ | ... | | 1,180,960,000 | ............ | N.A. | N.A. | 3 | 2 |
| 169 | Fidelity New York, FA, Floral Park, N.Y. | 1,041,078,810 | 359,377,792 | ... | | 1,438,000,977 | 519,418,742 | 49,563,576 | 3.45 | 3 | 2 |
| 170 | Dominion Federal Savings & Loan Assn., McLean, Va. | 1,027,284,560 | 618,375,051 | 260 | + 90 | 1,139,934,856 | 759,100,343 | 33,321,447 | 2.92 | 4 | 2 |
| 171 | Cragin Federal Savings & Loan Assn., Chicago | 1,023,877,608 | 902,121,456 | 166 | | 1,421,245,397 | 1,115,872,971 | 50,617,479 | 3.56 | 3 | 2 |
| 172 | Guardian Savings & Loan Assn., Dallas | 1,020,984,000 | 703,958,000 | 226 | + 54 | 1,881,872,000 | 1,067,381,000 | N.A. | N.A. | 3 | 2 |
| 173 | First Federal Savings & Loan Assn., Toledo, Ohio | 1,011,502,859 | 908,842,746 | 165 | | 1,082,950,405 | 973,793,768 | 45,645,557 | 4.21 | 3 | 2 |
| 174 | Neworld Bank for Savings, Boston | 1,009,321,506 | 985,631,019 | 153 | | 1,154,935,627 | 1,142,957,825 | 95,447,238 | 8.26 | 2 | 1 |
| 175 | CrossLand Savings, FSLA, Bradenton, Fla. | 1,003,536,580 | 890,635,513 | 167 | | 1,157,141,261 | 1,006,826,380 | 41,970,031 | 3.63 | 4 | 2 |
| 176 | Investors Savings & Loan Assn., Millburn, N.J. | 993,509,740 | 732,605,276 | 213 | + 37 | 1,643,461,975 | 1,221,165,357 | 49,133,627 | 2.99 | 3 | 2 |
| 177 | First Federal Savings & Loan Assn., Lincoln, Neb. | 990,313,803 | 939,057,837 | 159 | | 1,269,344,091 | 1,248,859,034 | 39,057,667 | 3.08 | 3 | 2 |
| 178 | St. Louis Federal Savings & Loan Assn., Clayton | 986,113,000 | 864,094,391 | 171 | | 1,040,508,000 | 937,884,525 | N.A. | N.A. | 3 | 2 |
| 179 | First Savings Association of Wisconsin, Milwaukee | 972,871,000 | 981.758,000 | 154 | | 1,206,419,000 | 1,186,683,000 | N.A. | N.A. | 4 | 2 |
| 180 | Coast Federal Savings & Loan Assn., Sarasota, Fla. | 971,003,203 | 976,748,306 | 155 | | 1,138,483,377 | 1,061,860,451 | 70,223,981 | 6.17 | 4 | 2 |
| 181 | Mid-America Federal Savings & Loan Assn., Columbus, Ohio | 963,657,327 | 883,972,000 | 168 | | 1,219,643,030 | 1,130,480,000 | 34,159,815 | 2.80 | 3 | 2 |
| 182 | Metropolitan Federal Bank FSB, Fargo, N.D. | 959,671,000 | 858,622,000 | 174 | | 1,420,689,000 | 1,196,473,000 | 63,982,000 | 4.50 | 4 | 2 |
| 183 | Lincoln Federal Savings & Loan Assn., Westfield, N.J. | 959,313,000 | 944,035,000 | 158 | | 1,262,888,000 | 1,063,798,000 | 18,329,000 | 1.45 | 3 | 2 |
| 184 | Horizon Federal Savings Bank, Wilmette, Ill. | 953,330,088 | 826,269,000 | 184 | | 1,058,148,593 | 909,772,000 | 10,649,767 | 1.01 | 1 | 2 |
| 185 | Connecticut Savings Bank, New Haven | 950,577,494 | 863,075,317 | 172 | | 1,035,203,183 | 948,989,438 | 67,827,356 | 6.55 | 1 | 1 |
| 186 | First Federal Bank of Connecticut, New Haven | 946,718,677 | 757,001,834 | 202 | + 16 | 997,776,706 | 802,802,031 | 35,398,630 | 3.55 | 1 | 2 |
| 187 | New Haven Savings Bank, Conn. | 944,563,044 | 860,232,289 | 173 | | 1,103,888,546 | 960,652,384 | 77,296,903 | 7.00 | 1 | 1 |
| 188 | American Charter Federal S & L Assn., Lincoln, Neb. | 942,964,172 | 836,421,475 | 179 | | 1,353,926,253 | 1,207,763,364 | 32,185,975 | 2.38 | 3 | 2 |
| 189 | Pelican Homestead & Savings Assn., Metairie, La. | 936,059,000 | 738,906,426 | 209 | + 20 | 977,823,000 | 799,884,858 | 22,595,000 | 2.31 | 3 | 2 |
| 190 | The First, F.A., Orlando, Fla. | 933,824,940 | 854,741,001 | 175 | | 1,113,159,680 | 1,000,431,223 | 28,459,322 | 2.56 | 3 | 2 |
| 191 | Bay View Fed. Savings & Loan Assn., San Mateo, Calif. | 930,512,000 | 1,063,844,248 | 139 | | 1,291,493,000 | 1,239,214,478 | N.A. | N.A. | 3 | 2 |
| 192 | Citizens Savings Bank FSB, Providence, R.I. | 927,796,254 | 847,955,766 | 176 | | 1,039,901,700 | 948,763,047 | 96,059,159 | 9.24 | 1 | 1 |
| 193 | Detroit & Northern Savings, FA, Hancock, Mich | 924,227,000 | 835,367,000 | 181 | | 1,258,616,000 | 1,151,903,000 | 52,359,000 | 4.16 | 3 | 2 |
| 194 | Pomona First Fed. Savings & Loan Assn., Calif. | 921,196,329 | 818,510,254 | 188 | | 993,544,312 | 910,960,036 | 42,150,565 | 4.24 | 3 | 2 |
| 195 | Ridgewood Savings Bank, Queens, New York | 915,721,031 | 928,156,288 | 160 | | 1,005,316,947 | 1,015,570,347 | 67,592,523 | 6.72 | 1 | 1 |
| 196 | Diamond Savings & Loan Co., Findlay, Ohio | 911,273,000 | 832,443,846 | 183 | | 1,077,770,000 | 971,192,431 | 33,684,000 | 3.13 | 4 | 2 |
| 197 | Buckeye Federal Savings & Loan Assn., Columbus, Ohio | 909,397,533 | 910,658,000 | 164 | | 1,201,311,490 | 1,218,569,000 | 42,446,204 | 3.53 | 4 | 2 |
| 198 | Great American Federal S & L Assn., Oak Park, Ill. | 896,750,610 | 769,910,565 | 198 | | 1,162,442,363 | 913,307,579 | 33,445,997 | 2.88 | 3 | 2 |
| 199 | Hamburg Savings Bank, Brooklyn, New York | 896,568,000 | 882,553,814 | 170 | | 967,718,000 | 951,565,268 | 50,272,000 | 5.19 | 1 | 1 |
| 200 | Columbia First Federal S & L Assn., Washington, D.C. | 893,381,472 | 785,173,543 | 196 | | 1,239,018,770 | 898,567,477 | 33,746,734 | 2.72 | 3 | 2 |

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# Top 300 Thrift Institutions in United States

## In Order of Deposits December 31, 1984, Compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| Rank 12/31/84 | | Deposits Dec. 31, 1984 | Deposits Dec. 31, 1983 | Rank 12/31/83 | Gain | Assets 12/31/84 | Assets 12/31/83 | Net Worth 12/31/84 | Net Worth to Assets(%) | Charter Type (a) | Insur. Type (b) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 201 | State Savings Bank, Columbus, Ohio | 885,841,500 | 720,221,087 | 218 | + 17 | 1,247,176,800 | 1,001,979,298 | 60,675,600 | 4.87 | 4 | 2 |
| 202 | First Federal Savings & Loan Assn., Jacksonville, Fla. | 884,217,342 | 835,549,645 | 180 | | 1,054,824,897 | 987,021,101 | 8,741,118 | 0.83 | 3 | 2 |
| 203 | Western Savings Assn., Gatesville, Tex. | 876,640,000 | ............ | ... | | 1,425,198,000 | ............ | N.A. | N.A. | 3 | 2 |
| 204 | Nevada Savings & Loan Assn., Las Vegas | 871,349,616 | 788,942,000 | 195 | | 1,105,125,930 | 1,078,113,000 | 66,971,111 | 6.06 | 4 | 2 |
| 205 | Roosevelt Savings Bank, Garden City, N.Y. | 868,793,400 | 833,343,000 | 182 | | 940,402,277 | 923,597,000 | N.A. | N.A. | 1 | 1 |
| 206 | Collective Federal S & L Assn., Egg Harbor City, N.J. | 865,038,792 | 707,312,719 | 224 | + 18 | 1,046,894,751 | 777,562,309 | 36,640,586 | 3.50 | 4 | 2 |
| 207 | First Western Savings Assn., Las Vegas, Nev. | 862,763,000 | 579,808,000 | 285 | + 78 | 1,048,130,000 | 688,509,000 | 43,042,000 | 4.11 | 4 | 2 |
| 208 | Provident Institution for Savings, Boston | 855,286,000 | 815,933,000 | 189 | | 1,136,074,000 | 998,274,000 | 93,564,000 | 8.24 | 1 | 1 |
| 209 | Commonwealth Savings & Loan Assn., Ft. Lauderdale, Fla. | 850,381,000 | 427,797,000 | 381 | +172 | 883,450,000 | 456,482,000 | 18,831,000 | 2.13 | 4 | 2 |
| 210 | Savers Fed. Savings & Loan Assn., Little Rock, Ark. | 845,654,984 | 689,928,199 | 229 | + 19 | 965,546,857 | 764,511,034 | 37,777,023 | 3.91 | 4 | 2 |
| 211 | Union Fed. Savings & Loan Assn., Los Angeles | 843,370,466 | 617,879,154 | 261 | + 50 | 1,204,415,200 | 899,760,334 | 42,361,093 | 3.52 | 3 | 2 |
| 212 | Naples Federal Savings & Loan Assn., Fla. | 841,263,049 | 745,142,000 | 207 | | 1,084,662,000 | 939,731,000 | 54,284,216 | 5.00 | 4 | 2 |
| 213 | Maine Savings Bank, Portland | 840,760,000 | 722,139,026 | 216 | + 3 | 963,753,000 | 787,321,950 | 62,428,000 | 6.48 | 2 | 1 |
| 214 | Banking Center, Waterbury, Conn. | 840,728,326 | 823,590,113 | 185 | | 954,577,047 | 974,302,754 | 72,997,261 | 7.65 | 1 | 1 |
| 215 | American Fed. S & L Assn of Iowa, Des Moines | 840,579,819 | 791,919,513 | 193 | | 1,105,191,537 | 1,031,502,127 | 38,457,932 | 3.48 | 3 | 2 |
| 216 | Columbia Savings & Loan Assn., Fair Lawn, N.J. | 837,228,113 | 783,447,172 | 197 | | 991,614,407 | 862,945,135 | 31,928,673 | 3.22 | 3 | 2 |
| 217 | Morris County Savings Bank, Morristown, N.J. | 830,277,000 | 794,428,064 | 192 | | 888,930,000 | 834,312,288 | 35,148,000 | 3.95 | 2 | 1 |
| 218 | Anchor Savings & Loan Assn., Madison, Wis. | 827,767,650 | 719,634,000 | 220 | + 2 | 1,024,792,369 | 830,675,000 | 35,174,456 | 3.43 | 3 | 2 |
| 219 | Commonwealth Federal S & L Assn., Norristown, Pa. | 826,570,000 | 797,333,961 | 191 | | 1,029,253,000 | 920,507,194 | 45,651,000 | 4.44 | 3 | 2 |
| 220 | Security Savings & Loan Assn., Scottsdale, Ariz. | 823,689,059 | 553,295,709 | 294 | + 74 | 916,547,469 | 787,296,083 | 29,611,410 | 3.23 | 4 | 2 |
| 221 | Vernon Savings & Loan Assn., Tex. | 820,214,000 | ............ | ... | | 909,469,000 | ............ | N.A. | N.A. | 3 | 2 |
| 222 | Dixie Savings & Loan Assn., New Orleans, La. | 820,213,812 | 602,286,000 | 270 | + 48 | 1,100,055,000 | 837,427,000 | 93,182,083 | 8.47 | 4 | 2 |
| 223 | Crestmont Federal Savings & Loan Assn., Maplewood, N.J. | 814,620,840 | 594,286,111 | 276 | + 53 | 922,435,888 | 699,070,542 | 18,746,919 | 2.03 | 3 | 2 |
| 224 | Wilmington Savings Fund Society FSB, Del. | 814,519,000 | 839,950,000 | 177 | | 888,501,000 | 940,648,000 | 34,611,000 | 3.90 | 1 | 1 |
| 225 | National Permanent Bank, FSB, Washington, D.C. | 811,541,384 | 761,848,352 | 200 | | 1,152,687,446 | 1,029,831,212 | 8,629,882 | 0.75 | 1 | 1 |
| 226 | Eagle Savings Assn., Cincinnati | 810,544,162 | 819,523,204 | 186 | | 918,547,931 | 940,127,771 | 26,591,253 | 2.89 | 4 | 1 |
| 227 | Western Fed. Savings & Loan Assn., Marina Del Rey, Calif. | 806,430,403 | 683,760,000 | 231 | + 4 | 1,303,462,486 | 1,074,929,000 | 75,064,811 | 5.76 | 4 | 2 |
| 228 | Provident Bank of Maryland, Baltimore | 798,900,000 | 722,137,970 | 217 | | 883,500,000 | 817,129,677 | 80,600,000 | 9.12 | 3 | 2 |
| 229 | State Savings & Loan Assn., Lubbock, Tex. | 788,025,000 | 658,719,000 | 245 | + 16 | 845,902,000 | 715,365,000 | N.A. | N.A. | 4 | 2 |
| 230 | City Savings & Loan Assn., San Angelo, Tex. | 786,976,000 | 705,754,000 | 225 | | 855,555,000 | 750,081,000 | N.A. | N.A. | 4 | 2 |
| 231 | Great Southern Federal Savings Bank, Savannah, Ga. | 786,274,319 | 720,170,516 | 219 | | 968,003,669 | 812,585,418 | 41,099,112 | 4.25 | 2 | 2 |
| 232 | Great Financial Federal S & L Assn., Louisville, Ky. | 784,068,000 | 755,289,770 | 203 | | 1,003,409,000 | 845,318,250 | 65,119,000 | 6.49 | 3 | 2 |
| 233 | Franklin Savings Assn., Ottawa, Kan. | 775,528,000 | 507,752,000 | 322 | + 89 | 1,586,621,000 | 947,504,000 | N.A. | N.A. | 3 | 2 |
| 234 | Mutual Savings & Loan Assn. of Wisconsin, Milwaukee | 773,532,054 | 740,905,800 | 208 | | 874,277,987 | 836,648,955 | 50,343,743 | 5.76 | 3 | 2 |
| 235 | Mid America Federal Savings & Loan Assn., Cicero, Ill. | 773,512,027 | 658,818,393 | 244 | + 9 | 935,002,876 | 803,528,170 | 19,395,480 | 2.07 | 3 | 2 |
| 236 | First Federal Savings Bank, Santurce, P.R. | 772,328,715 | 725,769,729 | 214 | | 1,191,047,937 | 1,115,732,249 | 90,225,707 | 7.58 | 1 | 2 |
| 237 | American Savings Bank, Springfield, Ill. | 770,657,841 | 1,015,958,000 | 147 | | 1,016,732,592 | 1,042,316,000 | N.A. | N.A. | 1 | 2 |
| 238 | Eastern Savings Bank, Scarsdale, N.Y. | 765,466,000 | 703,734,869 | 227 | | N.A. | 743,561,875 | 10,607,000 | N.A. | 1 | 1 |
| 239 | United Savings of America, FS&LA, Chicago | 751,414,000 | 652,342,699 | 246 | + 7 | 805,909,000 | 717,079,913 | N.A. | N.A. | 3 | 2 |
| 240 | First American Savings Bank, Greensboro, N.C. | 749,677,157 | 672,435,583 | 235 | | 890,778,074 | 787,249,334 | 12,512,757 | 1.40 | 1 | 2 |
| 241 | American Federal Bank FSB, Greenville, S.C. | 748,945,000 | 676,139,006 | 233 | | 972,055,000 | 900,809,466 | N.A. | N.A. | 1 | 2 |
| 242 | Columbia Federal Savings Bank, Queens, New York | 747,221,948 | 708,345,829 | 223 | | 967,608,471 | 876,959,934 | 33,078,939 | 3.42 | 1 | 2 |
| 243 | Butterfield Savings & Loan Assn., Temecula, Calif. | 746,149,000 | 457,531,000 | 357 | +114 | 830,727,000 | 491,709,000 | N.A. | N.A. | 3 | 2 |
| 244 | Fidelity Federal Savings & Loan Assn., Nashville, Tenn | 742,880,718 | 713,424,402 | 222 | | 802,755,594 | 787,438,203 | 33,583,799 | 4.18 | 3 | 2 |
| 245 | Security Federal Savings & Loan Assn., Columbia, S.C. | 741,464,000 | 687,082,231 | 230 | | 801,894,000 | 751,996,038 | 14,553,000 | 1.81 | 3 | 2 |
| 246 | Equitable Federal Savings & Loan Assn., Lancaster, Ohio | 739,069,000 | 619,331,000 | 258 | + 12 | 822,120,000 | 731,470,000 | N.A. | N.A. | 3 | 2 |
| 247 | Queen City Savings & Loan Assn., Plainfield, N.J. | 738,834,072 | 600,437,125 | 273 | + 26 | 894,894,243 | 712,890,516 | 16,340,805 | 1.83 | 3 | 2 |
| 248 | American Diversified Savings & Loan Assn., Lodi, Calif. | 736,891,000 | ............ | ... | | 792,276,000 | ............ | N.A. | N.A. | 3 | 2 |
| 249 | Commonwealth Savings Assn., Houston | 735,420,008 | ............ | ... | | 933,133,334 | ............ | 34,834,350 | 3.73 | 4 | 2 |
| 250 | Roslyn Savings Bank, N.Y. | 734,221,938 | 723,168,317 | 215 | | 845,412,667 | 800,365,074 | 60,320,251 | 7.14 | 1 | 1 |
| 251 | First Home Federal Savings & Loan Assn., Greensboro, N.C. | 730,919,000 | 668,942,787 | 239 | | 818,252,000 | 816,696,819 | 31,505,000 | 3.85 | 3 | 2 |
| 252 | Cumberland Federal Savings & Loan Assn., Louisville, Ky. | 730,647,368 | 746,443,941 | 206 | | 931,126,689 | 923,708,922 | 23,882,253 | 2.56 | 3 | 2 |
| 253 | Ensign Bank FSB, Hialeah, Fla. | 727,821,748 | 632,976,952 | 252 | | 889,318,470 | 804,130,598 | 46,520,208 | 5.23 | 2 | 2 |
| 254 | Standard Federal Savings & Loan Assn., Gaithersburg, Md. | 727,578,212 | 748,350,878 | 205 | | 1,075,850,363 | 900,153,258 | 14,766,617 | 1.37 | 4 | 2 |
| 255 | Continental Federal Savings & Loan Assn., Fairfax, Va. | 725,399,992 | 691,580,781 | 228 | | 933,475,796 | 806,454,848 | 26,407,315 | 2.83 | 3 | 2 |
| 256 | First Federal Savings Bank & Trust, Pontiac, Mich. | 723,939,239 | 666,987,475 | 240 | | 1,110,506,401 | 801,975,147 | 28,188,118 | 2.54 | 1 | 2 |
| 257 | First Federal Savings Bank, Cleveland | 723,597,710 | 642,402,957 | 248 | | 853,769,228 | 782,646,114 | 40,003,238 | 4.69 | 1 | 2 |
| 258 | Duval Fed. Savings & Loan Assn., Jacksonville, Fla. | 721,061,000 | 526,566,000 | 309 | + 51 | 867,162,000 | 578,461,000 | 36,688,000 | 4.23 | 3 | 2 |
| 259 | South Boston Savings Bank, Boston | 720,228,000 | 610,952,000 | 265 | + 6 | 846,684,000 | 688,463,000 | 78,274,000 | 9.24 | 2 | 3 |
| 260 | Queens County Savings Bank, Queens, New York | 719,183,269 | 714,863,577 | 221 | | 775,321,958 | 775,139,325 | 39,747,772 | 5.13 | 1 | 1 |
| 261 | Blue Valley Fed. Savings & Loan Assn., Kansas City, Mo. | 718,342,428 | 532,453,833 | 308 | + 47 | 772,926,078 | 589,065,388 | 18,116,439 | 2.34 | 3 | 2 |
| 262 | First Federal Savings Bank of California, Santa Monica | 710,526,000 | 502,692,000 | 324 | + 62 | 1,051,488,000 | 786,007,000 | 59,327,000 | 5.64 | 2 | 2 |
| 263 | Southwest Savings & Loan Assn., Los Angeles | 709,745,704 | 495,881,443 | 327 | + 64 | 929,146,721 | 641,482,823 | 15,347,619 | 1.65 | 4 | 2 |
| 264 | Capital Savings Bank FA, Olympia, Wash. | 708,518,187 | 673,944,855 | 234 | | 762,474,000 | 748,815,333 | 22,177,270 | 2.91 | 1 | 2 |
| 265 | Silverado Banking Savings & Loan Assn., Denver | 705,469,532 | ............ | ... | | 953,813,996 | ............ | 55,969,826 | 5.87 | 4 | 2 |
| 266 | Metropolitan Federal S & L Assn., Nashville, Tenn. | 703,120,000 | 625,393,482 | 256 | | 917,395,000 | 802,930,851 | 47,313,000 | 5.16 | 3 | 2 |
| 267 | United Postal Savings Assn., St. Louis, Mo. | 699,138,859 | 589,890,780 | 277 | + 10 | 931,463,480 | 788,598,281 | 47,449,474 | 5.09 | 3 | 2 |
| 268 | Home Savings Association of Florida, Hollywood | 698,423,413 | 669,782,675 | 238 | | 824,955,657 | 995,691,590 | 50,540,405 | 6.13 | 3 | 2 |
| 269 | Washington Federal Savings & Loan Assn., Seattle | 692,530,000 | 625,648,325 | 255 | | 966,103,000 | 851,401,422 | 115,456,000 | 11.95 | 4 | 2 |
| 270 | City Federal Savings & Loan Assn., Birmingham, Ala. | 687,746,188 | 636,708,158 | 249 | | 820,493,052 | 743,170,965 | 12,475,952 | 1.52 | 3 | 2 |
| 271 | Springfield Institution for Savings, Mass. | 687,649,083 | 625,256,000 | 257 | | N.A. | 727,098,000 | 71,038,410 | N.A. | 1 | 1 |
| 272 | Harbor Federal Savings & Loan Assn., Fort Pierce, Fla. | 686,545,029 | 587,801,307 | 278 | + 6 | 866,222,137 | 717,174,688 | 38,790,608 | 4.48 | 3 | 2 |
| 273 | Frontier Fed. Savings & Loan Assn., Ponca City, Okla. | 683,234,000 | 597,137,000 | 275 | + 2 | 791,460,000 | 695,288,000 | N.A. | N.A. | 3 | 2 |
| 274 | Capitol Federal Savings & Loan Assn., Aurora, Colo. | 681,692,601 | 562,715,041 | 291 | + 17 | 924,079,326 | 766,320,764 | 62,797,962 | 6.80 | 4 | 2 |
| 275 | Unifirst Bank for Savings FA, Jackson, Miss. | 680,455,000 | 671,754,254 | 236 | | 739,713,000 | 780,088,897 | 21,665,000 | 2.93 | 1 | 2 |
| 276 | Washington Federal S & L Assn., Washington, D.C. | 673,767,839 | 618,398,114 | 259 | | 836,008,498 | 720,480,194 | 26,140,874 | 3.13 | 3 | 2 |
| 277 | Standard Federal Savings & Loan Assn., Chicago | 672,437,792 | 608,885,000 | 267 | | 733,653,561 | 659,052,000 | 33,446,991 | 4.56 | 4 | 2 |
| 278 | Commerce Savings Assn., Angleton, Tex. | 671,857,000 | 471,602,347 | 346 | + 68 | 841,381,000 | 737,021,572 | N.A. | N.A. | 4 | 2 |
| 279 | Richmond Hill Savings Bank, Floral Park, N.Y. | 670,459,300 | 647,118,708 | 247 | | 733,774,254 | 691,441,940 | 29,067,786 | 3.96 | 1 | 1 |
| 280 | Central Federal Savings, FSB, Long Beach, N.Y. | 666,592,000 | 582,000,000 | 284 | + 4 | 851,983,000 | 735,000,000 | N.A. | N.A. | 1 | 2 |
| 281 | Skokie Federal Savings & Loan Assn., Ill. | 666,317,329 | 585,994,579 | 282 | + 1 | 758,438,603 | 680,207,088 | 11,787,983 | 1.55 | 4 | 2 |
| 282 | Home Federal Savings Bank of Tennessee, Knoxville | 664,736,722 | 628,908,499 | 254 | | 725,095,000 | 686,560,148 | 38,732,334 | 5.34 | 1 | 1 |
| 283 | Mechanics & Farmers Savings Bank FSB, Bridgeport, Conn. | 664,125,783 | 671,456,835 | 237 | | 794,466,009 | 789,526,050 | 39,637,552 | 4.99 | 1 | 1 |
| 284 | Berkeley Fed. Savings & Loan Assn., Millburn, N.J. | 663,482,380 | 541,351,913 | 304 | + 20 | 830,226,366 | 681,066,477 | 19,273,477 | 2.32 | 3 | 2 |
| 285 | Home & City Savings Bank, Albany, N.Y. | 663,082,479 | 682,286,000 | 232 | | 705,190,672 | 721,671,000 | 26,724,513 | 3.79 | 1 | 1 |
| 286 | Citizens Savings Bank, Canton, Ohio | 661,371,129 | 665,393,345 | 241 | | 785,670,604 | 801,806,969 | 44,570,723 | 5.67 | 4 | 2 |
| 287 | Midwest Federal Savings Bank, Minot, N.D. | 660,339,468 | 382,609,490 | ... | | 942,791,668 | 454,491,111 | N.A. | N.A. | 1 | 2 |
| 288 | First Federal Savings & Loan Assn., Flourtown, Pa. | 659,325,000 | 603,023,000 | 269 | | 845,509,000 | 803,349,000 | 73,225,000 | 8.66 | 3 | 2 |
| 289 | Westchester Federal Savings Bank, New Rochelle, N.Y. | 658,657,972 | 551,539,526 | 299 | + 10 | 927,845,239 | 742,231,393 | 45,817,925 | 4.94 | 2 | 2 |
| 290 | First Financial Bank, FSB, New Orleans, La. | 657,855,000 | 615,839,614 | 262 | | 758,088,000 | 702,903,052 | N.A. | N.A. | 1 | 2 |
| 291 | United Federal Savings Bank of Iowa, Des Moines | 657,849,717 | 600,509,706 | 272 | | 883,860,230 | 713,364,393 | 10,453,211 | 1.18 | 1 | 2 |
| 292 | Alamo Savings Assn., San Antonio, Tex. | 652,987,562 | 542,136,552 | 303 | + 11 | 789,048,000 | 765,156,660 | N.A. | N.A. | 4 | 2 |
| 293 | First Federal Savings & Loan Assn., Canton, Ohio | 650,253,902 | 634,501,294 | 251 | | 717,787,515 | 699,208,614 | 28,386,056 | 3.95 | 3 | 2 |
| 294 | First Savings Bank of Florida FSB, Tarpon Springs | 650,196,000 | N.A. | ... | | 739,338,000 | N.A. | 65,454,000 | 8.85 | 2 | 2 |
| 295 | Home Savings & Loan Co., Youngstown, Ohio | 649,737,704 | 636,469,645 | 250 | | 722,728,793 | 689,615,681 | 34,943,921 | 4.83 | 3 | 2 |
| 296 | Jersey Shore Savings & Loan Assn., Toms River, N.J. | 647,800,250 | 553,918,000 | 293 | | 704,153,000 | 592,986,000 | 13,933,525 | 1.98 | 3 | 2 |
| 297 | Caguas Federal Savings & Loan Assn., P.R. | 646,118,000 | 550,909,828 | 300 | + 3 | 938,630,000 | 745,228,934 | N.A. | N.A. | 3 | 2 |
| 298 | Olympic Federal, Berwyn, Ill. | 644,830,264 | 479,370,803 | 342 | + 44 | 706,681,888 | 538,858,385 | 15,161,792 | 2.15 | 3 | 2 |
| 299 | Bloomfield Savings & Loan Assn., FA, Birmingham, Mich. | 643,760,000 | ............ | ... | | 738,516,000 | ............ | N.A. | N.A. | 3 | 2 |
| 300 | Security Savings & Loan Assn., Vineland, N.J. | 642,800,926 | 565,385,396 | 289 | | 834,577,052 | 732,977,900 | 23,108,369 | 2.77 | 3 | 2 |

The bulk of the data are from American Banker's questionnaire which asks for total deposits and savings accounts, excluding all escrowed accounts. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-in surplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income. **(a) — Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **(b) — Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured; 4-Noninsured.

# Top 300 Thrifts in Geographical Order

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| Rank 12/31/84 | | Total Deposits 12/31/84 |
|---|---|---|
| | **Alabama** | |
| | First Southern Fed. Savings & Loan Assn., Mobile | 1,185,811,927 |
| 270 | City Federal Savings & Loan Assn., Birmingham | 687,746,188 |
| | **Arizona** | |
| 42 | Western Savings & Loan Assn., Phoenix | 2,895,056,421 |
| 43 | First Federal Savings & Loan Assn., Phoenix | 2,885,414,754 |
| 123 | Southwest Savings & Loan Assn., Phoenix | 1,295,523,000 |
| 151 | Home Federal Savings & Loan Assn., Tucson | 1,140,958,097 |
| 159 | Pima Savings & Loan Assn., Tucson | 1,110,334,633 |
| 220 | Security Savings & Loan Assn., Scottsdale | 823,689,059 |
| | **Arkansas** | |
| 109 | First Federal Savings of Arkansas, FA, Little Rock | 1,404,079,000 |
| 137 | Firstsouth FA, Pine Bluff | 1,206,834,187 |
| 210 | Savers Fed. Savings & Loan Assn., Little Rock | 845,654,984 |
| | **California** | |
| 1 | American Savings & Loan Assn., Stockton | 20,326,639,000 |
| 2 | Home Savings of America, FA, Irwindale | 18,593,857,000 |
| 3 | Great Western Savings, FS&LA, Beverly Hills | 16,694,317,828 |
| 4 | California Fed. Savings & Loan Assn., Los Angeles | 14,283,599,000 |
| 7 | Glendale Federal Savings & Loan Assn. | 8,904,922,000 |
| 8 | World Savings, FS&LA, Oakland | 7,461,162,906 |
| 10 | Home Fed. Savings & Loan Assn. of San Diego | 6,680,533,098 |
| 11 | First Nationwide Savings, FS&LA, San Francisco | 6,560,300,000 |
| 12 | Gibraltar Savings, Beverly Hills | 6,382,919,209 |
| 19 | Imperial Savings Assn., San Diego. | 5,103,771,494 |
| 20 | Sears Savings Bank, Glendale | 4,818,003,000 |
| 22 | Coast Savings & Loan Assn., Los Angeles | 4,702,518,976 |
| 24 | Columbia Savings & Loan Assn., Beverly Hills | 4,024,572,000 |
| 28 | Great American First Savings Bank, San Diego | 3,559,019,000 |
| 44 | Citicorp Savings, FS&LA, San Francisco | 2,809,688,727 |
| 58 | Beverly Hills Savings & Loan Assn. | 2,297,249,000 |
| 61 | Homestead Savings, FS&LA, San Francisco | 2,228,480,000 |
| 68 | Santa Barbara Savings & Loan Assn. | 2,094,538,000 |
| 70 | Valley Federal S & L Assn., Van Nuys | 2,050,902,000 |
| 74 | Guarantee Savings, FS&LA, Fresno | 1,927,217,097 |
| 75 | Fidelity Federal S & L Assn., Glendale. | 1,926,143,000 |
| 82 | Downey Savings & Loan Assn., Costa Mesa | 1,759,613,000 |
| 85 | Lincoln Savings & Loan Assn., Irvine | 1,679,000,000 |
| 88 | Central Savings & Loan Assn., San Diego | 1,667,327,166 |
| 91 | Mercury Savings, FS&LA, Huntington Beach | 1,605,262,000 |
| 110 | Bell Savings & Loan Assn., San Mateo | 1,387,727,000 |
| 112 | Far West Savings & Loan Assn., Newport Beach | 1,369,905,000 |
| 113 | Pacific Savings Bank, Costa Mesa | 1,353,952,468 |
| 115 | San Francisco Federal Savings & Loan Assn. | 1,334,168,000 |
| 116 | Eureka Federal Savings & Loan Assn., San Carlos | 1,329,619,000 |
| 130 | Southern California Savings, FS&LA, Beverly Hills | 1,260,689,000 |
| 146 | Sacramento Savings & Loan Assn. | 1,160,494,081 |
| 191 | Bay View Fed. Savings & Loan Assn., San Mateo | 930,512,000 |
| 194 | Pomona First Fed. Savings & Loan Assn. | 921,196,329 |
| 211 | Union Fed. Savings & Loan Assn., Los Angeles | 843,370,466 |
| 227 | Western Fed. Savings & Loan Assn., Marina Del Rey | 806,430,403 |
| 243 | Butterfield Savings & Loan Assn., Temecula | 746,149,000 |
| 248 | American Diversified Savings & Loan Assn., Lodi | 736,891,000 |
| 262 | First Federal Savings Bank of California, Santa Monica | 710,526,000 |
| 263 | Southwest Savings & Loan Assn., Los Angeles | 709,745,704 |
| | **Colorado** | |
| 55 | Midland/Western Fed. Savings & Loan Assn, Denver | 2,334,354,000 |
| 77 | Columbia Savings, FS&LA, Denver | 1,898,095,191 |
| 132 | Empire Savings Building & Loan Assn., Denver | 1,248,479,295 |
| 265 | Silverado Banking Savings & Loan Assn., Denver | 705,469,532 |
| 274 | Capitol Federal Savings & Loan Assn., Aurora | 681,692,601 |
| | **Connecticut** | |
| 29 | People's Bank-Bridgeport | 3,443,536,000 |
| 37 | Northeast Savings, FA, Hartford | 3,050,987,000 |
| 71 | Society for Savings, Hartford | 2,020,219,000 |
| 185 | Connecticut Savings Bank, New Haven | 950,577,494 |
| 186 | First Federal Bank of Connecticut, New Haven | 946,718,677 |
| 187 | New Haven Savings Bank | 944,563,044 |
| 214 | Banking Center, Waterbury | 840,728,326 |
| 283 | Mechanics & Farmers Savings Bank FSB, Bridgeport | 664,125,783 |
| | **Delware** | |
| 224 | Wilmington Savings Fund Society FSB | 814,519,000 |
| | **District of Columbia** | |
| 200 | Columbia First Federal S & L Assn., Washington, D.C. | 893,381,472 |
| 225 | National Permanent Bank, FSB, Washington, D.C. | 811,541,384 |
| 276 | Washington Federal S & L Assn., Washington, D.C. | 673,767,839 |
| | **Florida** | |
| 30 | Florida Federal Savings & Loan Assn., St. Petersburg | 3,376,338,000 |
| 41 | AmeriFirst Federal Savings & Loan Assn., Miami | 2,922,750,955 |
| 49 | American Savings & Loan Assn. of Florida, Miami | 2,416,006,000 |
| 50 | Centrust Savings Bank, Miami | 2,401,455,445 |
| 59 | Coral Gables Federal Savings & Loan Assn. | 2,296,333,000 |
| 66 | Citicorp Savings of Florida, FS&LA, Miami | 2,105,317,531 |
| 78 | Freedom Savings & Loan Assn., Tampa | 1,883,897,000 |
| 97 | Atlantic Federal S & L Assn., Fort Lauderdale | 1,542,787,000 |
| 100 | Goldome Savings Bank, St. Petersburg | 1,528,857,432 |
| 102 | Pioneer Federal Savings & Loan Assn., Clearwater | 1,489,705,000 |
| 111 | Sunrise Savings & Loan Assn., Boynton Beach | 1,381,362,000 |
| 114 | Chase Federal Savings & Loan Assn., Miami | 1,335,395,000 |
| 121 | Citizens Federal Savings & Loan Assn., Miami | 1,315,025,197 |
| 125 | United First Fed. Savings & Loan Assn., Sarasota | 1,288,620,397 |
| 126 | Fortune Federal Savings & Loan Assn., Clearwater | 1,284,161,279 |
| 142 | Home Federal Bank of Florida FSB, St. Petersburg | 1,184,426,000 |
| 147 | Hollywood Federal Savings & Loan Assn. | 1,155,272,076 |
| 150 | Financial Fed. Savings & Loan Assn., Miami Lakes | 1,147,083,574 |
| 156 | Flagler Federal Savings & Loan Assn., Miami | 1,126,373,472 |
| 165 | Security First Fed. S & L Assn., Daytona Beach | 1,075,108,329 |
| 175 | CrossLand Savings, FSLA, Bradenton | 1,003,536,580 |
| 180 | Coast Federal Savings & Loan Assn., Sarasota | 971,003,203 |
| 190 | The First, F.A., Orlando | 933,824,940 |
| 202 | First Federal Savings & Loan Assn., Jacksonville | 884,217,342 |
| 209 | Commonwealth Savings & Loan Assn., Ft. Lauderdale | 850,381,000 |
| 212 | Naples Federal Savings & Loan Assn. | 841,263,049 |
| 253 | Ensign Bank FSB, Hialeah | 727,821,748 |
| 258 | Duval Fed. Savings & Loan Assn., Jacksonville | 721,061,000 |
| 268 | Home Savings Association of Florida, Hollywood | 698,423,413 |
| 272 | Harbor Federal Savings & Loan Assn., Fort Pierce | 686,545,029 |
| 294 | First Savings Bank of Florida FSB, Tarpon Springs | 650,196,000 |
| | **Georgia** | |
| 69 | Georgia Federal Bank, FSB, Atlanta | 2,055,296,824 |
| 89 | Fulton Federal Savings & Loan Assn., Atlanta | 1,666,902,000 |
| 101 | Decatur Federal Savings & Loan Assn. | 1,491,282,860 |
| 231 | Great Southern Federal Savings Bank, Savannah | 786,274,319 |
| | **Hawaii** | |
| 131 | Honolulu Federal Savings & Loan Assn., Hawaii | 1,258,952,757 |
| | **Illinois** | |
| 17 | Talman Home Federal Savings & Loan Assn., Chicago | 5,342,548,000 |
| 27 | Citicorp Savings of Illinois, FS&LA, Chicago | 3,559,917,000 |
| 81 | St. Paul Federal Bank for Savings, Chicago | 1,800,825,708 |
| 96 | Bell Federal Savings & Loan Assn., Chicago | 1,563,623,893 |
| 107 | Lyons Savings & Loan Assn., Stickney | 1,418,823,558 |
| 136 | Bloomington Federal Savings & Loan Assn. | 1,223,728,192 |
| 167 | Pathway Financial, FA, Chicago | 1,050,192,277 |
| 171 | Cragin Federal Savings & Loan Assn., Chicago | 1,023,877,608 |
| 184 | Horizon Federal Savings Bank, Wilmette | 953,330,088 |
| 198 | Great American Federal S & L Assn., Oak Park | 896,750,610 |
| 235 | Mid America Federal Savings & Loan Assn., Cicero | 773,512,027 |
| 237 | American Savings Bank, Springfield | 770,657,841 |
| 239 | United Savings of America, FS&LA, Chicago | 751,414,000 |
| 277 | Standard Federal Savings & Loan Assn., Chicago | 672,437,792 |
| 281 | Skokie Federal Savings & Loan Assn. | 666,317,329 |
| 298 | Olympic Federal, Berwyn | 644,830,264 |
| | **Iowa** | |
| 215 | American Fed. S & L Assn of Iowa, Des Moines | 840,579,819 |
| 291 | United Federal Savings Bank of Iowa, Des Moines | 657,849,717 |
| | **Kansas** | |
| 80 | Capitol Federal Savings & Loan Assn., Topeka | 1,819,278,219 |
| 233 | Franklin Savings Assn., Ottawa | 775,528,000 |
| | **Kentucky** | |
| 232 | Great Financial Federal S & L Assn., Louisville | 784,068,000 |
| 252 | Cumberland Federal Savings & Loan Assn., Louisville | 730,647,368 |
| | **Louisiana** | |
| 189 | Pelican Homestead & Savings Assn., Metairie | 936,059,000 |
| 222 | Dixie Savings & Loan Assn., New Orleans | 820,213,812 |
| 290 | First Financial Bank, FSB, New Orleans | 657,855,000 |
| | **Maine** | |
| 213 | Maine Savings Bank, Portland | 840,760,000 |
| | **Maryland** | |
| 134 | Baltimore Federal Financial, FSA | 1,232,592,538 |
| 158 | Loyola Federal Savings & Loan Assn., Baltimore | 1,111,301,646 |
| 228 | Provident Bank of Maryland, Baltimore | 798,900,000 |
| 254 | Standard Federal Savings & Loan Assn., Gaithersburg | 727,578,212 |
| | **Massachusetts** | |
| 145 | Mutual Bank FSB, Boston | 1,165,237,682 |
| 160 | Boston Five Cents Savings Bank FSB | 1,110,310,000 |
| 174 | Neworld Bank for Savings, Boston | 1,009,321,506 |
| 208 | Provident Institution for Savings, Boston | 855,286,000 |
| 259 | South Boston Savings Bank, Boston | 720,228,000 |
| 271 | Springfield Institution for Savings | 687,649,083 |
| | **Michigan** | |
| 21 | First Federal of Michigan, Detroit | 4,800,965,564 |
| 26 | Standard Federal Bank, Troy | 3,918,460,787 |
| 94 | Great Lakes Federal S & L Assn., Ann Arbor | 1,577,771,899 |
| 193 | Detroit & Northern Savings, FA, Hancock | 924,227,000 |
| 256 | First Federal Savings Bank & Trust, Pontiac | 723,939,239 |
| 299 | Bloomfield Savings & Loan Assn., FA, Birmingham | 643,760,000 |
| | **Minnesota** | |
| 36 | Twin City Federal Savings & Loan Assn., Minneapolis | 3,083,666,000 |
| 106 | Midwest Federal Savings & Loan Assn., Minneapolis | 1,453,260,933 |
| 117 | First Federal Savings & Loan Assn., Minneapolis | 1,326,033,283 |
| 139 | Minnesota Federal Savings & Loan Assn., St. Paul | 1,190,005,115 |
| | **Mississippi** | |
| 275 | Unifirst Bank for Savings FA, Jackson | 680,455,000 |
| | **Missouri** | |
| 33 | Community Federal Savings & Loan Assn., St. Louis | 3,165,279,000 |
| 51 | Farm & Home Savings Assn., Nevada | 2,400,475,427 |
| 157 | Roosevelt Federal Savings & Loan Assn., Chesterfield | 1,114,584,000 |
| 178 | St. Louis Federal Savings & Loan Assn., Clayton | 986,113,000 |
| 261 | Blue Valley Fed. Savings & Loan Assn., Kansas City | 718,342,428 |
| 267 | United Postal Savings Assn., St. Louis | 699,138,859 |
| | **Nebraska** | |
| 120 | Commercial Federal Savings & Loan Assn., Omaha | 1,315,626,242 |
| 177 | First Federal Savings & Loan Assn., Lincoln | 990,313,803 |
| 188 | American Charter Federal S & L Assn., Lincoln | 942,964,172 |
| | **Nevada** | |
| 204 | Nevada Savings & Loan Assn., Las Vegas | 871,349,616 |
| 207 | First Western Savings Assn., Las Vegas | 862,763,000 |
| | **New Jersey** | |
| 14 | City Federal Savings & Loan Assn., Elizabeth | 6,165,801,000 |
| 25 | Carteret Savings & Loan Assn., FA, Morristown | 3,985,635,000 |
| 32 | Howard Savings Bank, Newark | 3,168,664,000 |
| 62 | Hudson City Savings Bank, Paramus | 2,225,112,022 |
| 149 | Provident Savings Bank, Jersey City | 1,148,212,434 |
| 176 | Investors Savings & Loan Assn., Millburn | 993,509,740 |
| 183 | Lincoln Federal Savings & Loan Assn., Westfield | 959,313,000 |
| 206 | Collective Federal S & L Assn., Egg Harbor City | 865,038,792 |

# Top 300 Thrifts in Geographical Order

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 |
|---|---|---|
| 216 | Columbia Savings & Loan Assn., Fair Lawn | 837,228,113 |
| 217 | Morris County Savings Bank, Morristown | 830,277,000 |
| 223 | Crestmont Federal Savings & Loan Assn., Maplewood | 814,620,840 |
| 247 | Queen City Savings & Loan Assn., Plainfield | 738,834,072 |
| 284 | Berkeley Fed. Savings & Loan Assn., Millburn | 663,482,380 |
| 296 | Jersey Shore Savings & Loan Assn., Toms River | 647,800,250 |
| 300 | Security Savings & Loan Assn., Vineland | 642,800,926 |
| | **New Mexico** | |
| 161 | Albuquerque Federal Savings & Loan Assn. | 1,095,213,921 |
| | **New York** | |
| 6 | Goldome FSB, Buffalo | 9,798,109,652 |
| 9 | Empire of America FSB, Buffalo | 6,918,804,000 |
| 13 | Dime Savings Bank of New York FSB, Brooklyn | 6,359,067,000 |
| 15 | CrossLand Savings FSB, Brooklyn, New York | 6,116,280,000 |
| 16 | Anchor Savings Bank FSB, Northport | 5,850,961,000 |
| 18 | Bowery Savings Bank, New York | 5,110,298,000 |
| 23 | Dollar-Dry Dock Savings Bank, Bronx, New York | 4,522,606,000 |
| 31 | Long Island Savings Bank FSB, Syosset | 3,336,239,000 |
| 35 | American Savings Bank FSB, New York | 3,085,643,000 |
| 38 | First Federal Savings & Loan Assn., Rochester | 3,024,455,000 |
| 39 | Emigrant Savings Bank, New York | 3,001,955,639 |
| 46 | Manhattan Savings Bank, New York | 2,581,639,512 |
| 53 | Seamen's Bank for Savings FSB, New York | 2,355,542,000 |
| 56 | Williamsburgh Savings Bank, Brooklyn, New York | 2,300,590,638 |
| 63 | Rochester Community Savings Bank | 2,201,006,370 |
| 65 | Lincoln Savings Bank FSB, Brooklyn, New York | 2,119,676,000 |
| 67 | Green Point Savings Bank, Brooklyn, New York | 2,103,451,568 |
| 72 | Greater New York Savings Bank, New York | 1,991,091,274 |
| 73 | East River Savings Bank, New York | 1,932,401,253 |
| 87 | Astoria Federal Savings & Loan Assn., Queens, New York | 1,668,396,570 |
| 92 | Albany Savings Bank FSB | 1,598,429,779 |
| 105 | Apple Bank For Savings, New York | 1,472,099,000 |
| 143 | Peoples Westchester Savings Bank, Tarrytown | 1,178,300,756 |
| 144 | East New York Savings Bank, New York | 1,168,847,294 |
| 153 | Onondaga Savings Bank, Syracuse | 1,136,239,196 |
| 154 | Syracuse Savings Bank | 1,135,093,497 |
| 162 | Independence Savings Bank, Brooklyn, New York | 1,087,467,896 |
| 163 | Jamaica Savings Bank FSB, Lynbrook | 1,085,056,286 |
| 164 | Columbia Banking Federal S & L Assn., Rochester | 1,079,924,312 |
| 169 | Fidelity New York, FA, Floral Park | 1,041,078,810 |
| 195 | Ridgewood Savings Bank, Queens, New York | 915,721,031 |
| 199 | Hamburg Savings Bank, Brooklyn, New York | 896,568,000 |
| 205 | Roosevelt Savings Bank, Garden City | 868,793,400 |
| 238 | Eastern Savings Bank, Scarsdale | 765,466,000 |
| 242 | Columbia Federal Savings Bank, Queens, New York | 747,221,948 |
| 250 | Roslyn Savings Bank | 734,221,938 |
| 260 | Queens County Savings Bank, Queens, New York | 719,183,269 |
| 279 | Richmond Hill Savings Bank, Floral Park | 670,459,300 |
| 280 | Central Federal Savings, FSB, Long Beach | 666,592,000 |
| 285 | Home & City Savings Bank, Albany | 663,082,479 |
| 289 | Westchester Federal Savings Bank, New Rochelle | 658,657,972 |
| | **North Carolina** | |
| 240 | First American Savings Bank, Greensboro | 749,677,157 |
| 251 | First Home Federal Savings & Loan Assn., Greensboro | 730,919,000 |
| | **North Dakota** | |
| 182 | Metropolitan Federal Bank FSB, Fargo | 959,671,000 |
| 287 | Midwest Federal Savings Bank, Minot | 660,339,468 |
| | **Ohio** | |
| 60 | Transohio Savings Bank, FSB, Cleveland | 2,245,783,000 |
| 90 | Citizens Federal Savings & Loan Assn., Dayton | 1,644,191,882 |
| 93 | Broadview Savings & Loan Co., Cleveland | 1,591,730,213 |
| 119 | Ohio Savings Assn., Cleveland | 1,319,261,315 |
| 127 | Cardinal Federal Savings Bank, Cleveland | 1,280,606,530 |
| 128 | Gem Savings Assn., Dayton | 1,273,000,000 |
| 141 | Third Federal Savings & Loan Assn., Cleveland | 1,184,826,941 |
| 173 | First Federal Savings & Loan Assn., Toledo | 1,011,502,859 |
| 181 | Mid-America Federal Savings & Loan Assn., Columbus | 963,657,327 |
| 196 | Diamond Savings & Loan Co., Findlay | 911,273,000 |
| 197 | Buckeye Federal Savings & Loan Assn., Columbus | 909,397,533 |
| 201 | State Savings Bank, Columbus | 885,841,500 |
| 226 | Eagle Savings Assn., Cincinnati | 810,544,162 |
| 246 | Equitable Federal Savings & Loan Assn., Lancaster | 739,069,000 |
| 257 | First Federal Savings Bank, Cleveland | 723,597,710 |
| 286 | Citizens Savings Bank, Canton | 661,371,129 |
| 293 | First Federal Savings & Loan Assn., Canton | 650,253,902 |
| 295 | Home Savings & Loan Co., Youngstown | 649,737,704 |
| | **Oklahoma** | |
| 118 | Sooner Federal Savings & Loan Assn., Tulsa | 1,320,000,000 |
| 273 | Frontier Fed. Savings & Loan Assn., Ponca City | 683,234,000 |
| | **Oregon** | |
| 54 | Benjamin Franklin Federal S & L Assn., Portland | 2,346,573,804 |
| 104 | Far West Federal Bank, Portland | 1,473,547,000 |
| | **Pennsylvania** | |
| 5 | Philadelphia Saving Fund Society | 10,966,927,000 |
| 45 | Atlantic Financial Federal, Bala Cynwyd | 2,689,322,746 |
| 64 | Dollar Bank FSB, Pittsburgh | 2,127,140,616 |
| 79 | First Federal Savings & Loan Assn., Pittsburgh | 1,845,000,000 |
| 95 | Hill Financial Savings Assn., Red Hill | 1,574,467,975 |
| 99 | Beneficial Savings Bank, Philadelphia | 1,535,636,000 |
| 133 | Germantown Savings Bank, Bala Cynwyd | 1,244,135,888 |
| 135 | Horizon Financial, FA, Southampton | 1,230,917,000 |
| 166 | Landmark Savings Assn., Pittsburgh | 1,071,260,000 |
| 219 | Commonwealth Federal S & L Assn., Norristown | 826,570,000 |
| 288 | First Federal Savings & Loan Assn., Flourtown | 659,325,000 |
| | **Puerto Rico** | |
| 236 | First Federal Savings Bank, Santurce | 772,328,715 |
| 297 | Caguas Federal Savings & Loan Assn. | 646,118,000 |
| | **Rhode Island** | |
| 84 | Old Stone Bank FSB, Providence | 1,680,178,000 |
| 192 | Citizens Savings Bank FSB, Providence | 927,796,254 |
| | **South Carolina** | |
| 122 | First Federal Savings & Loan Assn., Greenville | 1,309,478,000 |
| 241 | American Federal Bank FSB, Greenville | 748,945,000 |
| 245 | Security Federal Savings & Loan Assn., Columbia | 741,464,000 |
| | **Tennessee** | |
| 124 | Leader Federal Savings & Loan Assn., Memphis | 1,289,589,815 |
| 244 | Fidelity Federal Savings & Loan Assn., Nashville | 742,880,718 |
| 266 | Metropolitan Federal S & L Assn., Nashville | 703,120,000 |
| 282 | Home Federal Savings Bank of Tennessee, Knoxville | 664,736,722 |
| | **Texas** | |
| 34 | Gibraltar Savings Assn., Houston | 3,108,717,548 |
| 48 | First Texas Savings Assn., Dallas | 2,442,481,242 |
| 52 | University Savings Assn., Houston | 2,363,947,000 |
| 57 | United Savings Assn., Houston | 2,298,866,888 |
| 83 | Dallas Federal Savings & Loan Assn. | 1,700,063,000 |
| 98 | San Antonio Savings Assn., Tex. | 1,537,500,891 |
| 103 | Benjamin Franklin Savings Assn., Houston | 1,475,841,000 |
| 108 | Lamar Savings Assn., Austin | 1,410,635,000 |
| 138 | Sunbelt Savings Assn., Stephenville | 1,190,403,000 |
| 148 | Gill Savings Assn., Hondo | 1,151,893,391 |
| 152 | Texas Federal Savings & Loan Assn., Dallas | 1,140,011,189 |
| 155 | San Jacinto Savings Assn., Houston | 1,126,815,605 |
| 168 | Independent American Savings Assn., Grand Prairie | 1,043,826,000 |
| 172 | Guardian Savings & Loan Assn., Dallas | 1,020,984,000 |
| 203 | Western Savings Assn., Gatesville | 876,640,000 |
| 221 | Vernon Savings & Loan Assn. | 820,214,000 |
| 229 | State Savings & Loan Assn., Lubbock | 788,025,000 |
| 230 | City Savings & Loan Assn., San Angelo | 786,976,000 |
| 249 | Commonwealth Savings Assn., Houston | 735,420,008 |
| 278 | Commerce Savings Assn., Angleton | 671,857,000 |
| 292 | Alamo Savings Assn., San Antonio | 652,987,562 |
| | **Utah** | |
| 76 | American Savings & Loan Assn., Salt Lake City | 1,911,753,000 |
| | **Virginia** | |
| 47 | Perpetual American Bank, FSB, McLean | 2,526,095,792 |
| 170 | Dominion Federal Savings & Loan Assn., McLean | 1,027,284,560 |
| 255 | Continental Federal Savings & Loan Assn., Fairfax | 725,399,992 |
| | **Washington** | |
| 40 | Washington Mutual Savings Bank, Seattle | 2,981,964,000 |
| 86 | Pacific First Federal Savings Bank, Tacoma | 1,674,915,000 |
| 264 | Capital Savings Bank FA, Olympia | 708,518,187 |
| 269 | Washington Federal Savings & Loan Assn., Seattle | 692,530,000 |
| | **Wisconsin** | |
| 129 | Security Savings & Loan Assn., Milwaukee | 1,270,522,845 |
| 179 | First Savings Association of Wisconsin, Milwaukee | 972,871,000 |
| 218 | Anchor Savings & Loan Assn., Madison | 827,767,650 |
| 234 | Mutual Savings & Loan Assn. of Wisconsin, Milwaukee | 773,532,054 |

# State Totals of the Top 300 Thrifts

| No. of Thrifts | | Total Deposits |
|---|---|---|
| 2 | Alabama | $1,873,558,115 |
| 6 | Arizona | 10,150,975,964 |
| 3 | Arkansas | 3,456,568,171 |
| 40 | California | 165,742,929,952 |
| 5 | Colorado | 6,868,090,619 |
| 8 | Connecticut | 12,861,455,324 |
| 1 | Delaware | 814,519,000 |
| 3 | District of Columbia | 2,378,690,695 |
| 31 | Florida | 43,224,547,991 |
| 4 | Georgia | 5,999,756,003 |
| 1 | Hawaii | 1,258,952,757 |
| 16 | Illinois | 23,112,786,187 |
| 2 | Iowa | 1,498,429,536 |
| 2 | Kansas | 2,594,806,219 |
| 2 | Kentucky | 1,514,715,368 |
| 3 | Louisiana | 2,414,127,812 |
| 1 | Maine | 840,760,000 |
| 4 | Maryland | 3,870,372,396 |
| 6 | Massachusetts | 5,548,032,271 |
| 6 | Michigan | 12,589,124,489 |
| 4 | Minnesota | 7,052,965,331 |
| 1 | Mississippi | 680,455,000 |
| 6 | Missouri | 9,083,932,714 |
| 3 | Nebraska | 3,248,904,217 |
| 2 | Nevada | 1,734,112,616 |
| 15 | New Jersey | 24,686,329,569 |
| 1 | New Mexico | 1,095,213,921 |
| 41 | New York | 96,666,717,639 |
| 2 | North Carolina | 1,480,596,157 |
| 2 | North Dakota | 1,620,010,468 |
| 18 | Ohio | 19,455,645,707 |
| 2 | Oklahoma | 2,003,234,000 |
| 2 | Oregon | 3,820,120,804 |
| 11 | Pennsylvania | 25,770,702,225 |
| 2 | Puerto Rico | 1,418,446,715 |
| 2 | Rhode Island | 2,607,974,254 |
| 3 | South Carolina | 2,799,887,000 |
| 4 | Tennessee | 3,400,327,255 |
| 21 | Texas | 28,344,105,324 |
| 1 | Utah | 1,911,753,000 |
| 3 | Virginia | 4,278,780,344 |
| 4 | Washington | 6,057,927,187 |
| 4 | Wisconsin | 3,844,693,549 |
| | **Totals for Top 300 Thrifts** | **$561,676,033,865** |

# Top 300 Thrifts in United States

## In Order of Assets December 31, 1984

Compiled by **American Banker** Copyright 1985

| Rank 12/84 | | Assets 12/31/84 |
|---|---|---|
| 1 | American Savings & Loan Assn., Stockton, Calif. | 28,903,550,000 |
| 2 | Home Savings of America, FA, Irwindale, Calif. | 23,674,093,000 |
| 3 | Great Western Savings, FS&LA, Beverly Hills | 21,746,574,037 |
| 4 | California Fed. Savings & Loan Assn., Los Angeles | 17,698,588,000 |
| 5 | Philadelphia Saving Fund Society | 13,723,110,000 |
| 6 | Glendale Federal Savings & Loan Assn., Calif. | 11,662,917,000 |
| 7 | Goldome FSB, Buffalo, N.Y. | 11,193,475,035 |
| 8 | World Savings, FS&LA, Oakland, Calif. | 10,616,971,595 |
| 9 | First Federal of Michigan, Detroit | 9,499,354,003 |
| 10 | First Nationwide Savings, FS&LA, San Francisco | 9,415,700,000 |
| 11 | Gibraltar Savings, Beverly Hills | 8,899,507,604 |
| 12 | Home Fed. Savings & Loan Assn. of San Diego, Calif. | 8,885,552,901 |
| 13 | Empire of America FSB, Buffalo, N.Y. | 7,928,490,000 |
| 14 | Imperial Savings Assn., San Diego, Calif. | 7,606,583,918 |
| 15 | City Federal Savings & Loan Assn., Elizabeth, N.J. | 7,591,535,000 |
| 16 | Dime Savings Bank of New York FSB, Brooklyn | 7,093,632,000 |
| 17 | Great American First Savings Bank, San Diego, Calif. | 6,720,188,000 |
| 18 | CrossLand Savings FSB, Brooklyn, New York | 6,586,065,000 |
| 19 | Anchor Savings Bank FSB, Northport, N.Y. | 6,532,991,000 |
| 20 | Talman Home Federal Savings & Loan Assn., Chicago | 6,522,910,000 |
| 21 | Sears Savings Bank, Glendale, Calif. | 6,468,062,000 |
| 22 | Columbia Savings & Loan Assn., Beverly Hills | 6,381,613,000 |
| 23 | Coast Savings & Loan Assn., Los Angeles | 6,297,034,000 |
| 24 | Bowery Savings Bank, New York | 5,449,952,000 |
| 25 | Carteret Savings & Loan Assn., FA, Morristown, N.J. | 5,040,824,000 |
| 26 | Florida Federal Savings & Loan Assn., St. Petersburg | 5,019,391,000 |
| 27 | Dollar-Dry Dock Savings Bank, Bronx, New York | 4,993,860,000 |
| 28 | Standard Federal Bank, Troy, Mich. | 4,984,739,234 |
| 29 | Twin City Federal Savings & Loan Assn., Minneapolis | 4,818,076,000 |
| 30 | First Federal Savings & Loan Assn., Rochester, N.Y. | 4,421,531,000 |
| 31 | First Federal Savings & Loan Assn., Phoenix, Ariz. | 4,360,549,744 |
| 32 | Long Island Savings Bank FSB, Syosset, N.Y. | 4,302,556,000 |
| 33 | Western Savings & Loan Assn., Phoenix, Ariz. | 4,143,982,091 |
| 34 | Citicorp Savings of Illinois, FS&LA, Chicago | 4,052,851,000 |
| 35 | Northeast Savings, FA, Hartford, Conn. | 4,028,042,000 |
| 36 | Centrust Savings Bank, Miami | 4,018,869,436 |
| 37 | AmeriFirst Federal Savings & Loan Assn., Miami | 3,985,146,446 |
| 38 | Citicorp Savings, FS&LA, San Francisco | 3,900,208,812 |
| 39 | United Savings Assn., Houston | 3,893,013,865 |
| 40 | Gibraltar Savings Assn., Houston | 3,891,717,000 |
| 41 | People's Bank-Bridgeport, Conn. | 3,876,103,000 |
| 42 | Perpetual American Bank, FSB, McLean, Va. | 3,798,901,289 |
| 43 | Benjamin Franklin Federal S & L Assn., Portland, Ore. | 3,723,082,658 |
| 44 | American Savings & Loan Assn. of Florida, Miami | 3,650,420,000 |
| 45 | American Savings Bank FSB, New York | 3,619,635,000 |
| 46 | First Texas Savings Assn., Dallas | 3,601,068,589 |
| 47 | Washington Mutual Savings Bank, Seattle | 3,558,357,000 |
| 48 | Community Federal Savings & Loan Assn., St. Louis, Mo. | 3,548,743,000 |
| 49 | Howard Savings Bank, Newark, N.J. | 3,545,652,000 |
| 50 | Atlantic Financial Federal, Bala Cynwyd, Pa. | 3,339,212,215 |
| 51 | University Savings Assn., Houston | 3,186,087,000 |
| 52 | Emigrant Savings Bank, New York | 3,174,586,766 |
| 53 | Homestead Savings, FS&LA, San Francisco | 3,108,973,000 |
| 54 | Santa Barbara Savings & Loan Assn., Calif. | 3,081,829,000 |
| 55 | Midland/Western Fed. Savings & Loan Assn, Denver | 3,000,566,000 |
| 56 | Beverly Hills Savings & Loan Assn. | 2,938,918,000 |
| 57 | Seamen's Bank for Savings FSB, New York | 2,849,916,000 |
| 58 | Fidelity Federal S & L Assn., Glendale, Calif. | 2,843,945,000 |
| 59 | Guarantee Savings, FS&LA, Fresno, Calif. | 2,831,209,847 |
| 60 | Manhattan Savings Bank, New York | 2,804,554,261 |
| 61 | Transohio Savings Bank, FSB, Cleveland | 2,798,110,000 |
| 62 | Farm & Home Savings Assn., Nevada, Mo. | 2,757,223,369 |
| 63 | Rochester Community Savings Bank, N.Y. | 2,738,451,928 |
| 64 | Valley Federal S & L Assn., Van Nuys, Calif. | 2,640,115,000 |
| 65 | Dollar Bank FSB, Pittsburgh | 2,596,032,468 |
| 66 | American Savings & Loan Assn., Salt Lake City, Utah | 2,595,409,000 |
| 67 | Columbia Savings, FS&LA, Denver | 2,532,964,000 |
| 68 | Central Savings & Loan Assn., San Diego, Calif. | 2,527,575,450 |
| 69 | Commercial Federal Savings & Loan Assn., Omaha, Neb. | 2,498,884,000 |
| 70 | Pacific First Federal Savings Bank, Tacoma, Wash. | 2,452,448,301 |
| 71 | Coral Gables Federal Savings & Loan Assn., Fla. | 2,452,020,000 |
| 72 | Williamsburgh Savings Bank, Brooklyn, New York | 2,448,722,476 |
| 73 | Freedom Savings & Loan Assn., Tampa, Fla. | 2,442,855,000 |
| 74 | Society for Savings, Hartford, Conn. | 2,431,224,000 |
| 75 | Hudson City Savings Bank, Paramus, N.J. | 2,424,587,707 |
| 76 | Lincoln Savings Bank FSB, Brooklyn, New York | 2,375,865,896 |
| 77 | Greater New York Savings Bank, New York | 2,352,942,138 |
| 78 | Georgia Federal Bank, FSB, Atlanta | 2,311,068,003 |
| 79 | Citicorp Savings of Florida, FS&LA, Miami | 2,299,572,694 |
| 80 | Green Point Savings Bank, Brooklyn, New York | 2,294,465,737 |
| 81 | Downey Savings & Loan Assn., Costa Mesa, Calif. | 2,277,501,000 |
| 82 | Lincoln Savings & Loan Assn., Irvine, Calif. | 2,248,000,000 |
| 83 | Dallas Federal Savings & Loan Assn. | 2,224,614,000 |
| 84 | Hill Financial Savings Assn., Red Hill, Pa. | 2,219,208,786 |
| 85 | Midwest Federal Savings & Loan Assn., Minneapolis | 2,215,285,579 |
| 86 | St. Paul Federal Bank for Savings, Chicago | 2,211,990,035 |
| 87 | First Federal Savings & Loan Assn., Pittsburgh | 2,161,000,000 |
| 88 | Astoria Federal Savings & Loan Assn., Queens, New York | 2,145,946,960 |
| 89 | San Francisco Federal Savings & Loan Assn. | 2,120,673,000 |
| 90 | Mercury Savings, FS&LA, Huntington Beach, Calif. | 2,120,449,000 |
| 91 | Great Lakes Federal S & L Assn., Ann Arbor, Mich. | 2,120,381,870 |
| 92 | Far West Federal Bank, Portland, Ore. | 2,118,594,000 |
| 93 | Old Stone Bank FSB, Providence, R.I. | 2,107,170,000 |
| 94 | Far West Savings & Loan Assn., Newport Beach, Calif. | 2,084,496,000 |
| 95 | Broadview Savings & Loan Co., Cleveland | 2,079,351,345 |
| 96 | Capitol Federal Savings & Loan Assn., Topeka, Kan. | 2,067,549,550 |
| 97 | San Antonio Savings Assn., Tex. | 2,056,189,040 |
| 98 | Fortune Federal Savings & Loan Assn., Clearwater, Fla. | 2,042,772,642 |
| 99 | East River Savings Bank, New York | 2,013,389,422 |
| 100 | San Jacinto Savings Assn., Houston | 1,987,808,731 |
| 101 | Empire Savings Building & Loan Assn., Denver | 1,950,635,742 |
| 102 | Bell Savings & Loan Assn., San Mateo, Calif. | 1,929,397,000 |
| 103 | Citizens Federal Savings & Loan Assn., Miami | 1,890,639,416 |
| 104 | Guardian Savings & Loan Assn., Dallas | 1,881,872,000 |
| 105 | Pioneer Federal Savings & Loan Assn., Clearwater, Fla. | 1,865,830,000 |
| 106 | Fulton Federal Savings & Loan Assn., Atlanta | 1,858,454,000 |
| 107 | Citizens Federal Savings & Loan Assn., Dayton, Ohio | 1,853,091,255 |
| 108 | Home Federal Savings & Loan Assn., Tucson, Ariz. | 1,818,463,446 |
| 109 | Chase Federal Savings & Loan Assn., Miami | 1,802,337,000 |
| 110 | First Federal Savings & Loan Assn., Minneapolis | 1,756,629,967 |
| 111 | First Federal Savings of Arkansas, FA, Little Rock | 1,745,859,000 |
| 112 | Pacific Savings Bank, Costa Mesa, Calif. | 1,742,686,343 |
| 113 | Southwest Savings & Loan Assn., Phoenix, Ariz. | 1,721,119,000 |
| 114 | Atlantic Federal S & L Assn., Fort Lauderdale, Fla. | 1,720,603,000 |
| 115 | Benjamin Franklin Savings Assn., Houston | 1,717,715,000 |
| 116 | Albany Savings Bank FSB, N.Y. | 1,714,705,612 |
| 117 | First Federal Savings & Loan Assn., Greenville, S.C. | 1,699,800,000 |
| 118 | Decatur Federal Savings & Loan Assn., Ga. | 1,693,110,185 |
| 119 | Bell Federal Savings & Loan Assn., Chicago | 1,682,098,873 |
| 120 | Goldome Savings Bank, St. Petersburg, Fla. | 1,662,110,758 |
| 121 | Texas Federal Savings & Loan Assn., Dallas | 1,661,535,138 |
| 122 | Investors Savings & Loan Assn., Millburn, N.J. | 1,643,461,975 |
| 123 | Honolulu Federal Savings & Loan Assn., Hawaii | 1,624,075,165 |
| 124 | Eureka Federal Savings & Loan Assn., San Carlos, Calif | 1,604,450,000 |
| 125 | Sooner Federal Savings & Loan Assn., Tulsa, Okla. | 1,602,941,000 |
| 126 | Apple Bank For Savings, New York | 1,590,623,000 |
| 127 | Franklin Savings Assn., Ottawa, Kan. | 1,586,621,000 |
| 128 | Pima Savings & Loan Assn., Tucson, Ariz. | 1,581,478,294 |
| 129 | Beneficial Savings Bank, Philadelphia | 1,580,011,000 |
| 130 | Leader Federal Savings & Loan Assn., Memphis, Tenn. | 1,569,445,602 |
| 131 | Baltimore Federal Financial, FSA | 1,558,532,560 |
| 132 | Gem Savings Assn., Dayton, Ohio | 1,521,363,000 |
| 133 | Lyons Savings & Loan Assn., Stickney, Ill. | 1,520,108,876 |
| 134 | Horizon Financial, FA, Southampton, Pa. | 1,516,918,000 |
| 135 | Sacramento Savings & Loan Assn., Calif. | 1,516,052,967 |
| 136 | Southern California Savings, FS&LA, Beverly Hills | 1,510,072,000 |
| 137 | Lamar Savings Assn., Austin, Tex. | 1,504,427,000 |
| 138 | Albuquerque Federal Savings & Loan Assn., N.M. | 1,503,775,917 |
| 139 | Roosevelt Federal Savings & Loan Assn., Chesterfield, Mo | 1,486,004,000 |
| 140 | Sunrise Savings & Loan Assn., Boynton Beach, Fla. | 1,477,406,000 |
| 141 | Ohio Savings Assn., Cleveland | 1,476,347,756 |
| 142 | United First Fed. Savings & Loan Assn., Sarasota, Fla. | 1,471,966,425 |
| 143 | Cardinal Federal Savings Bank, Cleveland | 1,459,651,325 |
| 144 | Security Savings & Loan Assn., Milwaukee, Wis. | 1,452,468,614 |
| 145 | Boston Five Cents Savings Bank FSB | 1,451,023,000 |
| 146 | Home Federal Bank of Florida FSB, St. Petersburg | 1,440,026,000 |
| 147 | Fidelity New York, FA, Floral Park, N.Y. | 1,438,000,977 |
| 148 | Firstsouth FA, Pine Bluff, Ark. | 1,434,318,000 |
| 149 | Loyola Federal Savings & Loan Assn., Baltimore | 1,430,321,327 |
| 150 | Western Savings Assn., Gatesville, Tex. | 1,425,198,000 |
| 151 | Cragin Federal Savings & Loan Assn., Chicago | 1,421,245,397 |
| 152 | Metropolitan Federal Bank FSB, Fargo, N.D. | 1,420,689,000 |
| 153 | Gill Savings Assn., Hondo, Tex. | 1,401,434,321 |
| 154 | Bloomington Federal Savings & Loan Assn., Ill. | 1,381,804,206 |
| 155 | First Southern Fed. Savings & Loan Assn., Mobile, Ala. | 1,368,043,170 |
| 156 | Sunbelt Savings Assn., Stephenville, Tex. | 1,367,551,000 |
| 157 | American Charter Federal S & L Assn., Lincoln, Neb. | 1,353,926,253 |
| 158 | Hollywood Federal Savings & Loan Assn., Fla. | 1,348,395,931 |
| 159 | Third Federal Savings & Loan Assn., Cleveland | 1,324,912,615 |
| 160 | Germantown Savings Bank, Bala Cynwyd, Pa. | 1,322,916,887 |
| 161 | Landmark Savings Assn., Pittsburgh | 1,309,643,000 |
| 162 | Flagler Federal Savings & Loan Assn., Miami | 1,306,803,989 |
| 163 | Western Fed. Savings & Loan Assn., Marina Del Rey, Calif | 1,303,462,486 |
| 164 | Bay View Fed. Savings & Loan Assn., San Mateo, Calif. | 1,291,493,000 |
| 165 | Minnesota Federal Savings & Loan Assn., St. Paul | 1,289,936,621 |
| 166 | Financial Fed. Savings & Loan Assn., Miami Lakes, Fla. | 1,284,780,740 |
| 167 | Mutual Bank FSB, Boston | 1,279,691,569 |
| 168 | First Federal Savings & Loan Assn., Lincoln, Neb. | 1,269,344,091 |
| 169 | Lincoln Federal Savings & Loan Assn., Westfield, N.J. | 1,262,888,000 |
| 170 | Detroit & Northern Savings, FA, Hancock, Mich | 1,258,616,000 |
| 171 | Pathway Financial, FA, Chicago | 1,253,405,004 |
| 172 | State Savings Bank, Columbus, Ohio | 1,247,176,800 |
| 173 | Jamaica Savings Bank FSB, Lynbrook, N.Y. | 1,246,237,620 |
| 174 | Peoples Westchester Savings Bank, Tarrytown, N.Y. | 1,241,533,678 |
| 175 | Columbia First Federal S & L Assn., Washington, D.C. | 1,239,018,770 |
| 176 | Security First Fed. S & L Assn., Daytona Beach, Fla. | 1,237,041,446 |
| 177 | East New York Savings Bank, New York | 1,230,757,238 |
| 178 | Provident Savings Bank, Jersey City, N.J. | 1,222,451,566 |
| 179 | Mid-America Federal Savings & Loan Assn., Columbus, Ohio | 1,219,643,030 |
| 180 | First Savings Association of Wisconsin, Milwaukee | 1,206,419,000 |
| 181 | Union Fed. Savings & Loan Assn., Los Angeles | 1,204,415,200 |
| 182 | Buckeye Federal Savings & Loan Assn., Columbus, Ohio | 1,201,311,490 |
| 183 | Syracuse Savings Bank, N.Y. | 1,194,400,594 |
| 184 | Onondaga Savings Bank, Syracuse, N.Y. | 1,193,945,050 |
| 185 | First Federal Savings Bank, Santurce, P.R. | 1,191,047,937 |
| 186 | Columbia Banking Federal S & L Assn., Rochester, N.Y. | 1,188,678,187 |
| 187 | Independent American Savings Assn., Grand Prairie, Tex. | 1,180,960,000 |
| 188 | Great American Federal S & L Assn., Oak Park, Ill. | 1,162,442,363 |

# Top 300 Thrifts in United States

## In Order of Assets December 31, 1984

Compiled by **American Banker** Copyright 1985

| Rank 12/84 | | Assets 12/31/84 |
|---|---|---|
| 189 | Independence Savings Bank, Brooklyn, New York | 1,161,877,046 |
| 190 | CrossLand Savings, FSLA, Bradenton, Fla. | 1,157,141,261 |
| 191 | Neworld Bank for Savings, Boston | 1,154,935,627 |
| 192 | National Permanent Bank, FSB, Washington, D.C. | 1,152,687,446 |
| 193 | Dominion Federal Savings & Loan Assn., McLean, Va. | 1,139,934,856 |
| 194 | Coast Federal Savings & Loan Assn., Sarasota, Fla. | 1,138,483,377 |
| 195 | Provident Institution for Savings, Boston | 1,136,074,000 |
| 196 | The First, F.A., Orlando, Fla. | 1,113,159,680 |
| 197 | First Federal Savings Bank & Trust, Pontiac, Mich. | 1,110,506,401 |
| 198 | American Fed. S & L Assn of Iowa, Des Moines | 1,105,191,537 |
| 199 | Nevada Savings & Loan Assn., Las Vegas | 1,105,125,930 |
| 200 | New Haven Savings Bank, Conn. | 1,103,888,546 |
| 201 | Dixie Savings & Loan Assn., New Orleans, La. | 1,100,055,000 |
| 202 | Naples Federal Savings & Loan Assn., Fla. | 1,084,662,000 |
| 203 | First Federal Savings & Loan Assn., Toledo, Ohio | 1,082,950,405 |
| 204 | Diamond Savings & Loan Co., Findlay, Ohio | 1,077,770,000 |
| 205 | Standard Federal Savings & Loan Assn., Gaithersburg, Md | 1,075,850,363 |
| 206 | Horizon Federal Savings Bank, Wilmette, Ill. | 1,058,148,593 |
| 207 | First Federal Savings & Loan Assn., Jacksonville, Fla. | 1,054,824,897 |
| 208 | First Federal Savings Bank of California, Santa Monica | 1,051,488,000 |
| 209 | First Western Savings Assn., Las Vegas, Nev. | 1,048,130,000 |
| 210 | Collective Federal S & L Assn., Egg Harbor City, N.J. | 1,046,894,751 |
| 211 | St. Louis Federal Savings & Loan Assn., Clayton | 1,040,508,000 |
| 212 | Citizens Savings Bank FSB, Providence, R.I. | 1,039,901,700 |
| 213 | Connecticut Savings Bank, New Haven | 1,035,203,183 |
| 214 | Commonwealth Federal S & L Assn., Norristown, Pa. | 1,029,253,000 |
| 215 | Anchor Savings & Loan Assn., Madison, Wis. | 1,024,792,369 |
| 216 | Guaranty Federal Savings & Loan Assn., Galveston, Tex. | 1,020,510,000 |
| 217 | American Savings Bank, Springfield, Ill. | 1,016,732,592 |
| 218 | Ridgewood Savings Bank, Queens, New York | 1,005,316,947 |
| 219 | Great Financial Federal S & L Assn., Louisville, Ky. | 1,003,409,000 |
| 220 | First Federal Bank of Connecticut, New Haven | 997,776,706 |
| 221 | Pomona First Fed. Savings & Loan Assn., Calif. | 993,544,312 |
| 222 | Columbia Savings & Loan Assn., Fair Lawn, N.J. | 991,614,407 |
| 223 | Pelican Homestead & Savings Assn., Metairie, La. | 977,823,000 |
| 224 | American Federal Bank FSB, Greenville, S.C. | 972,055,000 |
| 225 | Great Southern Federal Savings Bank, Savannah, Ga. | 968,003,669 |
| 226 | Hamburg Savings Bank, Brooklyn, New York | 967,718,000 |
| 227 | Columbia Federal Savings Bank, Queens, New York | 967,608,471 |
| 228 | Washington Federal Savings & Loan Assn., Seattle | 966,103,000 |
| 229 | Savers Fed. Savings & Loan Assn., Little Rock, Ark. | 965,546,857 |
| 230 | Maine Savings Bank, Portland | 963,753,000 |
| 231 | Banking Center, Waterbury, Conn. | 954,577,047 |
| 232 | Silverado Banking Savings & Loan Assn., Denver | 953,813,996 |
| 233 | Savings Bank of Puget Sound, Seattle | 947,547,000 |
| 234 | Midwest Federal Savings Bank, Minot, N.D. | 942,791,668 |
| 235 | Roosevelt Savings Bank, Garden City, N.Y. | 940,402,277 |
| 236 | Caguas Federal Savings & Loan Assn., P.R. | 938,630,000 |
| 237 | People Heritage Federal S & L Assn., Marysville, Kan. | 936,334,000 |
| 238 | Mid America Federal Savings & Loan Assn., Cicero, Ill. | 935,002,876 |
| 239 | Continental Federal Savings & Loan Assn., Fairfax, Va. | 933,475,796 |
| 240 | Commonwealth Savings Assn., Houston | 933,133,334 |
| 241 | Cumberland Federal Savings & Loan Assn., Louisville, Ky. | 931,126,689 |
| 242 | United Postal Savings Assn., St. Louis, Mo. | 931,463,480 |
| 243 | Southwest Savings & Loan Assn., Los Angeles | 929,146,721 |
| 244 | Westchester Federal Savings Bank, New Rochelle, N.Y. | 927,845,239 |
| 245 | Capitol Federal Savings & Loan Assn., Aurora, Colo. | 924,079,326 |
| 246 | Crestmont Federal Savings & Loan Assn., Maplewood, N.J. | 922,435,888 |
| 247 | Eagle Savings Assn., Cincinnati | 918,547,931 |
| 248 | Metropolitan Federal S & L Assn., Nashville, Tenn. | 917,395,000 |
| 249 | Security Savings & Loan Assn., Scottsdale, Ariz. | 916,547,469 |
| 250 | Vernon Savings & Loan Assn., Tex. | 909,469,000 |
| 251 | Mutual Savings & Loan Assn., Bay City, Mich. | 899,976,240 |
| 252 | Queen City Savings & Loan Assn., Plainfield, N.J. | 894,894,243 |
| 253 | First American Savings Bank, Greensboro, N.C. | 890,778,074 |
| 254 | Ensign Bank FSB, Hialeah, Fla. | 889,318,470 |
| 255 | Morris County Savings Bank, Morristown, N.J. | 888,930,000 |
| 256 | Wilmington Savings Fund Society FSB, Del. | 888,501,000 |
| 257 | Bayamon Federal Savings & Loan Assn., P.R. | 887,454,383 |
| 258 | United Federal Savings Bank of Iowa, Des Moines | 883,860,230 |
| 259 | Provident Bank of Maryland, Baltimore | 883,500,000 |
| 260 | Commonwealth Savings & Loan Assn., Ft. Lauderdale, Fla. | 883,450,000 |
| 261 | Mutual Savings & Loan Assn. of Wisconsin, Milwaukee | 874,277,987 |
| 262 | Duval Fed. Savings & Loan Assn., Jacksonville, Fla. | 867,162,000 |
| 263 | Harbor Federal Savings & Loan Assn., Fort Pierce, Fla. | 866,222,137 |
| 264 | City Savings & Loan Assn., San Angelo, Tex. | 855,555,000 |
| 265 | First Federal Savings Bank, Cleveland | 853,769,228 |
| 266 | Home Owners Federal Savings & Loan Assn., Boston | 852,661,731 |
| 267 | Central Federal Savings, FSB, Long Beach, N.Y. | 851,983,000 |
| 268 | South Boston Savings Bank, Boston | 846,684,000 |
| 269 | State Savings & Loan Assn., Lubbock, Tex. | 845,902,000 |
| 270 | First Federal Savings & Loan Assn., Flourtown, Pa. | 845,509,000 |
| 271 | Roslyn Savings Bank, N.Y. | 845,412,667 |
| 272 | First Indiana Federal Savings Bank, Indianapolis | 843,015,956 |
| 273 | Commerce Savings Assn., Angleton, Tex. | 841,381,000 |
| 274 | Washington Federal S & L Assn., Washington, D.C. | 836,008,498 |
| 275 | Virginia Federal Savings & Loan Assn., Richmond | 835,438,247 |
| 276 | Security Savings & Loan Assn., Vineland, N.J. | 834,577,052 |
| 277 | Butterfield Savings & Loan Assn., Temecula, Calif. | 830,727,000 |
| 278 | Berkeley Fed. Savings & Loan Assn., Millburn, N.J. | 830,226,366 |
| 279 | Home Savings Association of Florida, Hollywood | 824,955,657 |
| 280 | Equitable Federal Savings & Loan Assn., Lancaster, Ohio | 822,120,000 |
| 281 | City Federal Savings & Loan Assn., Birmingham, Ala. | 820,493,052 |
| 282 | First Home Federal Savings & Loan Assn., Greensboro, N.C. | 818,252,000 |
| 283 | Investors Savings & Loan Assn., Richmond | 813,578,000 |
| 284 | Old Colony Co-operative Bank, Providence, R.I. | 811,187,768 |
| 285 | Local Federal Savings & Loan Assn., Oklahoma City | 811,166,000 |
| 286 | Atlantic Permanent Federal S & L Assn., Norfolk, Va. | 808,223,214 |
| 287 | United Savings of America, FS&LA, Chicago | 805,909,000 |
| 288 | Mid Kansas Federal Savings & Loan Assn., Wichita | 804,830,000 |
| 289 | Fidelity Federal Savings & Loan Assn., Nashville, Tenn | 802,755,594 |
| 290 | Security Federal Savings & Loan Assn., Columbia, S.C. | 801,894,000 |
| 291 | Mechanics & Farmers Savings Bank FSB, Bridgeport, Conn. | 794,466,009 |
| 292 | Briercroft Savings Assn., Lubbock, Tex. | 792,582,000 |
| 293 | American Diversified Savings & Loan Assn., Lodi, Calif. | 792,276,000 |
| 294 | Frontier Fed. Savings & Loan Assn., Ponca City, Okla. | 791,460,000 |
| 295 | Alamo Savings Assn., San Antonio, Tex. | 789,048,000 |
| 296 | Citizens Savings Bank, Canton, Ohio | 785,670,604 |
| 297 | Olney Savings Assn., Tex. | 782,729,000 |
| 298 | Farmers Savings Bank, Dixon, Calif. | 782,448,000 |
| 299 | ComFed Savings Bank, Lowell, Mass. | 780,103,000 |
| 300 | Queens County Savings Bank, Queens, New York | 775,321,958 |

# Summary of Thrift Survey Findings

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## The Concentration of the Thrift Industry

(Dollar Amounts in Billions)

| | | | | | Breakdown of All Thrifts | | | |
|---|---|---|---|---|---|---|---|---|
| | | All Thrifts | | | Savings Banks | | Savings and Loans | |
| Yearend | Total Deposits Top 300 Thrifts | Deposits | Number | Deposit Ratio: Top 300-to-All | Deposits | Number | Deposits | Number |
| 1984 (a) | $561.7 | 905.1 | 3,779 | 62.1% | 180.8 | 385 | 724.3 | 3,394 |
| 1983 | 490.4 | 807.2 | 3,901 | 60.8% | 172.7 | 399 | 634.5 | 3,502 |
| 1982 | 392.6 | 720.4 | 4,274 | 54.5% | 154.9 | 424 | 565.5 | 3,850 |
| 1981 | 354.0 | 680.2 | 4,740 | 52.0% | 155.1 | 448 | 525.1 | 4,292 |
| 1980 | 334.2 | 665.2 | 5,080 | 50.2% | 154.2 | 462 | 511.0 | 4,618 |
| 1979 | 306.6 | 616.7 | 5,172 | 49.7% | 146.5 | 463 | 470.2 | 4,709 |

**Source of savings and loan data is the Federal Home Loan Bank Board. Source of savings bank data is National Council of Savings Institutions.**
**(a)—Yearend 1984 deposit totals for all savings banks was estimated by American Banker from latest available data from the N.C.S.I.**

## The Top 10 Deposit Gainers Among the Top 300 Thrifts

| | (Dollar Amounts in Millions) | Deposits 12/31/84 | Deposits 6/30/84 | Percent Increase | Thrift Rank |
|---|---|---|---|---|---|
| 1 | Fidelity New York FA, Floral Park, N.Y. | 1,041.1 | 381.4 | 173.0 | 169 |
| 2 | Sunbelt Savings Assn., Stephenville, Tex. | 1,190.4 | 476.3 | 149.9 | 138 |
| 3 | Western Savings Assn., Gatesville, Tex. | 876.6 | 531.4 | 65.0 | 203 |
| 4 | Dollar Bank FSB, Pittsburgh | 2,127.1 | 1,315.8 | 61.7 | 64 |
| 5 | Home Federal Savings & Loan Assn., Tucson, Ariz. | 1,141.0 | 746.0 | 52.9 | 151 |
| 6 | San Jacinto Savings Assn., Houston | 1,126.8 | 756.6 | 48.9 | 155 |
| 7 | Lincoln Savings & Loan Assn., Irvine, Calif. | 1,679.0 | 1,133.9 | 48.1 | 85 |
| 8 | Commonwealth Svgs & Loan Assn, Ft Lauderdale, Fla. | 850.4 | 590.3 | 44.1 | 209 |
| 9 | First Western Savings Assn., Las Vegas, Nev. | 862.8 | 622.7 | 38.6 | 207 |
| 10 | Vernon Savings & Loan Assn., Tex. | 820.2 | 595.0 | 37.9 | 221 |

## The Top 10 Net Worth-to-Assets Ratios Among the Top 300

| | (Dollar Amounts in Millions) | Net Worth 12/31/84 | Assets 12/31/84 | Percent % | Deposit Rank |
|---|---|---|---|---|---|
| 1 | Citicorp Savings, FS&LA, San Francisco | 501.1 | 3,900.2 | 12.85 | 44 |
| 2 | Washington Federal Savings & Loan Assn., Seattle | 115.5 | 966.1 | 11.95 | 269 |
| 3 | Jamaica Savings Bank FSB, Lynbrook, N.Y. | 133.5 | 1,246.2 | 10.71 | 163 |
| 4 | South Boston Savings Bank; Boston | 78.3 | 846.7 | 9.24 | 259 |
| 5 | Citizens Savings Bank, Providence, R.I. | 96.1 | 1,039.9 | 9.24 | 192 |
| 6 | Philadelphia Saving Fund Society | 1,263.9 | 13,723.1 | 9.21 | 5 |
| 7 | Provident Bank of Maryland, Baltimore | 80.6 | 883.5 | 9.12 | 228 |
| 8 | First Savings Bank of Florida FSB, Tarpon Springs | 65.5 | 739.3 | 8.85 | 294 |
| 9 | First Federal Savings & Loan Assn., Flourtown, Pa. | 73.2 | 845.5 | 8.66 | 288 |
| 10 | Dixie Savings & Loan Assn., New Orleans | 93.2 | 1,100.1 | 8.47 | 222 |

## The 10 Largest Deposit Losers Among the Top 300 Thrifts

| | (Dollar Amounts in Millions) | Deposits 12/31/84 | Deposits 6/30/84 | Percent Decrease | Thrift Rank |
|---|---|---|---|---|---|
| 1 | American Savings & Loan Assn., Stockton, Calif. | 20,326.6 | 25,241.2 | 19.5 | 1 |
| 2 | United Savings Assn., Houston | 2,298.9 | 2,701.2 | 14.9 | 57 |
| 3 | CrossLand Savings FSB, Brooklyn, New York | 6,116.3 | 6,930.0 | 11.7 | 15 |
| 4 | Bay View Fed. Savings & Loan Assn., San Mateo, Calif. | 930.5 | 1,046.8 | 11.1 | 191 |
| 5 | Great American First Savings Bank, San Diego | 3,559.0 | 4,000.0 | 11.0 | 28 |
| 6 | Rochester Community Savings Bank, N.Y. | 2,201.0 | 2,420.2 | 9.1 | 63 |
| 7 | Santa Barbara Savings & Loan Assn., Calif. | 2,094.5 | 2,285.0 | 8.3 | 68 |
| 8 | Citizens Federal Savings & Loan Assn., Dayton, Ohio | 1,644.2 | 1,743.4 | 5.7 | 90 |
| 9 | Standard Federal Bank, Troy, Mich. | 3,918.5 | 4,139.8 | 5.3 | 26 |

## The 10 Smallest Net Worth-to-Asset Ratios Among the Top 300

| | (Dollar Amounts in Millions) | Net Worth 12/31/84 | Assets 12/31/84 | Percent % | Deposit Rank |
|---|---|---|---|---|---|
| 1 | Greater New York Savings Bank | 17.5 | 2,352.9 | 0.74 | 72 |
| 2 | National Permanent Bank, FSB, Washington, D.C. | 8.6 | 1,152.7 | 0.75 | 225 |
| 3 | Lincoln Savings Bank FSB, Brooklyn, N.Y. | 18.5 | 2,392.1 | 0.78 | 64 |
| 4 | First Federal Savings & Loan Assn., Jacksonville, Fla. | 8.7 | 1,054.8 | 0.83 | 202 |
| 5 | Bowery Savings Bank, New York | 50.9 | 5,450.0 | 0.93 | 18 |
| 6 | Williamsburgh Savings Bank, Brooklyn, New York | 22.8 | 2,448.7 | 0.93 | 56 |
| 7 | Horizon Federal Savings Bank, Wilmette, Ill. | 10.6 | 1.058.1 | 1.01 | 184 |
| 8 | First Fed. Savings & Loan Assn., Rochester, N.Y. | 51.5 | 4,421.5 | 1.17 | 38 |
| 9 | United Federal Savings Bank of Iowa, Des Moines | 10.5 | 883.9 | 1.18 | 291 |
| 10 | Lyons Savings & Loan Assn., Stickney, Ill. | 20.8 | 1,520.1 | 1.37 | 107 |

## The Top 10 in Net Income Among the Top 300 Thrifts

| Thrift Rank 12/31/84 | | Net Income 12/31/84 |
|---|---|---|
| 3 | Great Western Savings, FS&LA, Beverly Hills | 94,991,788 |
| 50 | Centrust Savings Bank, Miami (a) | 93,260,399 |
| 8 | World Savings, FS&LA, Oakland, Calif. | 84,501,002 |
| 5 | Philadelphia Saving Fund Society | 71,991,000 |
| 4 | California Federal Savings & Loan Assn., Los Angeles | 69,010,000 |
| 14 | City Federal Savings & Loan Assn., Elizabeth, N.J. | 66,118,000 |
| 57 | United Savings Assn., Houston | 65,374,436 |
| 10 | Home Federal Savings & Loan Assn. of San Diego, Calif. | 62,721,675 |
| 2 | Home Savings of American FA, Irwindale, Calif. | 57,046,000 |
| 24 | Columbia Savings & Loan Assn., Beverly Hills | 44,064,000 |

(a)-Yearend September 30, 1984

## The 10 Largest Losses* Among the Top 300 Thrifts

| Thrift Rank 12/31/84 | | Net Loss 12/31/84 |
|---|---|---|
| 9 | Empire of America FSB, Buffalo, N.Y. | 78,106,000 |
| 39 | Emigrant Savings Bank, New York | 34,381,330 |
| 64 | Lincoln Savings Bank FSB, Brooklyn, N.Y. | 31,081,431 |
| 56 | Williamsburgh Savings Bank, Brooklyn, New York | 27,789,478 |
| 131 | Honolulu Federal Savings & Loan Assn. | 25,126,726 |
| 100 | Goldome Savings Bank, St. Petersburg, Fla. | 24,999,000 |
| 33 | Community Federal Savings & Loan Assn., St. Louis, Mo. | 23,942,000 |
| 89 | Fulton Federal Savings & Loan Assn., Atlanta | 20,982,000 |
| 41 | AmeriFirst Federal Savings & Loan Assn., Miami | 18,971,000 |
| 16 | Anchor Savings Bank FSB, Northport, N.Y. | 18,720,000 |

*—Data for American S&L Assn., Stockton, were not available.

## Breakdown of Top 300 Thrifts by Charter Type

| | *— Savings & Loans —* | | | *—Savings Banks —* | | |
|---|---|---|---|---|---|---|
| *Date* | *Total Number* | *Mutual S&Ls* | *Stock S&Ls* | *Total Number* | *Mutual Sav Bks.* | *Stock Sav Bks.* |
| Dec. 31, 1984 | 205 | 105 | 100 | 95 | 71 | 24 |
| June 30, 1984 | 209 | 116 | 93 | 91 | 71 | 20 |
| Dec. 31, 1983 | 207 | 123 | 84 | 93 | 80 | 13 |

## Breakdown of Top 300 Thrifts by Deposit Insurer

| *Date* | *FDIC* | *FSLIC* | *State* |
|---|---|---|---|
| Dec. 31, 1984 | 57 | 242 | 1 |
| June 30, 1984 | 65 | 234 | 1 |
| Dec. 31, 1983 | 65 | 233 | 2 |

# Top 300 Thrifts Increase Share of Market as Industry Shrinks

**Continued from Page 1**

the industry shrank a record 9.8%.

The top 300 thrifts had deposits of $561.7 billion on Dec. 31, 1984, or 62.1% of the $905.1 billion in all thrift industry deposits. A year earlier, the top 300 thrifts accounted for $490.4 billion, or 60.8% of the industry's total deposits of $807.2 billion.

Just five years ago, the thrift industry was 37% larger in size, and the top 300 institutions accounted for less than half of the industry's deposit total.

A major reason for the decline in the rate of consolidations last year was the drop in interest rates during the last half of 1984. The prime rate was 11% at the beginning of 1984; it rose to 13% by midyear, and then fell to 10¾% by yearend. Currently, the prime is 10½%.

The thrift industry is an interest-sensitive industry, with profitability inversely related to movements in interest rates, especially short-term rates. As rates fall, the pressure on thrift profits is reduced, and the chances for a thrift's survival increase. Interest sensitivity is attributable to the still sizable portfolios of low-yielding, long-term, fixed-rate loans that thrifts still hold from decades of mortgage lending.

According to Eric Hemel, director of the Office of Policy and Economic Research of the Federal Home Loan Bank Board, each 1% rise in market rates translates a year later to $3 billion in lowered annual earnings for the industry.

### Other Survey Findings

The *American Banker* surveyed approximately 550 savings banks and savings and loans to identify and rank the top 300 thrifts in deposits and in assets. When thrifts do not themselves provide the data, the *American Banker* uses publically available sources of information. Listed below are some of the highlights of the survey findings.

- Great Western Savings, FS&LA, Beverly Hills, the nation's third largest thrift in both deposits and assets, was the nation's most profitable thrift institution, with net income of $101.3 million last year. This was up 32.4% from the $76.5 million figure in 1983, when it ranked fifth in profitability. (The listing of the top 10 thrifts in net income shows Great Western with $94.99 million. However, the thrift just released a revised net income figure of $101.3 billion, which includes an extraordinary item — a Federal Home Loan Mortgage Corp. dividend of $5.6 million.
- CenTrust Savings Bank, Miami, the nation's 50th largest thrift in deposits and 36th largest in assets, was the second most profitable thrift in the nation, with net income for the year ending Sept. 30, 1984, of $93.3 million. CenTrust, formerly known as Dade Savings and Loan Association, is a FSLIC-insured stock savings and loan.
- Among the top 300 thrifts, the five largest losses were reported by New York State-based savings banks. (Income data for American Savings & Loan Association, Stockton, Calif., were not available at the time of this writing.)

The largest loss was reported by the Bowery Savings Bank, New York City. The Bowery, the nation's 18th largest savings bank in deposits and the 24th largest in assets, had a loss of $83.8 million in 1984. (Bowery's earnings results for 1984 were received after the *American Banker's* table listing the 10 largest losers was prepared so it does not appear there.)

### Empire Has Second Largest Loss

- Empire of America FSB, Buffalo, N.Y., reported the second largest loss, $76.9 million. (The loss figure was revised from a preliminary figure reported earlier by the bank to the *American Banker*. On page 43, in the table identifying the top 10 losers among the top 300 thrifts, the preliminary figure is shown).

Empire, the nation's ninth largest thrift in deposits and 13th largest in assets, was the eighth most profitable thrift in 1983, with a net income of $52 million. In a statement, Paul A. Willax, president and chief executive officer of the bank, said the "primary reasons for the loss are high interest rates and the great number of long-term, low-rate mortgages the Big E still carries in its portfolio."

- Three New York City-based savings banks followed Empire. They are Emigrant Savings Bank, with $34.4 million in losses; Lincoln Savings Bank, Brooklyn, with $31.1 million in losses; and the Williamsburgh Savings Bank, Brooklyn, with $27.8 million in losses. Emigrant ranked 39th in deposits at yearend 1984, Lincoln ranked 64th,

➞ **Thrifts: Page 47**

---

# Empire Reports $76.9 Million Loss For Last Year

**By ROBERT M. GARSSON**

NEW YORK — Empire of America Federal Savings Bank on Wednesday reported a $76.9 million net loss for 1984, but promised a dramatic improvement for this year that will be made possible in large part through the sale of assets.

A small profit is possible in 1985's first half when Empire expects to benefit from the sale of low-yielding mortgages, a spokesman said, although general profitability is not expected to return until 1988 or 1989.

Without the addition of a $3.1 million stock dividend from the Federal Home Loan Mortgage Corp., the $7.95 billion-asset institution would have lost $80 million last year.

Buffalo-based Empire blamed its loss on a low-yielding portfolio of fixed rate mortgages, and a number of nonrecurring expenses — including consolidation of computer installations made necessary by a spate of mergers during the two previous years, expense incurred in preparations to go public, and a large loan loss provision against the thrift's growing commercial loan portfolio.

In a prepared statement, Paul A. Willax, Empire's president and chief executive officer, said the low-rate mortgages "are a tribute to the [company's] fine record of service" in home-ownership funding.

"But they also represent sacrificed income of more than $70 million," he

➞ **Empire: Page 47**

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# Empire Reports '84 Loss of $76.9 Million; Says It Will Sell Assets

Continued from Page 45

added. "This is money we would have earned in 1984 if our $1.5 billion of funds invested in these very low rate mortgages were reinvested in loans at today's higher rates.

"As long as 1984 was going to be a loss year, we booked $18 million in nonrecurring outlays, thus improving future years' income statements, and accelerating the turnaround we initiated with a series of interstate mergers in 1982," Mr. Willax said.

Included in that $18 million is an $11 million provision for loan losses, said Linda P. James, senior vice president in Empire's national marketing group. The provision was made to offset potential losses in Empire's $233 million commercial loan portfolio, she added.

Empire's red ink represents a dramatic reversal from the previous year, in which the mutual savings bank earned $44.8 million. However, that profit was made possible by a $60 million gain from the sale of low-yielding mortgages, said Ms. James.

"We could have done that again in 1984, but felt that interest rates were higher than they were going to be in 1985," she said. Rates did drop, she added, and Empire expects to sell $400 million in assets in the first half of this year.

Ms. James said purchase accounting techniques make it possible for Empire to sell the low-yielding mortgages — whose value has declined considerably over the years as interest rates rose — at a profit.

Larry Farrar, administrative vice president for Empire, said purchase accounting enabled the thrift to bring assets from acquired institutions onto Empire's books at market, rather than the higher, face value, and to realize a gain when they were sold.

### 'Regulatory Forbearance'

In its prepared statement, Empire said its net worth stood at $168.9 million, or 3.13% of liabilities. With "regulatory forbearance," Empire added, its net worth would be in excess of 8% of liabilities.

Ms. James said that "regulatory forbearance" referred to an agreement with regulators in which Empire would not have to count all of its deposits in calculating its net worth position. That agreement was reached after Empire acquired a particularly weak thrift, American Savings & Loan of Southfield, Mich., she added.

Due to the severe problems thrifts have encountered in the high-interest rate environment of recent years, industry regulators have permitted savings and loans to enhance their net worth in a number of different ways.

For example, the Federal Savings and Loan Insurance Corp. issues promissory notes, known as income capital, or net worth, certificates.

The certificates represent the regulator's promise to provide additional funds to an institution in the event of an insolvency. Empire has income capital certificates worth $67.9 million.

In its statement, Empire devoted considerable attention to what it termed its "transition," or turnaround, strategy, going so far as to describe itself as "the Chrysler of the banking industry."

"To find a better bank, we had to build it," Mr. Willax was quoted as saying in the statement.

The transition strategy, Empire said, is intended to return the thrift "firmly into the black by the end of the decade. This program included a dozen mergers and a unique arrangement with the Federal Home Loan Bank Board, whereby Empire of America was provided substantial supplements to its net worth, and certain operating forbearances."

Mr. Willax said Empire is ahead of a schedule it set in 1981.

"In fact, our bottom-line performance since 1981 is approximately $140 million better than we had projected in estimates prepared for the Federal Home Loan Bank Board at that time," he said. ■

## Thrifts . . .

Continued from Page 45

and Williamsburgh was 56th in deposits.

- In its annual report, Citicorp, New York, the nation's top commercial banking company, states that the $3.6 billion-deposit Citicorp Savings of Illinois, FS&LA, Chicago, and the $2.1 billion-deposit Citicorp Savings of Florida, FS&LA, Miami, had a combined net loss of $30 million last year. The $2.8 billion-deposit Citicorp Savings, FS&LA, San Francisco, had net income of $13.9 million in 1984, and it also had the best net-worth-to-assets ratio among the top 300 thrifts at yearend, 12.85%.
- American Savings & Loan Association, Stockton, maintained its position as the top thrift in both deposits and assets, with $20.3 billion in deposits and $28.9 billion in assets on Dec. 31. However, American, which is a subsidiary of the troubled Financial Corporation of America, did not report its net income or loss for the year. Its parent had losses totaling $78.4 million over the first nine months of 1984. In 1983, American ranked first in profitability among thrifts, with $172.3 million in net income.
- Gibraltar Savings Association, Houston, ranked 40th in assets, with $3.89 billion at yearend. However, the asset figure does not reflect purchase accounting adjustments attributable to Gibraltar's acquisition by First Texas Financial Corp., Dallas.
- The Philadelphia Saving Fund Society, now often referred to as PSFS, and formerly the nation's fifth largest thrift, is still the largest savings bank in the nation, with deposits of $11 billion. It was the most profitable savings bank and the fourth most profitable thrift, with net income of $72 million. And it had the sixth best net-worth-to-assets ratio — 9.21%. ■

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VOL. CL NO. 45 Wednesday, March 6, 1985 150th Year

## TODAY

### Directory of New Financial Institutions

The *American Banker* today publishes a listing of the commercial banks and thrift institutions that opened their doors in 1984. The directory, an eight-page pullout starting on page 11, includes the addresses, phone numbers, and names of the presidents of the newly formed banks. Thumbnail sketches of some of the institutions that opened last year appear on page ...................... 26

**GLACIER ON ICE:** The California Department of Insurance obtained an order placing under conservatorship Glacier General Assurance Co., a firm linked to Bank of America's mortgage securities losses............ 1

**QUICKER TRIGGER:** The leading rating agency for the insurance industry will begin releasing its analyses of insurance companies more quickly than it has in the past.............. 1

**TUG O' WAR:** The Federal Reserve Board has begun tugging in a different direction than the one the Comptroller of the Currency initiated when it approved an interstate bank move .................................. 2

**FARM AID:** The Missouri House has given preliminary approval to a bill that would make $200 million in below-market-rate loans available to farmers .......................................... 2

**International Briefing** ..................... 2

**PAPER TIGER:** The commercial paper market is no longer the preserve of the highest-rated American corporations, as dealers are finding ways to make the market accessible to nontraditional participants...... 3

**LOSSES ESTIMATED:** Losses to customers of ESM Government Securities Inc. could be as much as $250 million to $300 million ............... 3

**MARKETING MANAGEMENT:** Bank marketers are urged to find the angles that will sell their products by studying the products that sold successfully.................................... 4

**MEMBERSHIP DRIVE:** The Florida Interchange Group Inc., which operates the trigger for the Honor electronic banking system, will seek members from out of the state with reciprocal banking laws ............... 6

**INSURANCE APPLICATION:** The Fed, bumping up against a statutory deadline for processing applications, is expected to rule within five weeks on a revised application by California's BankAmerica Corp. to engage in insurance activities through a new state bank in South Dakota ............................................ 6

**Financial Services Stocks** ........... 24

# California Places Glacier Under Conservatorship

By MIKE CARROLL

NEW YORK — The California Department of Insurance has obtained an order placing under conservatorship the California operations of one of the two insurance companies linked to Bank of America's $95 million in mortgage securities losses.

Acting in Superior Court in Orange County, the insurance regulators declared insolvent Glacier General Assurance Co., Missoula, Mont. Regulators estimate that the firm's liabilities exceeded its assets by $37.2 million, a state official said.

The official said the order, obtained Monday, concerned only Glacier's California business, not operations in other states.

"We got a conservation order. It

➔ Glacier: Page 7

## Best Will Speed Release Of Its Insurers' Ratings

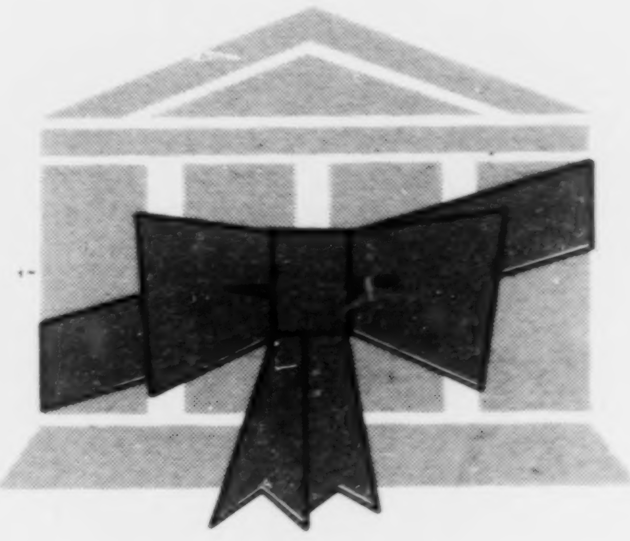
By LYNN BRENNER

NEW YORK — Citing a "strong need" for more timely information about the financial stability of insurance companies, A.M. Best & Co., the leading rating agency for the insurance industry, announced it will begin releasing its analyses of insurance companies' numbers more quickly than it has in the past.

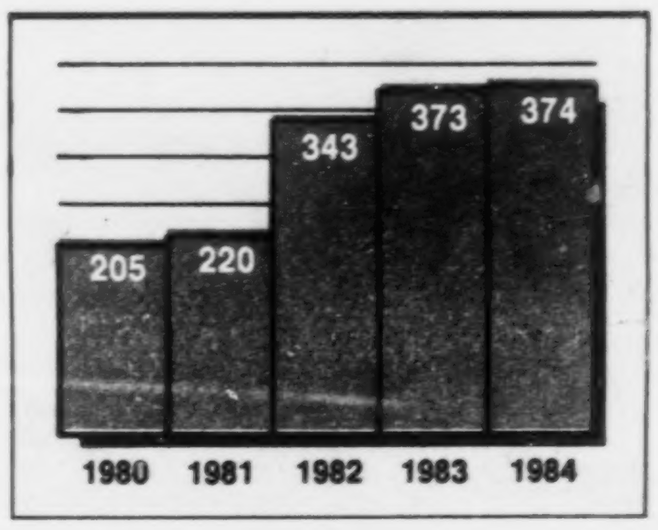
Starting next month, Best's will release its ratings weekly, as soon as they are assigned, thus making them available up to three months before they appear in the agency's hardbound annual reference volumes.

➔ Best's: Page

# Texas Leads Nation in Number Of New Banks Opened in 1984



Commercial Bank Openings



By MARK BASCH

NEW YORK — There is no question about which state is the new bank capital of the nation.

Texas, with 141 new commercial banks and thrifts opened in 1984, accounted for almost one-third of all the new institutions opened in the United States last year, according to an *American Banker* survey of new financial institutions.

The 141 new institutions in Texas included 136 commercial banks. But while Texas was the new bank capital, California was the mecca of new savings institutions, with 20 new savings banks and savings and loans opened.

(A pull-out section, the *American Banker* Directory of New Financial Institutions, begins on page 11.)

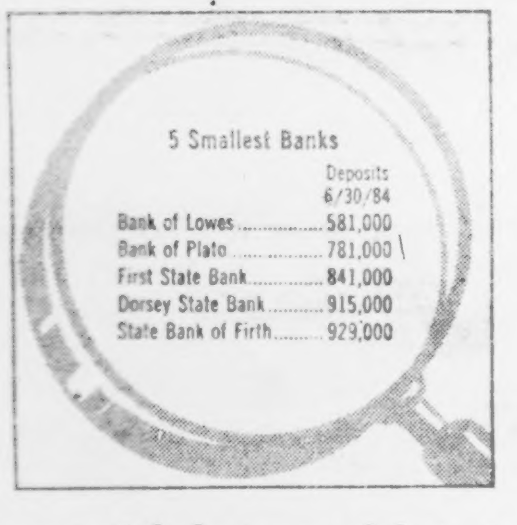
In all of the United States, 438 new commercial banks, savings banks, and savings and loan associations opened in 1984, and the National Credit Union Administration chartered 97 new credit unions. The number of new state-

➔ New Institutions: Page 16

# Smallest Banks Say Their Health Is Fine

## Some Make Impressive Gains By Skirting Big Banks' Woes

By KENNETH J. HICKS



5 Smallest Banks

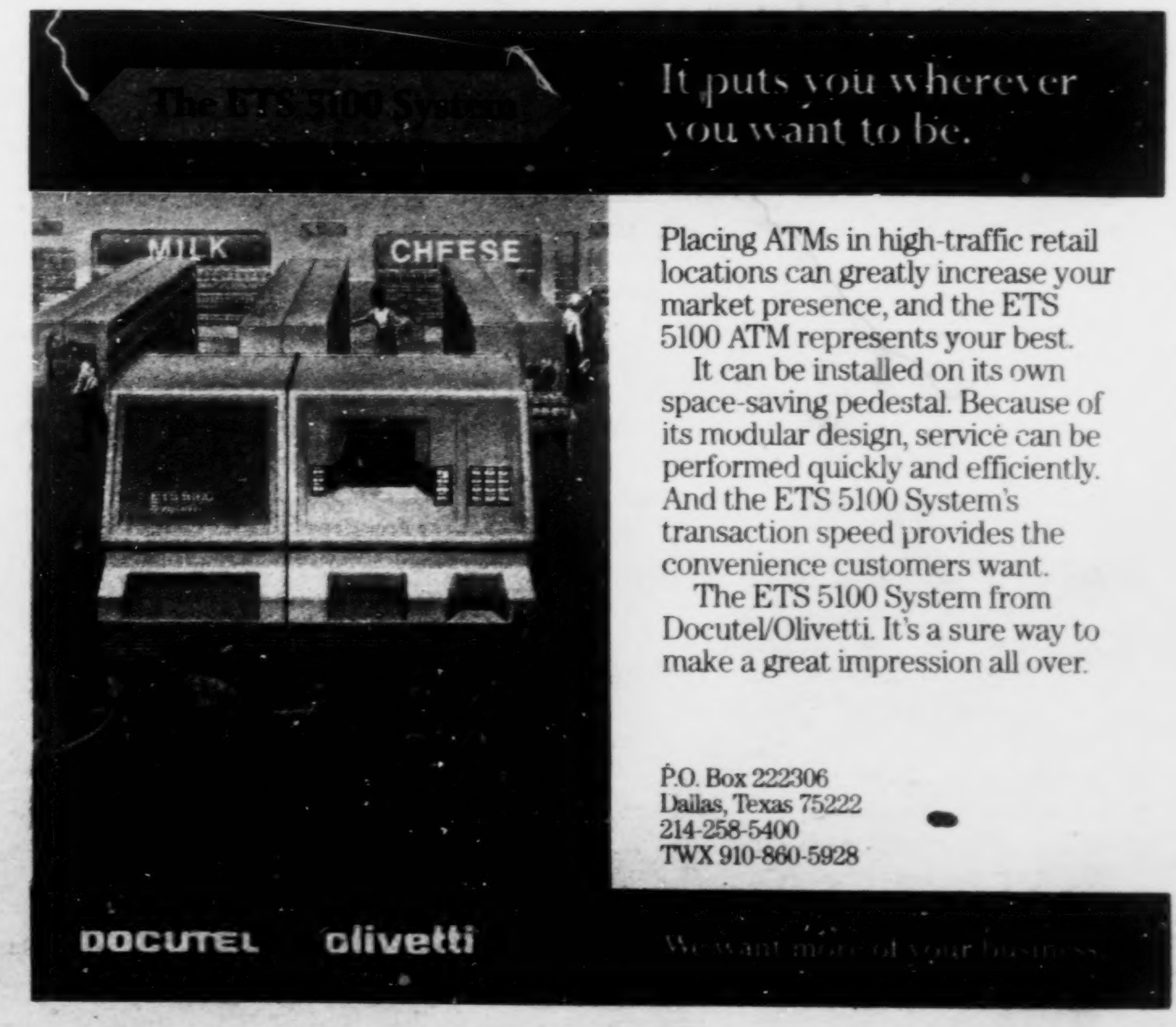
| | Deposits 6/30/84 |
|---|---|
| Bank of Lowes | 581,000 |
| Bank of Plato | 781,000 |
| First State Bank | 841,000 |
| Dorsey State Bank | 915,000 |
| State Bank of Firth | 929,000 |

NEW YORK — Sometimes small is indeed beautiful.

Consider, for instance, the 100 smallest insured commercial banks in the United States. Located, for the most part, in rural areas in the U.S. heartland, these banks have been spared the tumult of the industry's reform era mainly because of their size.

In fact, several of these banks posted impressive gains in deposits, in assets,

➔ Smallest: Page 30



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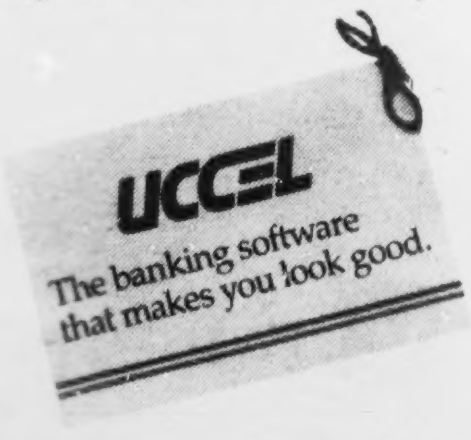
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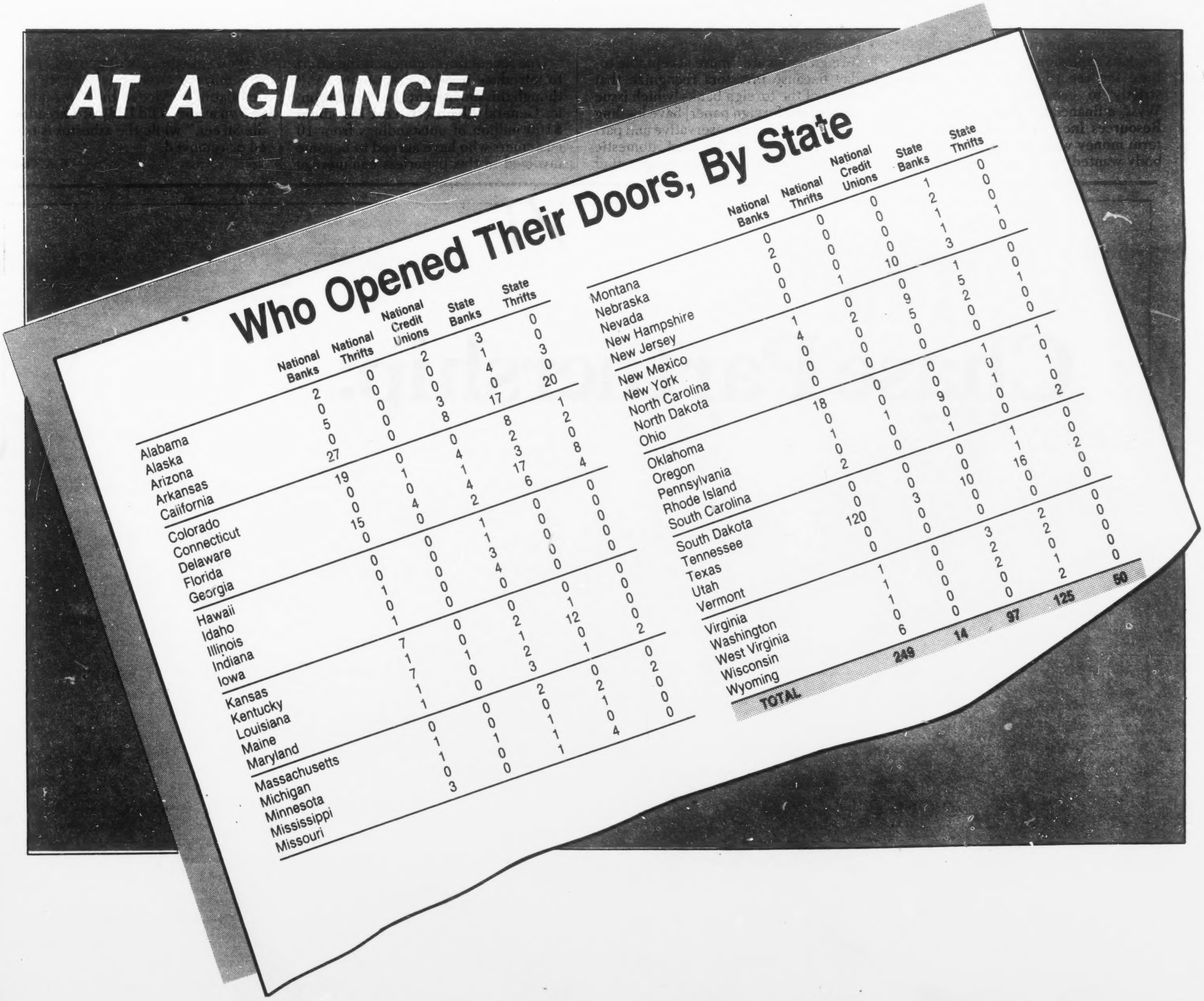
PULL OUT AND SAVE

# American Banker

# Directory of New Financial Institutions

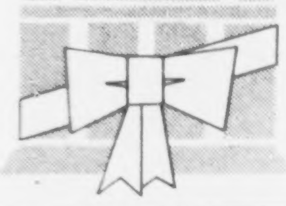
# 1984



AT A GLANCE:

## Who Opened Their Doors, By State

| | National Banks | National Thrifts | National Credit Unions | State Banks | State Thrifts |
|---|---|---|---|---|---|
| Alabama | 2 | 0 | 2 | 3 | 0 |
| Alaska | 0 | 0 | 0 | 1 | 0 |
| Arizona | 5 | 0 | 0 | 4 | 3 |
| Arkansas | 0 | 0 | 3 | 0 | 0 |
| California | 27 | 0 | 8 | 17 | 20 |
| Colorado | 19 | 0 | 0 | 8 | 1 |
| Connecticut | 0 | 1 | 4 | 2 | 2 |
| Delaware | 0 | 0 | 1 | 3 | 0 |
| Florida | 15 | 4 | 4 | 17 | 8 |
| Georgia | 0 | 0 | 2 | 6 | 4 |
| Hawaii | 0 | 0 | 1 | 0 | 0 |
| Idaho | 0 | 0 | 1 | 0 | 0 |
| Illinois | 1 | 0 | 3 | 0 | 0 |
| Indiana | 0 | 0 | 4 | 0 | 0 |
| Iowa | 1 | 0 | 0 | 0 | 0 |
| Kansas | 7 | 0 | 0 | 0 | 0 |
| Kentucky | 1 | 0 | 2 | 1 | 0 |
| Louisiana | 7 | 1 | 1 | 12 | 0 |
| Maine | 1 | 0 | 2 | 0 | 0 |
| Maryland | 1 | 0 | 3 | 1 | 2 |
| Massachusetts | 0 | 0 | 2 | 0 | 0 |
| Michigan | 1 | 0 | 0 | 2 | 2 |
| Minnesota | 1 | 1 | 1 | 1 | 0 |
| Mississippi | 0 | 0 | 1 | 0 | 0 |
| Missouri | 3 | 0 | 1 | 4 | 0 |
| Montana | 0 | 0 | 0 | 1 | 0 |
| Nebraska | 2 | 0 | 0 | 2 | 0 |
| Nevada | 0 | 0 | 0 | 1 | 0 |
| New Hampshire | 0 | 0 | 0 | 1 | 1 |
| New Jersey | 0 | 1 | 10 | 3 | 0 |
| New Mexico | 1 | 0 | 0 | 1 | 0 |
| New York | 4 | 2 | 9 | 5 | 0 |
| North Carolina | 0 | 0 | 5 | 2 | 1 |
| North Dakota | 0 | 0 | 0 | 0 | 0 |
| Ohio | 0 | 0 | 0 | 0 | 0 |
| Oklahoma | 18 | 0 | 0 | 1 | 1 |
| Oregon | 0 | 0 | 0 | 0 | 0 |
| Pennsylvania | 1 | 1 | 9 | 1 | 1 |
| Rhode Island | 0 | 0 | 0 | 0 | 0 |
| South Carolina | 2 | 0 | 1 | 0 | 2 |
| South Dakota | 0 | 0 | 0 | 1 | 0 |
| Tennessee | 0 | 0 | 0 | 1 | 0 |
| Texas | 120 | 3 | 10 | 16 | 2 |
| Utah | 0 | 0 | 0 | 0 | 0 |
| Vermont | 0 | 0 | 0 | 0 | 0 |
| Virginia | 1 | 0 | 3 | 2 | 0 |
| Washington | 1 | 0 | 2 | 2 | 0 |
| West Virginia | 1 | 0 | 2 | 0 | 0 |
| Wisconsin | 0 | 0 | 0 | 1 | 0 |
| Wyoming | 6 | 0 | 0 | 2 | 0 |
| TOTAL | 249 | 14 | 97 | 125 | 50 |



# Who Opened Their Doors in 1984

Compiled by *American Banker* Copyright 1985

| ALABAMA | Date Opened | Initial Capital |
|---|---|---|
| **First National Bank of Andalusia, Andalusia**<br>Box 1607, 36420<br>Seth M. Hammond, president, (205) 222-2423 | April 16 | $1,100,000 |
| **First State Bank of Atmore, Atmore**<br>Box 1058, 36504<br>S. Terry Jones, president, (205) 368-4519 | Feb. 22 | $2,000,000 |
| **First Lowndes Bank, Fort Deposit**<br>Box 277, 36032<br>Ted Roberts, president, (205) 227-8301 | Feb. 9 | $1,500,000 |
| **Citizens Independent Bank, Huntsville**<br>2131 Whitesburg Dr.<br>Charlie Maner, president, (205) 536-3171 | Sept. 24 | $2,250,000 |
| **Elmore County National Bank, Wetumpke**<br>Box 51, 36092<br>Watt Jones Jr., president, (205) 567-2026 | Oct. 26 | $1,500,000 |

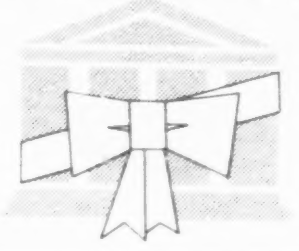
| ALASKA | Date Opened | Initial Capital |
|---|---|---|
| **United Bank Alaska Southeastern, Juneau**<br>2700 Mendenhall Loop Rd., 99801<br>Steve Collins, president, (907) 789-4191 | Aug. 1 | $4,000,000 |

| ARIZONA | Date Opened | Initial Capital |
|---|---|---|
| **Bank of Casa Grande Valley, Casa Grande**<br>1300 East Florence Blvd., 85222<br>Jerry Cook, president, (602) 836-4666 | Aug. 27 | $2,000,000 |
| **Sun National Bank, Mesa**<br>1220 South Alma School Rd., 85202<br>Jimmie Ray Harrison, president, (602) 827-0000 | Nov. 15 | $2,250,000 |
| **Capital Savings and Loan Associaiton, Phoenix**<br>6120 North 16th St., 85016<br>Ralph McDonald, president, (602) 274-3839 | June 1 | $2,100,000 |
| **Commercial State Bank, Phoenix**<br>Box 16748, 85011<br>James Johnstone, president, (602) 265-0223 | Feb. 21 | $2,300,000 |
| **Guardian Bank, Phoenix**<br>3302 East Shea Blvd., 85028<br>William Toel, president, (602) 996-6090 | Oct. 5 | $2,500,000 |
| **Independent National Bank, Phoenix**<br>Box 16270, 85011<br>Kelsey L. Moline, president, (602) 843-2265 | Sept. 7 | $2,000,000 |
| **Sentinel Savings and Loan Association, Phoenix**<br>5055 North 32nd St., 85018<br>David A. Dennerline, president, (602) 957-9579 | Jan. 3 | $4,200,000 |
| **Eastern Arizona Bank, Safford**<br>620 Central Ave.<br>Kenneth R. Molitor, president, (602) 428-5602 | Aug. 2 | $1,500,000 |
| **Ranch National Bank, Scottsdale**<br>9619 North Hayden Rd., 85258<br>Richard Brown, president, (602) 991-2265 | June 25 | $1,500,000 |
| **First National Bank of Tempe, Tempe**<br>Box 3145, 85281<br>Milton L. Daugherty, president, (602) 967-8555 | Feb. 8 | $2,000,000 |
| **First American Savings, Tuscon**<br>4380 North Campbell Ave., 85719<br>Ted Kinart, president, (602) 577-1122 | Nov. 12 | $3,000,000 |
| **National Bank of Tuscon, Tuscon**<br>335 North Wilmont Rd., 85711<br>John J. Gisi, president, (602) 571-1500 | Nov. 26 | $4,500,000 |

| CALIFORNIA | Date Opened | Initial Capital |
|---|---|---|
| **American Commerce National Bank, Anaheim**<br>Box 6190-C, 92806<br>Hedley Lawson, president, (714) 630-4500 | Feb. 29 | $3,188,350 |
| **Bank of Anaheim, NA, Anaheim**<br>Box 4059, 92803<br>Gene W. Hobday, president, (714) 788-2265 | Oct. 1 | $3,171,000 |
| **Pacific Inland Bank, Anaheim**<br>888 S. West St., 92802<br>Melvin Miller, president, (714) 535-2210 | March 23 | $9,300,000 |
| **Paramount Savings and Loan Association, Bakersfield**<br>1712 K St., 93301<br>Gary Hoetker, president, (805) 325-1712 | May 30 | $4,000,000 |
| **First Savings and Loan Association, Beverly Hills**<br>315 S. Beverly Blvd., Suite 201, 90210<br>Michael Allen, president, (213) 203-8372 | June 15 | $2,000,000 |
| **Consolidated Savings Bank, Brea**<br>385 W. Central Ave., 92621<br>O.A. Angotti, president, (714) 752-2201 | Feb. 27 | $2,000,000 |
| **Burbank National Bank, Burbank**<br>Box 687, 91502<br>Lawrence E. Stevenson, president, (818) 842-9191 | Dec. 21 | $2,500,000 |
| **Western Security Bank, N.A., Burbank**<br>4150 Riverside Dr., 91505<br>Herbert G. Prinz, president, (818) 843-0707 | March 5 | $4,190,000 |
| **Western Sierra National Bank, Cameron Park**<br>Box 1460, 95682<br>Theodore Thomas, president, (916) 677-5000 | Jan. 4 | $2,536,000 |
| **Capital Bank of Carlsbad, Carlsbad**<br>2602 El Camino Real<br>Edward E. Schmidt, president, (415) 622-8685 | Dec. 14 | $2,000,000 |

| CALIFORNIA | Date Opened | Initial Capital |
|---|---|---|
| **Pacific Business Bank, Carson**<br>Box 4488, 90745<br>Michael I. Mitoma, president, (213) 533-1456 | April 2 | $5,260,400 |
| **Pacific Commerce Bank, Chula Vista**<br>1190 Third St., 92011<br>Tom Micelli, president, (619) 422-2265 | April 9 | $3,300,000 |
| **Culver National Bank, Culver City**<br>Box 4845, 90231<br>George R. Newhouse, president, (213) 891-7222 | June 18 | $3,000,000 |
| **Bank of Del Mar, NA, Del Mar**<br>Box 2829, 92014<br>Roger M. Stewart, president, (619) 481-2265 | May 1 | $3,242,500 |
| **National Bank of Fairbanks Ranch, Del Mar**<br>Box 2250, 92014<br>G. MacLaren Brydon III, president, (619) 259-0811 | Dec. 17 | $3,000,000 |
| **El Segundo First National Bank, El Segundo**<br>Box 457, 90245<br>Fred C. Roberts, president, (213) 322-2222 | Nov. 29 | $3,000,000 |
| **Pacific Regency Bank, El Toro**<br>22831 Lake Forest Dr., 92630<br>Dennis Frank, president, (714) 859-2265 | Feb. 16 | $3,500,000 |
| **American West Bank, N.A., Encino**<br>Box 1815, 91426<br>Robert W. Kagy, president, (818) 501-2265 | March 2 | $6,097,900 |
| **SafraBank (California), Encino**<br>Box 559, 91436<br>Vito Portera, president, (818) 906-6200 | May 4 | $6,300,000 |
| **North County Savings and Loan Association, Escondido**<br>355 W. Grand Ave., 92025<br>James Rady, president, (619) 745-9370 | June 20 | $2,200,000 |
| **Fontana First National Bank, Fontana**<br>Box 889, 92335<br>Stanley J. Smeding, president, (714) 350-8080 | Nov. 1 | $3,450,000 |
| **Commercial Bank of Fremont, Fremont**<br>Box 970, 94537<br>Harlan C. Nobis, president, (415) 794-7700 | March 9 | $2,500,000 |
| **American Independent Bank, N.A., Gardina**<br>Box 2029, 90247-0029<br>William H. Patterson, president, (213) 217-6000 | Feb. 1 | $2,700,200 |
| **San Benito Bank, Hollister**<br>Box 180, 95024<br>Edward T. Stephenson, president, (408) 637-2265 | April 4 | $2,780,811 |
| **Irvine City Savings and Loan Association, Irvine**<br>2400 Michelson Dr., 92715<br>Douglas Weeks, president, (714) 476-3255 | June 12 | $2,100,000 |
| **Sterling Savings and Loan Association, Irvine**<br>19752 MacArthur Blvd., 92715<br>Robert Parker, president, (714) 752-8200 | Feb. 27 | $2,000,000 |
| **La Jolla Pacific Savings Bank, La Jolla**<br>7979 Ivanhoe, 92037<br>Douglas F. Manchester, president, (619) 456-2900 | Oct. 16 | $2,000,000 |
| **Scripps Bank, La Jolla**<br>Box 8669, 92038<br>Ronald Carlson, president, (619) 456-2265 | Jan. 16 | $4,600,000 |
| **Lake Community Bank, Lakeport**<br>963 Eleventh St.<br>Peter Van Steennis, president, (707) 263-7500 | Nov. 12 | $2,904,633 |
| **International City Bank, NA, Long Beach**<br>Box 22649, 90801<br>Charles Shedd, president, (213) 436-9800 | Sept. 6 | $3,012,000 |
| **Brentwood Square Savings and Loan Association, Los Angeles**<br>11661 San Vicente Blvd., 90049<br>David L. Jameson, president, (213) 207-1512 | Feb. 6 | $5,238,000 |
| **Empire National Bank, Los Angeles**<br>Box 240006, 90024<br>William R. Ziegler, president, (213) 470-7575 | Sept. 5 | $4,001,450 |
| **Westside Savings and Loan Association, Los Angeles**<br>1575 Westwood Blvd., 90024<br>Joseph L. Borda, chairman, (213) 473-1531 | June 26 | $2,000,000 |
| **Wilshire Savings and Loan Association, Los Angeles**<br>11377 W. Olympic Blvd., 90064<br>Hal Huddleston, president, (213) 209-3400 | Jan. 27 | $2,092,106 |
| **Bank of Los Gatos, NA, Los Gatos**<br>Box 459, 95031<br>Paul A. Wagner, president, (408) 395-1400 | June 20 | $4,250,000 |
| **Manhattan Beach Savings and Loan Association**<br>3564 North Sepulveda Blvd., 90266<br>Bob Harbour, president, (213) 640-1637 | March 29 | $2,500,000 |
| **Executive Savings and Loan Association, Marina Del Rey**<br>2929 Washington Blvd., 90291<br>Don Novack, president, (213) 822-9555 | March 5 | $2,000,000 |
| **Merced Bank of Commerce, NA, Merced**<br>Box 699, 95341-0699<br>Martin R. Michaletz, president, (209) 384-1090 | Aug. 6 | $2,500,000 |
| **Bank of Monrovia, Monrovia**<br>100 East Huntington Dr., 91016<br>William B. Weddell, president, (818) 303-4661 | May 21 | $2,061,450 |
| **Westmark Savings Bank, Newport Beach**<br>1 Corporate Plaza Newport Center Dr., 92660<br>Philip Harrington, president, (714) 720-1082 | June 25 | $2,500,000 |
| **Advanced Savings, Northbridge**<br>101-78 Recreseda Blvd., 91324<br>Tom Heath, president, (818) 981-7410 | May 1 | $2,000,000 |

# Who Opened Their Doors in 1984



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| CALIFORNIA | Date Opened | Initial Capital |
|---|---|---|
| **Civic Bank of Commerce, Oakland**<br>1814 Franklin St.<br>Dennis Fitzpatrick, president, (415) 836-6500 | Dec. 17 | $10,000,000 |
| **Bank of Pleasanton, Pleasanton**<br>Box 999, 94566<br>Al Van Veldhuizen, president, (415) 462-2265 | March 9 | $2,500,000 |
| **Tehema County Bank, Red Bluff**<br>1115 N. Main St., 96080<br>Frank Onions, vice president, (916) 529-0436 | Aug. 30 | $2,563,820 |
| **Monument National Bank, Ridgecrest**<br>Box 970, 93555<br>Ward L. Harrington, president, (619) 446-3576 | March 1 | $2,024,550 |
| **Inland Empire National Bank, Riverside**<br>Box 1469, 92502<br>Neil Kushner, president, (714) 788-2265 | June 1 | $5,047,370 |
| **Summit Savings and Loan Association, Rohnert Park**<br>6305 Commerce Blvd., 94928<br>Reece H. Dorr, president, (707) 584-8200 | April 2 | $2,000,000 |
| **Sacramento Commercial Bank, Sacramento**<br>525 J Street, 95814<br>Stanley C. Mailhiot, president, (916) 443-4700 | Aug. 13 | $5,000,000 |
| **Sacramento First National Bank, Sacramento**<br>Box 660070, 95688-0070<br>Joanne J. Greenwood, president, (916) 920-4111 | Nov. 12 | $3,516,000 |
| **First National Bank of Monterey County, Salinas**<br>Box 1426, 93902<br>D. Vernon Horton, president, (408) 757-4900 | April 2 | $4,000,000 |
| **Bank of San Bernardino, San Bernardino**<br>Box 1530, 92402<br>Patrick W. Norvall, president, (714) 888-2265 | April 2 | $3,850,000 |
| **International Savings and Loan Association, San Diego**<br>1450 Frazee Rd., Suite 101, 92108<br>Richard J. Neubert, CEO, (619) 692-1450 | Feb. 14 | $2,000,000 |
| **The Chase Manhattan Trust Company of Calif., NA, S.F.**<br>One Embarcadero Center, Suite 1809, 94111<br>John H. DiMalanta, president, (415) 433-8430 | Dec. 14 | $1,200,000 |
| **The Financial Center Bank, N.A., San Francisco**<br>Box 2047, 94104<br>James M. Sherman, president, (415) 788-2265 | March 5 | $7,000,000 |
| **National American Bank, San Francisco**<br>100 Clement St., 94118<br>R. Wickham Baxter, president, (415) 668-7788 | Feb. 8 | $4,000,000 |
| **Trans Pacific National Bank, San Francisco**<br>44 Second St., 94105<br>Peter J. Altieri, president, (415) 543-3377 | Sept. 9 | $5,000,000 |
| **San Marcos National Bank, San Marcos**<br>Box 2929, 92069<br>Harvey L. Williamson, president, (619) 471-0630 | Jan. 16 | $3,191,020 |
| **First National Bank of Marin, San Rafael**<br>1120 Nye St., 94901<br>Wells A. Rasmussen, president, (415) 459-6100 | July 30 | $3,000,000 |
| **Commercial Pacific Savings and Loan Association, Santa Cruz**<br>1000 41st Ave., 95602<br>Peter Van Steennis, president, (408) 475-6800 | June 15 | $2,000,000 |
| **Viking Savings and Loan Association, Santa Monica**<br>2010 Wilshire Blvd., 90403<br>Elaine Lockfley, president, (213) 453-0353 | June 27 | $2,300,000 |
| **Cyamaca Bank, Santee**<br>Box 387, 92071-0387<br>Alan A. Farias, president, (619) 562-6400 | Jan. 3 | $2,475,000 |
| **Upland National Bank, Upland**<br>Box 5009, 91786<br>Wendell A. Libby, president, (714) 946-2265 | March 12 | $3,150,000 |
| **City Savings and Loan, Westlake Village**<br>2820 Townsgate Rd., 91361<br>James Tannehill, president, (818) 707-0526 | Feb. 22 | $2,013,000 |
| **Golden Pacific Savings and Loan Association, Windsor**<br>8740 Lakewood Dr., 95492<br>Brenda Wooten, president, (707) 542-9122 | April 4 | $2,000,000 |

| COLORADO | Date Opened | Initial Capital |
|---|---|---|
| **First National Bank of Akron, Akron**<br>175 East First St., 80720<br>William B. Painter III, president, (303) 345-2026 | April 2 | $1,000,000 |
| **Bank of Aurora, Aurora**<br>10701 East Alameda Ave., 80014<br>Glen B. Clark Sr., president, (303) 367-1400 | Jan. 20 | $1,100,000 |
| **Central Bank of East Aurora, NA, Aurora**<br>998 South Chambers Rd., 80012<br>Scott W. Brennan, president, (303) 368-7564 | Nov. 5 | $1,000,000 |
| **United Bank of Aurora South, Aurora**<br>2250 South Parker Rd.<br>John P. Kennedy, president, (303) 337-2123 | Dec. 7 | $1,500,000 |
| **Avon National Bank, Avon**<br>48 East Beaver Creek Blvd., 81620<br>Stephen Shaffer, president, (303) 949-1282 | June 25 | $1,100,000 |
| **Central Bank of Garden of the Gods, NA, Colorado Springs**<br>1150 Elkton Dr., 80907<br>Dennis D. Nathan, president, (303) 528-1400 | Oct. 1 | $1,000,000 |
| **Cheyenne Mountain Bank, Colorado Springs**<br>1430 Harrison Rd., 80906<br>Milo Bolender, president, (303) 579-9150 | Nov. 1 | $1,500,000 |

| COLORADO | Date Opened | Initial Capital |
|---|---|---|
| **First Continental Bank of Rockrimmon, NA, Colorado Springs**<br>5825 Delmonico Dr., 80919<br>Stanton T. Kensinger, president, (303) 593-9000 | Sept. 18 | $1,000,000 |
| **State Bank and Trust of Colorado Springs, Colorado Springs**<br>111 South Tejon St.<br>William H. Kandt, president, (303) 577-9100 | Nov. 5 | $1,500,000 |
| **The Western National Bank of Colorado, Colorado Springs**<br>102 South Tejon, 80903<br>Russel L. Truitt, president, (303) 632-5444 | Feb. 15 | $1,250,000 |
| **Chancery National Bank, Denver**<br>1120 Lincoln St., 80203<br>Ronald Nation, president, (303) 831-7945 | Feb. 27 | $2,000,000 |
| **Citizens Bank of Glendale, Denver**<br>4350 East Kentucky Ave., 80222<br>Donald K. Hogoboom, president, (303) 753-6121 | July 11 | $1,200,000 |
| **Tri-State Bank, Denver**<br>616 East Speer Blvd., 80203<br>Richard C. Tucker, president, (303) 778-0303 | Oct. 1 | $2,100,000 |
| **WESTNET Bank, NA, Denver**<br>1700 Lincoln St., Suite 3200, 80203<br>Douglas M. Brown, president, (303) 863-4588 | Aug. 1 | $1,010,000 |
| **High Plains Bank of Elizabeth, NA, Elizabeth**<br>Box 448, 80107<br>A.J. Anderson, president, (303) 646-4414 | Oct. 9 | $1,000,000 |
| **Enterprise National Bank, Englewood**<br>3515 South Delaware St., 80110<br>Michael A. Ohaver, president, (303) 797-2000 | April 25 | $1,000,000 |
| **FirstBank at Arapahoe/Yosemite, Englewood**<br>8600 East Arapahoe Road, 80012<br>Darrel W. Lathrop, president, (303) 694-9000 | June 4 | $1,100,000 |
| **Bergen Park National Bank, Evergreen**<br>Box 3939, 80439-3430<br>Everett S. Covington, president, (303) 670-3200 | Nov. 26 | $1,000,000 |
| **American National Bank of Grand Junction, Grand Junction**<br>Box 2168, 81502<br>David C. Flatt, president, (303) 241-9000 | Feb. 27 | $1,000,000 |
| **First Northern Savings and Loan Association, Greeley**<br>P.O. Box 2537, 80632<br>Charles L. Bartlett, president, (303) 356-3760 | Sept. 17 | $2,000,000 |
| **Mission State Bank, Lakewood**<br>3333 South Wadsworth Blvd.<br>Michael P. Cotter, president | Dec. 5 | $1,500,000 |
| **Central Bank of Centennial, NA, Littleton**<br>3010 West Belleview Blvd., 80123<br>Margaret L. Zarlengo, president, (303) 740-6956 | Sept. 10 | $1,000,000 |
| **Equitable Bank of Littleton, NA, Littleton**<br>101 West Mineral Ave., 80120<br>Linda Sanders, president, (303) 797-2265 | April 16 | $1,500,000 |
| **FirstBank at Wadsworth/Cole Mine, NA, Littleton**<br>6701 South Wadsworth, 80162<br>Larry J. Hauserman, president, (303) 973-7000 | June 19 | $1,000,000 |
| **First National Bank of Steamboat Springs, Steamboat Springs**<br>2155 Resort Dr., 80477<br>John Jorgensen, president, (303) 879-4949 | Nov. 1 | $1,000,000 |
| **First National Bank of Vail, Vail**<br>2111 North Frontage Rd., 81658<br>Robert E. Pfaendler, president, (303) 476-7500 | May 15 | $1,000,000 |
| **Central Bank of Westminster, NA, Westminster**<br>Box 647, 80030<br>Kirk L. Maze, president, (303) 428-5233 | Oct. 1 | $1,000,000 |
| **First Interstate Bank of Westminster, NA, Westminster**<br>10001 Wadsworth Parkway, 80020<br>William J. Fortune, president, (303) 466-7317 | Oct. 18 | $1,000,000 |

| CONNECTICUT | Date Opened | Initial Capital |
|---|---|---|
| **Advest Savings, Hartford**<br>33 Lewis St., 06103<br>John Beckert. president, (203) 525-3300 | Aug. 24 | $11,750,000 |
| **Landmark Bank, Hartford**<br>185 Asylum St., 06103<br>Lewis Boffi, president, (203) 275-6800 | Dec. 24 | $9,000,000 |
| **Old Saybrook Bank and Trust, Old Saybrook**<br>Box 791, 06475<br>Franklin P. Helmedach, president, (203) 388-5751 | May 12 | $2,050,000 |
| **Charter Federal Savings and Loan Association, Stamford**<br>612 Bedford St., 06901<br>Michael Morgan, president, (203) 359-9200 | May 11 | $3,000,000 |
| **Sentry Savings and Loan, Stamford**<br>Box 15330, 06901<br>James H. Ellis, president, (203) 348-1800 | Dec. 5 | $2,660,000 |

| DELAWARE | Date Opened | Initial Capital |
|---|---|---|
| **E.F. Hutton Bank, Wilmington**<br>901 North Market Bank, 19801<br>(302) 573-5800 | March 22 | $2,000,000 |
| **Marine Midland Bank (Delaware), Wilmington**<br>824 Market Street Mall, 19801<br>Donald E. Cielewich, president, (302) 573-4300 | July 2 | $50,000,000 |
| **NBD Delaware Bank, Wilmington**<br>900 Market Street<br>Frederick M. Adams Jr., president, (302) 478-6810 | May 23 | $3,600,000 |

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# Who Opened Their Doors in 1984

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Continued from Previous Page

| FLORIDA | Date Opened | Initial Capital |
|---|---|---|
| **Community National Bank at Bartow, Bartow**<br>North Broadway, 33830<br>David E. Black, president, (813) 533-0475 | July 2 | $3,500,000 |
| **Landmark Bank of Palm Beach County, Boca Raton**<br>1515 North Federal Highway, 33482<br>Roger Howard, president, (305) 368-0091 | May 7 | $1,800,000 |
| **United Savings Association, Bonita Springs**<br>8951 Bonita Beach Rd. Southwest, 33923<br>William H. Martin, managing officer, (813) 992-6600 | Oct. 5 | $3,000,000 |
| **The Merchant Bank of Florida, Brandon**<br>Box 1970, 33511<br>Hugh A. MacArthur, president, (813) 685-7030 | March 1 | $2,100,000 |
| **Enterprise Federal Savings and Loan Association, Clearwater**<br>2437 U.S. 19 North, 33575<br>John R. Allbee, president, (813) 799-6880 | Nov. 1 | $2,400,000 |
| **Transatlantic Bank, Coral Gables**<br>1500 San Remo, 33114<br>Julian Mesa, president, (305) 666-0200 | Aug. 24 | $2,000,000 |
| **Unibank, NA, Coral Gables**<br>5200 S.W. 8th St., 33134<br>Victor Pedroso, president, (305) 441-1212 | July 2 | $1,650,000 |
| **Commercial National Bank, Daytona Beach**<br>P.O. Box 9250, 32020<br>Raymond R. Thomas, president, (904) 257-1984 | Jan. 9 | $2,762,000 |
| **Guardian Savings and Loan Association, Deerfield Beach**<br>1305 South Military Trail<br>Alan S. Becker, president, (305) 421-4800 | Sept. 17 | $3,668,185 |
| **Florida State Bank, Destin**<br>5490 Highway 98E, 35241<br>Thomas E. Stinson, president, (904) 837-5555 | June 16 | $1,750,000 |
| **Gibraltar Savings and Loan Association, Hialeah**<br>18590 NW 67th Ave., 33014<br>Robert W. Fox, president, (305) 556-6807 | June 8 | $2,500,000 |
| **Global Bank, Hialeah**<br>1801 West 4th Ave.<br>Peter Castellanos Jr., president, (305) 884-7400 | July 19 | $2,025,000 |
| **The Trust Bank, Hialeah**<br>4445 West 16th St., 33012<br>Fileno Izquierdo, president, (305) 556-5656 | June 15 | $4,000,000 |
| **Seminole National Bank, Hollywood**<br>3351 N. State Rd., No. 7, 33021<br>Norman B. Holmes, president, (305) 963-7200 | Dec, 13 | $1,300,000 |
| **Barnett Bank of Citrus County, NA, Inverness**<br>1500 US 41 North, 32650<br>Gary Babcock, president, (904) 795-8155 | Nov. 19 | $1,000,000 |
| **Tucker State Bank of Jacksonville, Jacksonville**<br>Box 660, 32201<br>L. Kitt Tucker III, president, (904) 354-8433 | May 15 | $1,500,000 |
| **Southport Savings and Loan Association, Jacksonville Beach**<br>2526 S. Third St., 32250<br>Scott C. Gettemey, president, (904) 249-7707 | June 13 | $4,000,000 |
| **Republic Savings and Loan Association, Jupiter**<br>851 West Indiantown Rd., 33468<br>Ralph E. Schupp, president, (305) 744-3500 | Nov. 19 | $3,000,000 |
| **Community National Bank, Osceola County, Kissimmee**<br>1111 West Oak St., 32742<br>Johnny T. Wimberly, president, (305) 847-4400 | May 3 | $1,500,000 |
| **First National Bank of Lake Park, Lake Park**<br>Box 12200, 33402<br>William R. Earnshaw, president, (305) 848-8800 | Sept. 7 | $2,500,000 |
| **PGA Savings and Loan Association, Lake Park**<br>Box 12277, 33403-0277<br>W. Mark Kates, president, (305) 622-3800 | Dec. 10 | $2,600,000 |
| **Central Bank, Miami**<br>7970 Northwest 36th Street<br>Arnold M. Leibowitz, CEO, (305) 592-6641 | Sept. 17 | $4,500,000 |
| **Gulf Bank, Miami**<br>35 Southeast 7th St., 33131<br>Fernando A. Capablanca, president, (305) 358-0700 | Sept. 24 | $2,000,000 |
| **Mega Bank, Miami**<br>P.O. Box 16-5000, 33116-5000<br>Claude A. Brown, president, (305) 596-6342 | Nov. 19 | $2,700,000 |
| **Metro Bank of Dade County, Miami**<br>9300 South Dixie Highway, 33156<br>Daniel C. Eggland, president. (305) 661-1000 | June 5 | $2,286,650 |
| **Universal National Bank, Miami**<br>7485 N.W. 48th St., 33166<br>Robert L Brunner, president, (305) 937-2265 | Sept. 10 | $2,500,000 |
| **First National Bank of Santa Rosa, Milton**<br>P.O. Box 311, 32572<br>Richard O. Cloutier, president, (904) 623-0959 | June 1 | $2,000,000 |
| **Trust Company of Naples, Naples**<br>5801 Pelican Bay Blvd.<br>Donald B. zumFelde, president, (813) 597-1711 | July 16 | $2,000,000 |
| **Manufacturers Trust Co. of Florida, NA, North Palm Beach**<br>1201 U.S. Highway 1, 33408<br>Richard W. Heiss, CEO, (305) 694-0455 | April 9 | $1,000,000 |
| **Citicorp Trust, NA, Palm Beach**<br>140 Royal Palm Way, 33480<br>John M. Kindred, president, (305) 659-7028 | Oct. 1 | $2,800,000 |
| **U.S. Trust Co. of Florida, Palm Beach**<br>132 Royal Palm Way, 33480<br>Trowbridge Callaway III, president, (305) 659-1550 | April 30 | $2,000,000 |
| **Palm Beach Federal Savings Bank, Palm Beach Gardens**<br>2506 PGA Blvd.. 33410<br>Mack Lofin, president, (305) 627-7100 | Sept. 24 | $3,000,000 |
| **American National Bank, Panama City**<br>Box 2900<br>Bill J. Norris, president, (904) 769-3207 | May 3 | $3,000,000 |
| **Gold Coast Savings and Loan Assn. of Florida, Pembroke Pines**<br>P.O. Box 9244, 33084<br>John R. Morris, president, (305) 431-9390 | Nov. 9 | $7,184,122 |
| **Citizens and Builders Federal Savings Bank, Pensacola**<br>Box 12486, 32501<br>David M. Riddle, president, (904) 438-9900 | Sept. 14 | $5,000,000 |
| **Southeast Bank of St. Johns County, Ponte Vedra Beach**<br>Box 347. 32082<br>Francis I. duPont III, president, (904) 285-5656 | June 8 | $1,500,000 |
| **First American Bank of St. Lucie Co., Port St. Lucie**<br>19648 South U.S. Highway One, 33452<br>Phyllis Salik, vice president, (305) 335-0600 | May 21 | $1,500,000 |
| **Sarasota Bank, NA, Sarasota**<br>3900 Clark Rd., Building A, 33583<br>James C. Allen, president, (813) 923-5411 | Dec. 7 | $2,415,000 |
| **Prosperity Bank of St. Augustine, St. Augustine**<br>790 N. Ponce de Leon Blvd., 32084<br>John A. Lester, president, (904) 824-9111 | Feb. 15 | $1,500,000 |
| **Ambassador Savings and Loan Association, Tamarac**<br>6000 N. University Dr., 33321<br>Thomas J. Seward II, president, (305) 726-0050 | June 8 | $3,000,000 |
| **Bay Federal Savings Bank, Tampa**<br>500 Tampa St., 33602<br>George C. Campbell, president, (813) 221-2372 | Dec. 17 | $3,000,000 |
| **Regency Bank of Florida, Tampa**<br>Box 272170, 33688<br>Robert T. Wilhite, president, (813) 932-1885 | Jan. 16 | $2,026,000 |
| **First American Bank of Indian River County, Vero Beach**<br>4000 20th Street, 32960<br>David H. Talley president, (305) 567-0552 | Nov. 19 | $1,500,000 |
| **First National Bank of the South, Wesley Chapel**<br>P.O. Box 7107, 34249<br>E.E. Phinney, president, (813) 973-2265 | Feb. 1 | $2,000,000 |

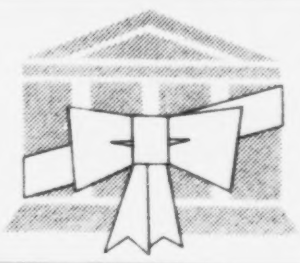
| GEORGIA | Date Opened | Initial Capital |
|---|---|---|
| **Peoples Bank of Buford, Buford**<br>14 West Main St.<br>Clayton Bartlett, president, (404) 932-1900 | Dec. 13 | $2,000,000 |
| **Peoples Bank of Forsythe, Cumming**<br>Box 1800, 30130<br>Robert A. Calvert Jr., president, (404) 887-1031 | July 23 | $2,000,000 |
| **Citizens Bank of Gwinnette, Duluth**<br>Box 1163, 30136<br>Thomas J. Martin, president, (404) 476-3209 | April 16 | $2,000,000 |
| **Investors Trust Savings & Loan, Duluth**<br>Box 956609, 30136-9511<br>John L. Johnson, president, (404) 476-0163 | May 3 | $3,000,000 |
| **First Bank & Trust Co., Fayettville**<br>620 Jeff Davis Dr.<br>John W. Townsend, president, (404) 461-2232 | Nov. 12 | $2,000,000 |
| **Bank of Troup County, La Grange**<br>201 Broad St., 30240<br>Peter A. Mallory, president, (404) 884-7999 | Dec. 15 | $2,000,000 |
| **First Columbia Savings & Loan, Martinez**<br>4109 Columbia Rd., 30907<br>Robert Balk, president, (404) 863-2583 | June 1 | $1,500,000 |
| **Founders Guaranty Bank, McDonough**<br>Box 33, 30253<br>Henry P. Bradford, president, (404) 957-6607 | Aug. 4 | $1,500,000 |
| **Metro Savings & Loan, Sandy Springs**<br>6637 Roswell Rd. NW, 30328<br>Rayborn J. Fisher, president, (404) 476-0163 | June 1 | $1,900,000 |
| **First Franklin Savings and Loan, Toccoa**<br>213 East Tugalo<br>Ben F. Cheek III, president, (404) 886-7571 | July 23 | $950,000 |

| ILLINOIS | Date Opened | Initial Capital |
|---|---|---|
| **First Chicago Investment Advisors, N.A., Chicago**<br>Three First National Plaza, Suite 133, 60602<br>Gary P. Brinson, president, (312) 732-6474 | March 14 | $2,000,000 |

| IOWA | Date Opened | Initial Capital |
|---|---|---|
| **Heritage Bank, N.A., Aurelia**<br>148 Main St.<br>Randall P. Carlson, president, (712) 434-2289 | June 21 | $2,112,000 |

| KANSAS | Date Opened | Initial Capital |
|---|---|---|
| **First National Bank of Bonner Springs, Bonner Springs**<br>111 E. Front St., 66012<br>William R. Dahl, president, (913) 441-1570 | July 2 | $1,100,000 |

# Who Opened Their Doors in 1984



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| KANSAS | Date Opened | Initial Capital |
|---|---|---|
| **Gardner National Bank, Gardner**<br>840 East Main St., 6603<br>Steve Ashley, president, (913) 884-7199 | Nov. 7 | $1,250,000 |
| **The Lenexa National Bank, Lenexa**<br>Box 14646, 66215<br>William Green, president, (913) 888-0700 | Feb. 21 | $2,000,000 |
| **First National Bank of Overland Park, Overland**<br>Box 7568, 66204<br>Richard Lashbrook, president, (913) 491-1300 | July 23 | $2,000,000 |
| **Community National Bank, Seneca**<br>210 Main, 66538<br>Earle R. Stoddard, president, (913) 336-6143 | Oct. 4 | $1,100,000 |
| **Mission Hills Bank N.A., Shawnee Mission**<br>2001 Johnson Dr., 66205<br>Jack Shearer, president, (913) 677-0900 | May 29 | $2,500,000 |
| **Southwest Kansas National Bank, Ulysses**<br>Box 967, 67880<br>Richard E. Jorgenson, president, (316) 356-5555 | Aug. 6 | $1,000,000 |

| KENTUCKY | Date Opened | Initial Capital |
|---|---|---|
| **Meade County Bank, Brandenburg**<br>435 West Broadway, 40108<br>James J. Hines, president, (502) 422-4141 | June 7 | $1,000,000 |
| **Morehead National Bank, Morehead**<br>Box K, 40351<br>George R. Archbold, president, (606) 784-8966 | Nov. 19 | $1,500,000 |

| LOUISIANA | Date Opened | Initial Capital |
|---|---|---|
| **Peoples Bank of Amite, Amite**<br>627 West Oak St.<br>Russel Conger, president, (504) 748-9476 | Nov. 1 | $3,150,000 |
| **Commercial National Bank and Trust Co., Baton Rouge**<br>2431 South Acadian Thruway, 70808<br>E.M. Clark, president, (504) 928-6900 | Oct. 9 | $4,750,000 |
| **Louisiana Independent Bank, NA, Baton Rouge**<br>5551 Corporate Blvd., Suite 3R, 70808<br>Joseph F. Quinlin Jr., president, (504) 924-8015 | July 2 | $6,000,000 |
| **National Bank of Commerce, Baton Rouge**<br>300 Lobdell Ave.<br>N.L. Phillips, president, (504) 928-0300 | Aug. 6 | $5,000,000 |
| **Pelican Trust Co., Baton Rouge**<br>One American Place | Dec. 28 | $150,000 |
| **First National Bank of Benton, Benton**<br>104 Sibley, 71006<br>Jessie E. Williams, president, (318) 965-9691 | March 26 | $1,200,000 |
| **First Bankers Trust of Bossier City, Bossier City**<br>2801 East Texas St.<br>Theron S. Lord Sr., president, (318) 747-5500 | Sept. 4 | $3,150,000 |
| **Union Security Bank & Trust Co., Gonzales**<br>North Burnside Ave., 70707<br>Herbert Thigpen, president, (504) 647-9933 | Sept. 4 | $3,650,000 |
| **Investors Bank and Trust Co., Gretan**<br>2000 Belle Chasse Highway<br>Russel Haas, president, (504) 394-2265 | Nov. 6 | $8,190,000 |
| **First American Bank of Tangipahoa, Hammond**<br>1100 Villa Roma Ave.<br>W.L. McKay, president, (504) 542-7300 | Dec. 31 | $1,003,000 |
| **Southeast National Bank, Hammond**<br>906 Fagan Dr., 70401<br>Richard R. Blouin, president, (504) 542-9700 | July 23 | $4,000,000 |
| **First Intrastate Bank and Trust Co., Harvey**<br>Box 1139, 70059<br>Sebron M. Sneed, president, (504) 361-5555 | May 21 | $3,150,000 |
| **Acadiana National Bank, Lafaytette**<br>Box 4029-C, 70502<br>Ronnie J. Foret, president, (318) 237-7711 | Jan. 6 | $5,000,000 |
| **Lousiana Commercial Bank, Madisonville**<br>Box 548, 70447<br>J.H. Rogers, president, (504) 845-8863 | Feb. 21 | $2,040,000 |
| **Louisiana Federal Savings Bank, Metairie**<br>3041 North Causeway Blvd., 70002<br>Dave M. Hartson III, president, (504) 832-1985 | Aug. 15 | $2,000,000 |
| **Crescent City Bank and Trust Co., New Orleans**<br>911 Harrison Ave.<br>Ray C. Baas, president, (504) 488-4404 | Nov. 13 | $3,000,000 |
| **First Lousiana Trust Co., New Orleans**<br>1515 Poydras St.<br>William A. White III, president, (504) 524-6448 | Dec. 26 | $150,000 |
| **Orleans Bank and Trust Co., New Orleans**<br>1 Seine Court, 70114<br>William F. Akin, president, (504) 363-5900 | Feb. 14 | $3,150,000 |
| **National Fidelity Bank of Shreveport, Shreveport**<br>308 Market St., 71166<br>Charles A. Davis, president, (318) 222-0987 | Dec. 6 | $2,000,000 |
| **State Bank of Commerce, Slidell**<br>Box 1527, 70459<br>Daniel R. Hogan Jr., president, (504) 641-1744 | Jan. 30 | $4,100,000 |

| MAINE | Date Opened | Initial Capital |
|---|---|---|
| **Citibank (Maine) NA, South Portland**<br>170 Ocean St.<br>David J. Nettina, president, (207) 767-5573 | Sept. 10 | $2,000,000 |

| MARYLAND | Date Opened | Initial Capital |
|---|---|---|
| **Maximum Savings Association, Chevy Chase**<br>5530 Wisconsin Ave., Suite 1250, 20815<br>Phillip C. Bowman, president, (301) 951-7300 | April 6 | $5,000,000 |
| **First Fidelity Bank, Rockville**<br>5515 Security Lane, 20852<br>John E. Donahue, president, (301) 279-8868 | Dec. 17 | $3,700,000 |
| **Potomac Savings & Loan Association, Silver Springs**<br>13401 New Hampshire Ave., 20904<br>Richard A. Nuth, president, (301) 236-0070 | Oct. 19 | $750,000 |
| **Citibank (Maryland) NA, Towson**<br>7720 York Rd., 21285<br>Ronald E. Geesey, president, (301) 337-2600 | July 9 | $10,000,000 |

| MICHIGAN | Date Opened | Initial Capital |
|---|---|---|
| **River Place Financial Corp., Detroit**<br>One Joseph Campau, 48207<br>William L. Powers, president, (313) 446-3200 | Jan. 20 | $2,000,000 |
| **United Savings and Loan Association, Farmington Hills.**<br>31731 Northwestern Highway<br>Dennis Deutsch, president, (313) 855-0550 | Feb. 14 | $2,000,000 |
| **FMB-First Michigan Bank-Grand Rapids, Grand Rapids**<br>Box 1703, 49501<br>Russel W. Andre, president, (616) 454-6047 | Feb. 6 | $1,550,000 |
| **NBD Northwest Bank, NA, Traverse City**<br>Box 1290, 49685<br>W.W. Beall Jr., president, (616) 947-1000 | March 9 | $4,000,000 |
| **Sterling Savings and Loan Association, Waterford Township**<br>2972 West Walton Blvd.<br>Scott Seligman, president, (313) 674-4901 | July 23 | $5,000,000 |

| MINNESOTA | Date Opened | Initial Capital |
|---|---|---|
| **Investors Savings Bank FSB, Minneapolis**<br>200 Dain Tower, 55402<br>Tom Fritz, president, (612) 371-7260 | July 4 | $3,000,000 |
| **First National Bank of Monticello, Monticello**<br>407 Pine St., 55362<br>Dale A. Togatchnik, president, (612) 295-2290 | Aug. 29 | $1,100,000 |
| **Battle Creek Bank, St. Paul**<br>2965 Hudson St., 55119<br>Larry D. Albert, president, (612) 739-2265 | April 9 | $1,500,000 |

| MISSOURI | Date Opened | Initial Capital |
|---|---|---|
| **First Exchange Bank of Cape Girardeau, Cape Girardeau**<br>Box 1590, 63701<br>Bill M. Stanfield, president, (314) 335-3502 | Dec. 31 | $200,000 |
| **Landmark Bank of Kansas City, Kansas City**<br>3838 Main St., 64111<br>William G. Green, president, (816) 561-8866 | June 18 | $2,000,000 |
| **Superior National Bank, Kansas City**<br>3100 Main, Suite 101, 64111<br>Jon J. Henderson, president, (816) 531-7500 | Oct. 5 | $2,100,000 |
| **Financial Bank Centre of St. Charles County, Lake St. Louis**<br>1 Lake St. Louis Blvd., 63367<br>Edward J. Vega, president, (314) 625-2300 | Feb. 6 | $1,250,000 |
| **First National Bank, Republic**<br>981 North Highway 60<br>Robert A. Nelson, president, (417) 732-1481 | Oct. 15 | $1,000,000 |
| **First City National Bank, Springfield**<br>500 East Battlefield, 65807<br>Earl K. Nau, president, (417) 887-8044 | July 9 | $1,500,000 |
| **Community Bank of Warrensburg, Warrensburg**<br>401 McQuire St., 64903<br>Stephen L. Abney, president, (816) 429-2101 | July 16 | $1,000,000 |

| MONTANA | Date Opened | Initial Capital |
|---|---|---|
| **Valley Bank of Ronan, Ronan**<br>Box 129, 59684<br>Allen W. Buhr, president, (406) 676-2000 | Feb. 21 | $1,000,000 |

| NEBRASKA | Date Opened | Initial Capital |
|---|---|---|
| **Bank of the Valley, Bellwood**<br>Box 7, 68624<br>Paul Chatelain, president, (402) 538-3025 | May 10 | $560,000 |
| **Cedar Security Bank, Fordyce**<br>Main St., 68736<br>Donovan L. Wieseler, president, (402) 357-3508 | July 16 | $600,000 |
| **River City National Bank, Omaha**<br>10306 Washington Dr., 68137<br>Cheron Baran, president, (402) 895-5160 | June 11 | $2,000,000 |
| **First National Bank of Sydney, Sidney**<br>841 Illinois St.<br>Larry Rasmussen, president, (308) 254-7110 | Oct. 1 | $1,050,000 |

**Continued on Page 18**

# Change in Comptroller's Policy Encourages New Banks to Open

**Continued from Page 1**

chartered credit unions was not available.

Of the 438 new banks, 374 were commercial banks, about the same number that opened in 1983. The Federal Deposit Insurance Corp. reported that 405 new banks opened in 1983, but 32 of those were branches of foreign banks, which are listed as new banks. That leaves a total of 373 new banks opened in 1983.

Last year was the third straight year of vigorous bank organizing activity. There were 343 banks opened in 1982, after 220 were opened in 1981 and 205 in 1980.

New bank openings picked up between 1981 and 1982 after the Comptroller of the Currency changed its policies regarding new bank applications, according to John B. Sartain, a Dallas consultant who specializes in bank formation.

He said the Comptroller decided to "let the marketplace be the determining factor" in deciding whether a new bank could succeed. The Comptroller's office would not take it upon itself to decide how many banks an economic area could support.

New York banking consultant John Lyons called the new Comptroller's policy "a healthy change." Under the old policy, he said, new bank applicants "not only had to show a need for the new bank, but also that your bank would not hurt the existing banks" in the area.

Under the new policy, "if reputable people have applied for a new bank, and they know how to run a bank, then they can open a bank," he said.

Mr. Lyons also attributed the increase in new banks since 1981 to the large number of new institutions formed in unit banking states, where banks are not allowed to branch.

The new commercial banks in 1984 included 249 with national charters, and 125 with state charters.

Sixty-four savings institutions opened their doors last year, including 38 savings and loans. Only 14 of the new savings institutions had federal charters, while 50 had state charters.

The 438 new institutions averaged about $2.4 million each in initial capital. The average initial capitalization for thrifts was $3.2 million, higher than the $2.3 million average for commercial banks. The Federal Home Loan Bank Board requires new federally chartered thrifts to have at least $3 million in initial capital.

The 136 new commercial banks in Texas are about equal to the 1983 total of 134. Mr. Sartain said there were two reasons for the glut of new banks formed each year in Texas.

One is that Texas is a unit banking state. The other is that "the economic growth in the state in the last two decades has been so strong," he said.

He said that new banks have a chance to make a profit by their second year of operation. "It takes one full year to become profitable on a month-by-month basis," he said. During the second year, the bank can recover its initial losses and become as profitable as established banks.

"The right person in the right area can make it work," said Mr. Lyons.

Many of the banks that open in small towns, where there is less competition, get a lot of help from the local community, Mr. Sartain said. "There's a real community spirit that many of the new banks try to capture," he said. "There is a strong sentiment about having locally owned, locally run financial institutions in one's own community."

"There will always be new banks starting," said Mr. Lyons. "The new bank is going to work a lot harder. But it's hard to keep management working that hard" after the bank has been open awhile, he said.

Mr. Lyons said there is "a strong feeling that new banks are started to be acquired by other banks." He estimated that eight out of every 10 new banks are started for that reason.

However, Mr. Sartain said the new banks opening now in Texas are not likely to be acquired by the state's large bank holding companies. "It's not currently a very good bet, but it has been in the past," he said.

He said price-earnings ratios of the new banks make them less attractive acquisition targets than established institutions. But although the industry has moved away from buying independent banks, the trend is cyclical, he said.

"There'll be sometime in the future when [buying] the bank comes in vogue again," Mr. Sartain said.

California accounted for nearly one-third of the nation's 64 new thrift institutions last year. Florida was second, with 12 new thrifts. California's 20 new savings institutions included 16 savings and loans, while Florida had eight S&Ls.

"It's the Sun Belt, high-growth phenomenon," said Harris C. Friedman, managing associate in the Atlanta office of Kaplan Smith & Associates Inc., a thrift consulting firm. "If you want to be in the deposit-taking business, you want to go where the deposits are," he said. California and Florida are the two largest states in terms of deposits, he said.

### California Is Thrift Country

"People here are more thrift oriented," said Ronald B. Matson, a California consultant who tracks the formation of new thrifts. Savings and loans "carry a higher profile" than in other states, he said.

Mr. Matson also said that most of the applications for new charters were made starting in 1982, when the state gave thrifts more powers to invest in real estate. Since then, the regulations have limited operations some, but Mr. Matson said there are more than 200 applications still pending. "Most of them are still in the pipeline, and the pipeline is not moving too fast," he said.

Many of the California thrifts which opened last year began the application process in 1982. The process is slow, which probably accounts for the small number of thrifts which opened in 1984, as compared with banks.

Mr. Friedman said it generally takes about six to eight months for an application for a state-chartered thrift to be approved by Florida authorities.

When approved, "the state charter is conditional, and you have to apply for FSLIC [Federal Savings and Loan Insurance Corp.] insurance. You go through the process all over again," he said, and it may take another six to eight months.

The state banking department is reluctant to give its approval to new applications, because of the backlog of newly approved state charters that are still waiting for insurance, Mr. Matson said.

All of the 20 savings institutions opened in California have state charters. The Federal Home Loan Bank Board approved charters for 58 new thrifts, including 15 in California, last year. However, none of the federally-chartered institutions in California opened, and only 14 federally-chartered thrifts opened nationally.

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# New Thrifts Open Where the Deposits Are — Florida, California

One of the reasons that the newly chartered federal thrifts have not opened is the difficulty in raising capital after the application is approved. "Some organizers know where the capital is coming from before they begin the process," said Mr. Friedman. "Others think they know where it's coming from, and that's a little tough."

Mr. Matson noted that 12 of the 15 federal charters approved in California received their approvals in November and December. "I have two clients that recently received their approval," he said. "It's premature to expect them to open" very quickly after the approval, he added.

Although 136 commercial banks opened in Texas last year, only five thrifts were opened. Mr. Friedman said few new thrifts open because of the large number of existing thrifts in Texas.

"People that take a look at the state figure they could go buy a small [thrift], rather than go through the chartering process," he said.

Not surprisingly, California and Florida, the leaders in new thrifts opened, were second and third, respectively, in new commercial banks opened. California had 45 new banks, while Florida had 32.

Colorado, Oklahoma, and Louisiana, other states with limited branching, also had a large number of new commercial banks. Twenty-seven new banks opened in Colorado, and 19 each opened in Oklahoma and Louisiana.

Louisiana is unusual in that more state-chartered banks (12) opened there than national banks (7). State banks have become very attractive in Louisiana because of new legislation that took effect Jan. 1, 1985, that "gives state banks substantially more powers than national banks," according to James A. Hayes, state commissioner of financial institutions.

The new laws give state-chartered banks "extraordinarily broad securities powers and very broad insurance powers," he said. Those banks can do "just about anything you can think of" in the securities and insurance areas.

Mr. Hayes also said Louisiana "also has a more liberal chartering policy." It used to be easier to get a national bank charter, "but I think the opposite is true now," he said.

Most of Texas' new commercial banks — 120 of them — have national charters, despite the fact that the "powers of state banks are less onerous than the powers of federally-chartered banks," Mr. Sartain said.

The banks have opted for national charters because it has been easier to obtain a national charter than a state charter, he said. But, "that is changing," he said. "The state is becoming a bit more receptive," and the federal regulators are becoming a bit tougher.

After a brief slowdown in new bank activity toward the end of 1984, Mr. Sartain has seen the action picking up again early this year. "I thought they were going to slow down in 1985," he said. "In December, we had fewer inquiries. But January was the single biggest month in our history."

Twelve new commercial banks opened in Texas in January 1985.

California, the leader in new thrifts, will likely have about the same number of new institutions opening this year, Mr. Matson said. "There's probably that many [as in 1984] that have their FSLIC insurance of accounts approved" already, he said. ■

## Various Data Sources Contribute to Listings

The *American Banker* listing of new financial institutions was compiled from several sources:

The commercial bank listings were drawn from data supplied by the Comptroller of the Currency, the Federal Reserve Board, state banking departments, and individual new banks.

The thrift listings were compiled from data supplied by the Federal Home Loan Bank Board, state banking departments, and individual new thrifts.

The credit union listing was compiled from data published by the National Credit Union Administration.

The institutions are listed by name and city. The second line of the listing has the mailing address, followed by the zip code. The third line has the name of the president or other officer of the institution, followed by the telephone number.

The *American Banker* will continue to publish listings of new financial institutions periodically. While every effort is made to compile as complete a list as possible from the sources listed above, some institutions may be missed.

Any new institutions that wish to be included in future listings should send us the following information: name of the bank, address, phone number, date opened, initial capitalization, and the name of the bank president.

The information should be sent to: Mark Basch, Staff Writer, *American Banker*, One State Street Plaza, New York, N.Y., 10004.

*Denise Di Stephan contributed to the research for this listing.*

# National City Appoints 2 Senior Vice Presidents

CLEVELAND — Willis L. Else and Patrick D. Walsh have been appointed senior vice presidents of the National City Corp., a Cleveland-based bank holding company.

Mr. Else will be responsible for the operating functions in the holding company's lead bank, National City Bank, Cleveland, and BancOhio National Bank, Columbus, and provide direction on operations to the member banks.

Mr. Walsh will have similar responsibility for the data processing functions in Cleveland and Columbus and coordinate the related activity among the banks. ■

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# Alamo Savings Names Stahl Vice Chairman

SAN ANTONIO, Tex. — C. R. Stahl Jr. has been elected vice chairman of the Alamo Savings Association. He has been president, chief executive officer, and a director of the association since 1982.

Alamo Savings said Wilber L. Fite, board chairman and a founding director of the association, has assumed the additional responsibilities of chief executive officer. ■

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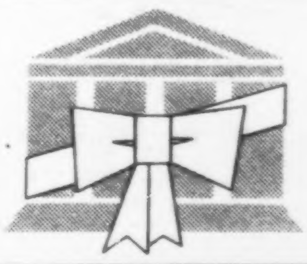

# Who Opened Their Doors in 1984

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Continued from Page 15

| NEVADA | Date Opened | Initial Capital |
|---|---|---|
| **Nevada First Bank, Reno**<br>P.O. Box 12850, 89510<br>Wayne N. Condon, president, (702) 785-3500 | Aug. 9 | $2,000,000 |

| NEW HAMPSHIRE | Date Opened | Initial Capital |
|---|---|---|
| **Charter Trust Co., Concord**<br>4 School St., 03301<br>Neil Macdonagh, president, (603) 224-1350 | July 27 | $400,000 |
| **U.S. Savings Bank of America, Seabrook**<br>399 Lafayette Rd., 03874<br>Frederick W. Lowell, president, (603) 474-5622 | June 27 | $1,500,000 |

| NEW JERSEY | Date Opened | Initial Capital |
|---|---|---|
| **American Bank of New Jersey, Gibbsboro**<br>36 United States Ave., 08026<br>James J. Dolan, president, (609) 435-3400 | Dec. 21 | $2,000,000 |
| **AmeriFederal Savings Bank, Lawrenceville**<br>Quakerbridge Executive Center, 08648<br>Kenneth R. Biederman, president, (609) 275-1000 | Oct. 16 | $3,400,000 |
| **Merrill Lynch Bank and Trust Co., Plainsboro**<br>275 Plainsboro Rd.<br>Harvey A. Rowen, EVP, (609) 799-7605 | Sept. 10 | $2,500,000 |
| **Custodial Trust Co., Trenton**<br>28 West State St., 08608<br>John Oughton III, president, (609) 599-5963 | Dec. 21 | $1,000,000 |

| NEW MEXICO | Date Opened | Initial Capital |
|---|---|---|
| **Sunwest Bank of Sandoval County, NA, Rio Rancho**<br>1000 Rio Rancho Blvd., SE, 87124<br>John M. Jennings, president, (505) 892-2244 | Nov. 19 | $2,500,000 |
| **First State Bank of Silver City, Silver City**<br>1928 Highway 180 East, 88061<br>Dwain Bradshaw, president, (505) 388-3121 | Jan. 4 | $1,000,000 |

| NEW YORK | Date Opened | Initial Capital |
|---|---|---|
| **Asia Bank NA, Flushing**<br>135-34 Roosevelt Ave., 11354<br>Frank Mitchell, president, (718) 961-9700 | Nov. 9 | $5,000,000 |
| **Abacus Federal Savings Bank, New York**<br>31-33 Market St., 10002<br>James Tong, president, (212) 233-1038 | Nov. 29 | $2,000,000 |
| **Bank of California-New York Trust Co., New York**<br>45 Wall Street,.10005<br>John Lambert, president, (212) 943-7490 | Nov. 1 | $1,200,000 |
| **Brown Brothers Harriman Trust Co., New York**<br>63 Wall St., 10005<br>E.T. Gerry Jr., president, (212) 483-6200 | Jan. 13 | $1,200,000 |
| **Chinatown Federal Savings Bank, New York**<br>172 1/2 Canal St., 10013<br>Kenneth W.P. Cheng, president, (212) 334-9191 | April 27 | $2,000,000 |
| **First Chicago Trust Co. of NY, New York**<br>120 Broadway, 10005<br>Don Schneider, president, (212) 406-5220 | Jan. 6 | $1,200,000 |
| **First Eastern Bank NA, New York**<br>235 Canal St., 10013<br>Alexander Chu, president, (212) 219-9000 | Nov. 29 | $5,000,000 |
| **Korea Commercial Bank of New York, New York**<br>1250 Broadway, 10001<br>Yong Woo, president, (212) 244-1500 | Jan. 27 | $5,000,000 |
| **Korea First Bank of New York, New York**<br>29 West 30th St., 10001<br>T. W. Hong, president, (212) 279-2790 | Jan. 25 | $5,000,000 |
| **State Street Bank and Trust Co., NA, New York**<br>50 Broadway, 10004<br>Charles J. Kelly, CEO, (212) 344-2850 | Jan. 3 | $1,000,000 |
| **The Exchange National Bank, Olean**<br>Box 690, 14760<br>Donald K. Bump, president, (716) 372-0110 | July 2 | $5,000,000 |

| NORTH CAROLINA | Date Opened | Initial Capital |
|---|---|---|
| **Bank of Stanly, Alberimarle**<br>Box 338, 28002-0338<br>Leonard Mabry, president, (704) 983-6181 | Jan. 26 | $2,120,750 |
| **North Carolina Trust Co., Greensboro**<br>Box 1108, 27402<br>Steven Hassenfelt, CEO, (919) 272-5100 | Jan. 3 | $1,030,000 |
| **First Capital Corp., Southern Pines**<br>Box 600, 28387<br>Dennis Kernahan, president, (919) 692-4463 | July 27 | $6,000,000 |

| OKLAHOMA | Date Opened | Initial Capital |
|---|---|---|
| **Community National Bank, Alva**<br>1705 College Blvd., 73717<br>Terry L. Ross, president, (405) 327-5500 | July 16 | $1,000,000 |
| **The First National Bank of Del City, Del City**<br>Box 15510, 73115<br>Donald Collier, president, (405) 672-1475 | Jan. 16 | $1,500,000 |

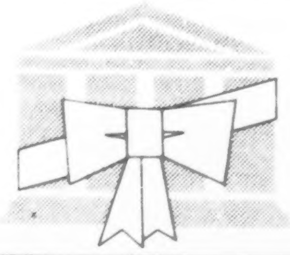
| OKLAHOMA | Date Opened | Initial Capital |
|---|---|---|
| **United Del City Bank, Del City**<br>Box 15159, 73115<br>Rex Edgar, president, (405) 677-8711 | May 17 | $6,710,000 |
| **The Bank of Edmond, NA, Edmond**<br>3480 South Boulevard, 73803<br>Michael W. Anderson, president, (405) 348-2265 | June 4 | $1,500,000 |
| **The National Bank of Harrah, Harrah**<br>Box 820, 73045<br>Gene Campbell, president, (405) 390-3222 | Feb. 15 | $1,200,000 |
| **Mustang National Bank, Mustang**<br>500 North Mustang Rd.<br>Rex D. Whittern, president, (405) 376-4050 | Sept. 10 | $1,750,000 |
| **Republic National Bank, Norman**<br>3510 West Robinson, 73069<br>Ronald Wilhite, president, (405) 360-5369 | Dec. 5 | $3,000,000 |
| **Community National Bank of Okarche, Okarche**<br>102 Industrial Ave., 73762<br>William J. Thompson, president, (405) 263-7491 | May 18 | $2,000,000 |
| **Century Bank, NA, Oklahoma City**<br>9400 N. Broadway, 73516<br>J.W. Michael, president, (405) 478-2265 | Dec. 17 | $3,750,000 |
| **Leadership Bank, NA, Oklahoma City**<br>211 Park Ave.<br>Richard D. Pralle, president, (405) 235-2500 | May 30 | $3,000,000 |
| **North Bank NA, Oklahoma City**<br>12200 N. Rockwell Ave., 73123<br>Patcirk J. Hagge, president, (405) 722-7708 | Aug. 15 | $2,000,000 |
| **Park Avenue Bank NA, Oklahoma City**<br>123 Park Ave., 73102<br>Jay F. Williams, president, (405) 235-1230 | July 2 | $3,250,000 |
| **American National Bank, Ponca City**<br>Box 2088, 74601<br>Grayson Bottom, president, (405) 762-2265 | Jan. 3 | $2,000,000 |
| **First National Bank, Purcell**<br>200 North Third St., 73080<br>R. Douglas MacMorran, president, (405) 527-7561 | May 7 | $2,000,000 |
| **Limestone National Bank, Sand Springs**<br>Box 759, 74063<br>Arlin Plender, president, (918) 245-2551 | March 7 | $2,000,000 |
| **The First Oklahoma Bank, NA, Shawnee**<br>130 East MacArthur, 74801<br>Dennis D. Jett, president, (405) 275-8830 | Oct. 29 | $2,500,000 |
| **First Commercial Savings and Loan Association, Sterling**<br>Box 218, 73567<br>Brian Hooper, president, (405) 365-4233 | Sept. 18 | $4,606,903 |
| **Southern National Bank, Tulsa**<br>7136 South Yale, 74101<br>Roger Findahl, president, (918) 492-1000 | July 16 | $2,000,000 |
| **Tulsa National Bank, Tulsa**<br>2087 East 71st St., 74136<br>James H. Bennett, president, (918) 494-4884 | Nov. 19 | $3,000,000 |
| **Village South National Bank, Tulsa**<br>6514 East 101st St. Suite A, 74133<br>Marc Wolin, president, (918) 299-1266 | Sept. 4 | $1,500,000 |

| PENNSYLVANIA | Date Opened | Initial Capital |
|---|---|---|
| **Parent Federal Savings Bank, Lancaster**<br>24 West King St., 17603<br>John DePatto, president, (717) 295-7001 | Oct. 22 | $3,000,000 |
| **Public Savings Association, Lansdale**<br>417 W. Main St., 19446<br>L. Gene Gatter, president, (215) 368-0106 | May 8 | $3,000,000 |
| **Commerce Bank/Pennsylvania, NA, Philadelphia**<br>1900 Market Street<br>Stephen S. Simyak, president, (215) 568-0900 | June 12 | $3,750,000 |
| **William Penn Bank, Philadelphia**<br>230 South Broad St., 19102<br>Andrew N. Farnese, president, (215) 875-4900 | Feb. 23 | $3,500,000 |

| SOUTH CAROLINA | Date Opened | Initial Capital |
|---|---|---|
| **Anderson National Bank, Anderson**<br>Box 2789, 29622<br>Mason Y. Garrett, president, (803) 224-1112 | June 29 | $2,000,000 |
| **First South Savings Bank Inc., Columbia**<br>Box 11588, 29211<br>Hugh M. Alexander, president, (803) 733-5500 | Jan. 16 | $3,788,000 |
| **Investors Savings Bank of South Carolina, Florence**<br>132 Cleaves St., Drawer 71, 29503<br>Joseph D. Carson, president, (803) 667-6408 | Aug. 31 | $2,425,000 |
| **Greenville National Bank, Greenville**<br>Box 17666, 29606<br>O. Perry Earle III, president, (803) 233-7989 | Feb. 6 | $2,750,000 |

| SOUTH DAKOTA | Date Opened | Initial Capital |
|---|---|---|
| **Rushmore State Bank, Rapid City**<br>14 St. Joseph St., 57701<br>Ken Fish, president, (605) 343-9230 | July 10 | $2,000,000 |

# Who Opened Their Doors in 1984



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| TENNESSEE | Date Opened | Initial Capital |
|---|---|---|
| **Bank of Bellevue, Nashville**<br>Box 21125, 37221<br>Edwin T. Clapp, president, (615) 356-2265 | May 1 | $1,500,000 |

| TEXAS | Date Opened | Initial Capital |
|---|---|---|
| **City National Bank, Amarillo**<br>724 South Pole<br>Luther C. Robinson, president, (806) 374-2450 | Aug. 13 | $2,000,000 |
| **Centre Savings Association, Arlington**<br>410 W. Abraham St., 76010<br>Richard Aghamalian, president, (817) 261-3099 | Dec. 3 | $4,000,000 |
| **Landmark National Bank, Arlington**<br>Box 110119, 76007<br>Billy W. Allen, president, (817) 861-2981 | May 1 | $2,500,000 |
| **Lincoln National Bank, Arlington**<br>Box 110599, 76007<br>Charles Powell, president, (817) 261-2000 | March 1 | $2,500,000 |
| **Northwest National Bank of Arlington, Arlington**<br>610 Randal Mill Rd., 76012<br>Garland Thornton, president, (817) 860-2061 | Sept. 17 | $2,073,000 |
| **Pioneer National Bank, Arlington**<br>4002 W. Pioneer Parkway, 76013<br>Harold E. Patterson, president, (817) 860-2265 | July 16 | $2,500,000 |
| **BancFirst-Westlake, N.A., Austin**<br>Box 33310, 78764<br>Gary W. Traister, president, (512) 328-0600 | May 18 | $1,150,000 |
| **Bank of the West, Austin**<br>Box 3537-242, 76764<br>Randall L. Hester, president, (512) 327-6516 | Sept. 7 | $3,000,000 |
| **Fidelity Savings-Austin, FA, Austin**<br>211 East 7th Street Suit L100, 78701<br>Wayne Beshears, president, (512) 482-9252 | July 30 | $3,000,000 |
| **First National Bank, Austin**<br>327 Congress Ave., 78701<br>Virginia Straughan, president, (512) 477-3611 | Nov. 30 | $1,000,000 |
| **Heritage National Bank, Austin**<br>Box 26008, 78755<br>Eugene A. Brodhead Jr., president, (512) 346-5680 | March 1 | $3,000,000 |
| **Texas Commerce Bank-Northcross, NA, Austin**<br>2711 West Anderson Lane, 78757<br>William H. Garner, president, (512) 453-8668 | Jan. 4 | $1,500,000 |
| **Texas National Bank, Austin**<br>505 Bantom Springs Rd.<br>Ronald L. Ehrig, president, (512) 480-0445 | July 19 | $4,000,000 |
| **Town and Country Bank, NA, Austin**<br>FM 1325 at Wells Branch Parkway, 787[illegible]8<br>Ronald Dean Stubbefield, president, (512) 244-2265 | Sept. 21 | $2,000,000 |
| **Balch Springs Bank, NA, Balch Springs**<br>4030 Pioneer Rd., 75187<br>Lewis Compton, president, (214) 557-0900 | Aug. 22 | $1,500,000 |
| **Beaumont Bank NA, Beaumont**<br>Box 6, 77704<br>Gerald C. Clark, president, (409) 839-4001 | March 15 | $3,000,000 |
| **First National Bank, Bedford**<br>1600 Airport Freeway, 76022<br>John E. Condiff, president, (817) 354-8400 | Dec. 17 | $2,500,000 |
| **Texans National Bank of Belton, Belton**<br>2000 Main<br>Jerry S. Bennett, president, (817) 939-1807 | June 5 | $1,500,000 |
| **Trinity National Bank, Benbrook**<br>851 Winscott Rd.<br>Thomas H. Ruffin, president, (817) 249-2870 | May 30 | $2,000,000 |
| **National Bank of Waller County, Brookshire**<br>Box 1205, 77423<br>Albert M. Dashiell Jr., president, (713) 934-2222 | March 15 | $1,500,000 |
| **Brownfield State Bank, Brownfield**<br>Box 1112, 79316<br>Mr. Howard L. Yandell, president, (806) 637-7626 | Feb. 21 | $2,500,000 |
| **International Bank of Commerce, NA, Brownsville**<br>630 E. Elizabeth St., 78520<br>Frederick Rostenberg, president, (512) 542-8060 | Oct. 9 | $2,000,000 |
| **Peoples National Bank, Caldwell**<br>Box 389, 77836<br>C.B. Silverthorne, president, (409) 364-2896 | Feb. 15 | $2,000,000 |
| **First National Bank of Cleveland, Cleveland**<br>Box 1648, 77327<br>J. Ronald Danner, president, (713) 593-1765 | Jan. 16 | $2,000,000 |
| **Clifton National Bank, Clifton**<br>1203 North Highway 6, 76634<br>Joe Perry Wallace, president, (817) 675-6570 | June 14 | $2,000,000 |
| **Conroe Bank, NA, Conroe**<br>Box 3106, 77305<br>Dave Nichol, president, (409) 760-2299 | April 30 | $2,500,000 |
| **Coppell Bank, NA, Coppell**<br>600 East Sandy Lake Rd., Suite 120, 75019<br>Bill W. Cantwell, president, (214) 393-1123 | Dec. 5 | $2,500,000 |
| **Central National GulfBank of Corpus Christi, Corpus Christi**<br>6000 South Padre Island Dr., 78412<br>William M. Hinyard, president, (512) 993-7200 | July 11 | $3,000,000 |

| TEXAS | Date Opened | Initial Capital |
|---|---|---|
| **Corpus Christi National Bank-South, Corpus Christi**<br>Box 72939, 78472-2939<br>Frank Robinson, president, (512) 857-2626 | April 23 | $2,500,000 |
| **Golden Circle Savings Association, Corsicana**<br>Box 1479, 75110<br>Dean Milkes, president, (214) 872-8395 | June 15 | $1,200,000 |
| **Abrams Centre National Bank, Dallas**<br>PO Box 74920, 75243<br>A. Kenneth Moore, president, (214) 238-9292 | March 5 | $3,500,000 |
| **Allied Bank North Central, NA, Dallas**<br>12655 N. Central Expwy., 75243<br>Gary D. Lewis, president, (214) 788-5200 | May 23 | $1,500,000 |
| **Crown Center National Bank, Dallas**<br>2651 North Harwood St.<br>Robert C. Wells, president, (214) 871-0609 | June 29 | $4,364,000 |
| **Executive Center Bank, NA, Dallas**<br>Box 741867<br>James A. Edwards, president, (214) 690-8800 | May 18 | $3,250,000 |
| **Fidelity National Bank, Dallas**<br>2333 Cedar Springs Rd., 75201<br>Robert Taylor, president, (214) 745-1330 | Feb. 1 | $5,000,000 |
| **First Lakewood National Bank, Dallas**<br>6215 Gaston Ave., 75124<br>James R. Winston, president, (214) 828-0300 | July 10 | $3,450,000 |
| **First National Bank of Park Cities, Dallas**<br>6427 Hillcrest Ave., 75205<br>Tom E. Turner, president, (214) 522-5858 | July 16 | $5,500,000 |
| **Founders National Bank-Skillman, Dallas**<br>9205 Skillman St., 75243<br>Randy B. Walker, president, (214) 340-7400 | Dec. 24 | $2,000,500 |
| **Grand Bank LBJ at Hillcrest, NA, Dallas**<br>6820 LBJ Freeway, 75240<br>David Michael Redden, president, (214) 239-2238 | Jan. 3 | $2,000,000 |
| **Grand Savings and Loan Association, Dallas**<br>8100 Lomo Alto, 79225<br>William C. Murphy, president, (214) 369-0441 | March 1 | $4,000,000 |
| **Highland Park National Bank, Dallas**<br>4500 Cole Ave., 75205<br>Michael T. Casey, president, (214) 528-2500 | July 9 | $5,000,000 |
| **Lone Star National Bank, Dallas**<br>2301 North Akard St., 75202<br>Gary Gordon, president, (214) 871-0444 | Aug. 3 | $3,000,000 |
| **Midway National Bank, Dallas**<br>4230 LBJ Frwy, 75234<br>Ralph Simmans, president, (214) 788-2822 | April 2 | $2,000,000 |
| **Medallion National Bank, Dallas**<br>Box 821607, 75382<br>James R. Harrison, president, (214) 696-1818 | April 2 | $1,400,000 |
| **United National Bank, Dallas**<br>1525 Elm St., 75221<br>Robert Gentry, president, (214) 954-0333 | Aug. 31 | $5,000,000 |
| **Duncanville National Bank, Duncanville**<br>Box 381910, 75138<br>Greg Cornwell, president, (214) 298-2425 | May 31 | $1,500,000 |
| **Citizens National Bank, El Campo**<br>1301 North Mechanic St.<br>J. Scott Arbuckle, president, (409) 543-2200 | Aug. 1 | $4,200,000 |
| **Security National Bank, Elgin**<br>Box 551, 78621<br>J.W. Munson, president, (512) 295-3344 | Jan. 3 | $1,250,000 |
| **Centre National Bank-Farmers Branch, Farmers Branch**<br>4100 Alpha Rd., 75234<br>Robert H. Gossett, president, (214) 392-7400 | April 2 | $6,000,000 |
| **Bank of Commerce - Fossil Creek, Fort Worth**<br>P.O. Box 17150, 76102<br>Stephen Y. Scurlock, president, (817) 232-4000 | March 5 | $1,000,000 |
| **Camp Bowie National Bank, Fort Worth**<br>Box 9678, 76107<br>Barclay R. Ryall, president, (817) 735-8866 | April 16 | $2,000,000 |
| **Capital National Bank, Fort Worth**<br>711 Houston St., 76102<br>Terrence J. Ryan, president, (817) 877-4311 | Jan. 3 | $6,000,000 |
| **Colonial National Bank, Fort Worth**<br>2600 West Freeway, 76195<br>Cleneth Gary Young, president, (817) 877-9030 | Sept. 20 | $1,500,000 |
| **Fidelity National Bank of Fort Worth, Fort Worth**<br>100 Main St., 76113<br>William H. Gilliland, president, (817) 332-9797 | Oct. 22 | $5,024,000 |
| **Landmark Bank of Forth Worth, Fort Worth**<br>810 Houston St.<br>L. Keller Smith, president, (817) 877-3711 | May 21 | $5,100,000 |
| **Ridglea National Bank, Fort Worth**<br>Box 12127, 76121<br>Dan S. Davis, president, (817) 738-3547 | May 9 | $3,000,000 |
| **Shady Oaks National Bank, Fort Worth**<br>6111 Lake Worth Blvd., 76114<br>Russ Richardson, president, (817) 237-8201 | April 2 | $2,000,000 |
| **First National Bank of Frisco, Frisco**<br>Box 1020, 75034<br>R. David Buck, president, (214) 377-9751 | May 29 | $1,500,000 |

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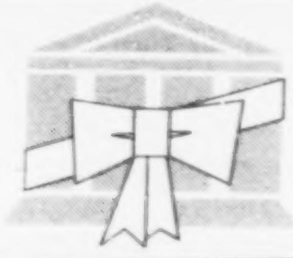

# Who Opened Their Doors in 1984

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Continued from Previous Page

| TEXAS | Date Opened | Initial Capital |
|---|---|---|
| **Southwest Bank-Garland, Garland**<br>4555 West Walnut, 75042<br>D. Michael Holman, president, (214) 487-1505 | Aug. 20 | $2,000,000 |
| **Texas Bank of Garland, N.A., Garland**<br>Box 462187, 75040<br>W.A. Keith, president, (214) 840-8008 | March 1 | $2,000,000 |
| **First National Bank, Goldwaithe**<br>1301 Fisher St.<br>Randall K. Fletcher, president, (915) 648-3013 | Aug. 1 | $1,437,500 |
| **American National Bank, Gonzales**<br>1606 North Sarah Dewitt Dr., 78629<br>Jack Mills, president, (512) 672-8585 | July 12 | $2,699,510 |
| **Lake Granbury National Bank, Granbury**<br>Box 1237, 76048<br>Frank Kimmell, president, (817) 573-7171 | June 4 | $2,000,000 |
| **Bear Creek National Bank, Houston**<br>8686 State Highway 6 North, 77095<br>Larry Williams, president, (713) 550-5000 | Aug. 16 | $2,500,000 |
| **Capital Bank-Greens Parkway, NA, Houston**<br>Box 73000, 77273<br>Dick J. Ralph, president, (713) 448-1000 | March 1 | $3,000,000 |
| **Champions Point National Bank, Houston**<br>12035 Bammel N. Houston Rd.<br>Robert J. Karel, president, (713) 583-7777 | Nov. 13 | $3,000,000 |
| **Cypress National Bank, Houston**<br>9226 FM 1960 West<br>A. Wayne Robertson, president, (713) 955-6810 | Oct. 1 | $3,500,000 |
| **Ellington Bank of Commerce, Houston**<br>P.O. Box 34644, 77234<br>John H. Moon Sr., president, (713) 484-7000 | July 2 | $2,500,000 |
| **First Northwestern Bank, NA, Houston**<br>12200 Northwest Freeway<br>Ronald E. Lee, president, (713) 683-7222 | May 15 | $2,000,000 |
| **Great Western Bank, NA, Houston**<br>10260 Westheimer, 77042<br>Brooks S. Boyd, president, (713) 952-6055 | July 9 | $2,000,000 |
| **Independence Bank, NA, Houston**<br>6910 Addicks-Fairbanks Rd., 77041<br>Leland Konkin, president, (713) 466-7283 | Jan. 3 | $2,000,000 |
| **Langham Creek National Bank, Houston**<br>6730 Highway 6 North, 77084<br>Jacqueline Calhoun, president, (713) 859-2223 | Oct. 1 | $2,500,000 |
| **Northwest Commercial Bank, Houston**<br>Box 41027, 77241<br>Robert J. Walz, president, (713) 896-9600 | Jan. 3 | $2,000,000 |
| **Park National Bank of Houston, Houston**<br>1313 Binz, 77288<br>Robert Logan, president, (713) 523-7879 | Aug. 29 | $3,100,000 |
| **RepublicBank Eldridge, NA, Houston**<br>777 North Eldridge<br>Roger L. Russell, president, (713) 493-5464 | Aug. 30 | $2,500,000 |
| **Richmark Bank, NA, Houston**<br>1880 Dairy Ashford<br>Charles T. Clay, president, (713) 531-9300 | June 1 | $2,000,000 |
| **Sage Plaza Bank, NA, Houston**<br>5151 San Felipe Rd.<br>James A. Woodall Jr., president, (713) 850-9846 | June 1 | $3,000,000 |
| **Steeplechase National Bank, Houston**<br>11025 FM 1960, 77065<br>William G. McGinty, president, (713) 955-9500 | Oct. 9 | $3,000,000 |
| **Texas Guaranty National Bank, Houston**<br>1505 State Highway 6 South, 77077<br>Stephen F. Austin, president, (713) 496-6886 | Oct. 29 | $4,250,000 |
| **Texas National Bank, Houston**<br>755 Post Oak Blvd.<br>Walter E. Beard, president, (713) 961-3222 | May 7 | $5,750,000 |
| **Westheimer Memorial Bank NA, Houston**<br>1500 S. Dairy-Ashford, 77077<br>Lee Vardaman, president, (713) 496-4737 | Sept. 17 | $3,010,500 |
| **West Houston National Bank, Houston**<br>1211 Highway 6 North, 77218<br>Terry L. Shelton, president, (713) 578-2800 | March 1 | $2,125,000 |
| **Westwood National Bank, Houston**<br>7909 Parkwood Circle<br>Joseph C. Wheeler, president, (713) 777-5598 | Aug. 6 | $1,000,000 |
| **Atascocita State Bank, Humble**<br>Box 3427, 77347-3427<br>Mason Romans, president, (713) 852-4551 | Oct. 1 | $1,500,000 |
| **First National Bank of Atascocita, Humble**<br>Box 1299, 77347<br>Kerry R. Getter, president, (713) 852-8889 | April 5 | $1,200,000 |
| **First National Bank-South, Huntsville**<br>845 South Sam Houston Ave., 77340<br>Gene Austin, president, (409) 291-6412 | Aug. 20 | $2,000,000 |
| **Hurst National Bank, Hurst**<br>201 East Pipeline Rd., 76053<br>George M. Bradford, president, (817) 280-2071 | Jan. 4 | $2,000,000 |
| **Bank of Las Colinas NA, Irving**<br>300 E. Carpenter Frwy, 75062<br>Richard A. Taylor, president, (214) 258-6700 | Jan. 27 | $2,000,000 |

| TEXAS | Date Opened | Initial Capital |
|---|---|---|
| **Fidelity Savings-Irving, FA, Irving**<br>Box 160-279, 75016<br>Mike Barnwell, president, (214) 263-4491 | June 28 | $3,000,000 |
| **Texas Commerce Bank-Irving Boulevard, Irving**<br>Box 157228, 75015<br>John A. Metoskie, president, (214) 254-8122 | Dec. 3 | $2,500,000 |
| **Village Green National Bank, Jersey Village**<br>8200 Jones Rd., 77065<br>Steve E. Smith, president, (713) 466-0033 | Oct. 9 | $2,640,000 |
| **Mason Road Bank, NA, Katy**<br>870 Mason Rd., 74450<br>Donald W. Wigley, president, (713) 392-8600 | May 15 | $1,650,000 |
| **First National Bank of Kingwood, Kingwood**<br>200 Northpark Dr., 77339<br>Eugene R. O'Neal, president, (713) 359-9000 | July 2 | $2,300,000 |
| **Kingwood Bank NA, Kingwood**<br>29805 Loop 49 A, 77339<br>David Bubier, president, (713) 358-1900 | Aug. 31 | $2,500,000 |
| **First Consolidated Bank-Pleasant Run Road, NA, Lancaster**<br>3200 West Pleasant Run<br>Mary Alice Warrington, president, (214) 223-3900 | Nov. 15 | $1,500,000 |
| **Flower Mound Bank, Lewisville**<br>Box 686, 75067<br>Joe Ackley, president, (214) 539-0880 | Aug. 21 | $1,500,000 |
| **Metropolitan National Bank, Lewisville**<br>1686 South Highway 121, 75067<br>Philip C. Martin, president, (214) 434-3671 | Aug. 13 | $2,000,000 |
| **Community National Bank, Longview**<br>101 Community Blvd., 75606<br>Terry Shelton, president, (214) 236-4422 | Oct. 15 | $2,300,000 |
| **Oak Forest National Bank, Longview**<br>911 Northwest Loop 281, 75605<br>Joe Stephens, president, (214) 297-6362 | July 27 | $2,000,000 |
| **Texas National Bank, Longview**<br>Box 6950, 75608<br>Joe Sharp Jr., president, (214) 759-3828 | July 2 | $4,850,000 |
| **City Bank, NA, Lubbock**<br>Box 5060, 79417<br>William E. Lloyd, president, (806) 792-7101 | April 13 | $2,250,000 |
| **East Texas National Bank of Marshall, Marshall**<br>1101 Pinecrest Dr., 75670<br>Lloyd Taylor, president, (214) 935-1331 | July 16 | $2,500,000 |
| **McAllen National Bank, McAllen**<br>1801 S. Second St.<br>Eugene Crowder, president, (512) 682-2265 | Jan. 19 | $2,500,000 |
| **McLean Bank of Commerce, McLean**<br>201 North Main St., 79057<br>Brian Pohlmeier, president, (806) 779-2461 | Aug. 17 | $500,000 |
| **Collin County State Bank, Melissa**<br>Highway 5 and Highway 121, 75071<br>Don R. Reddick, president, (214) 837-2233 | Nov. 5 | $2,000,000 |
| **Community National Bank, Midland**<br>Box 3903, 79702<br>Robert D. Gribble, president, (915) 684-3975 | Jan. 3 | $2,000,000 |
| **Texas Commerce Bank-Midland, NA, Midland**<br>400 West Illinois Ave., 79702<br>J. Edward Jones, president, (915) 687-1164 | July 23 | $2,000,000 |
| **Centennial National Bank, Richardson**<br>1100 Centennial Blvd., 75081<br>Gary Tipton, president, (214) 680-1100 | Aug. 9 | $2,626,000 |
| **Rockport Bank, NA, Rockport**<br>Box 1150, 78382<br>Robert Lynch, president, (512) 729-0500 | Dec. 6 | $2,800,000 |
| **Round Rock National Bank, Round Rock**<br>Box 400, 78680-0400<br>Robert D. Wilson Jr., president, (512) 244-2233 | May 1 | $2,875,000 |
| **First National Bank of Sachse, Sachse**<br>Box 469090, 75046<br>John S. Cooper, president, (214) 530-7999 | Feb. 21 | $1,500,000 |
| **Tom Green National Bank, San Angelo**<br>2302 Pulliam St., 76095<br>George Crowenozer, president, (915) 658-2427 | Aug. 27 | $2,000,000 |
| **Castle Hills National Bank, San Antonio**<br>Box 13399, 78213<br>Frank W. Patton Jr., president, (512) 366-2600 | March 19 | $2,000,000 |
| **Commercial National Bank, San Antonio**<br>9100 San Pedro<br>Midland R. West, president, (512) 341-5469 | Sept. 7 | $2,000,500 |
| **Executive National Bank, San Antonio**<br>4625 Centerview Dr.<br>Heinrick J. Furtner, president, (512) 737-1000 | June 4 | $1,500,000 |
| **Fidelity Bank, NA, San Antonio**<br>Box 47502, 78265-7502<br>J. Brian O'Connor, president, (512) 341-4641 | Jan. 30 | $5,750,000 |
| **First National Bank of Bexar County, San Antonio**<br>2350 Northwest Military Dr.<br>James W. Schnettler, president, (51[illegible]) 344-3000 | June 11 | $3,000,000 |
| **Leon Valley Bank, San Antonio**<br>Box 380518, 78280<br>Elmer A. Haile, president, (512) 684-7666 | July 6 | $2,000,000 |

# Who Opened Their Doors in 1984

Compiled by **American Banker** Copyright 1985

| TEXAS | Date Opened | Initial Capital |
|---|---|---|
| **MedCenter Bank, NA, San Antonio**<br>8525 Wurzbach, 78229<br>Juan Rangel, president, (512) 699-3300 | Aug. 29 | $4,370,000 |
| **Northwest Bank, NA, San Antonio**<br>Box 27536, 78227<br>Bernard Austin, president, (512) 675-4111 | May 16 | $2,000,000 |
| **River City Bank, San Antonio**<br>P.O. Box 13307, 78213<br>Don Vinez, president, (512) 344-2200 | June 29 | $4,500,000 |
| **Texas Bank North NA, San Antonio**<br>13700 San Padro Ave., 78232<br>J. Edward Ortiz, president, (512) 496-4700 | Aug. 27 | $2,000,000 |
| **Westpoint National Bank, San Antonio**<br>7200 Culebra Rd.<br>G.W. McClaugherty, president, (512) 684-9060 | Dec. 3 | $2,900,000 |
| **Sealy National Bank, Sealy**<br>Box B, 77474<br>Jim Holloway, president, (409) 885-4151 | April 30 | $1,750,000 |
| **Seminole National Bank, Seminole**<br>Drawer 727, 79360<br>George Shivers, president, (915) 758-3295 | March 16 | $2,700,000 |
| **Community National Bank, Sherman**<br>Box 2348, 75090<br>Charlie W. Reed, president, (214) 893-7757 | April 30 | $1,500,000 |
| **American State Bank of Snyder, Snyder**<br>3610 College Ave., 79549<br>Edward Johnson, president, (915) 573-4041 | May 7 | $1,000,000 |
| **Park Forty Five National Bank, Spring**<br>Box 939, 77373<br>Dick Hoffine, president, (713) 353-2011 | Dec. 10 | $3,000,000 |
| **Citizens National Bank, Teague**<br>420 Main St., 75680<br>Phillip W. Gilliam, president, (817) 739-2558 | June 18 | $1,500,000 |
| **Texarkana National Bank-Central Plaza, Texarkana**<br>2318 Richmond Rd., 75503<br>Robert G. Fuller, president, (214) 832-4552 | Dec. 17 | $2,000,000 |
| **Bank of East Texas, Tyler**<br>Box 7020, 75711<br>Roger C. Pearson, president, (214) 581-8100 | Jan. 3 | $2,000,000 |
| **South Broadway Bank, Tyler**<br>6201 South Broadway, 75710<br>Titus Jones, president, (214) 561-5565 | July 6 | $2,000,000 |
| **Federated National Bank, Universal City**<br>P.O. Box 2988<br>Frank L. McNiff, president, (512) 659-0382 | June 14 | $1,500,000 |
| **Texas National Bank, Victoria**<br>2702 N. Navorro, 77901<br>Thomas C. Tyng, president, (512) 578-3927 | Dec. 10 | $2,900,000 |
| **Weatherford National Bank, Weatherford**<br>101 College Park Dr., 76086<br>Walter Fant Worthington, president, (817) 599-7351 | July 16 | $2,000,000 |
| **Security Bank NA-Bay Area, Webster**<br>18333 Egret Bay Blvd., 77598<br>Robert M. Turner, president, (713) 333-1410 | Sept. 4 | $2,000,000 |
| **First National Bank, Whitesboro**<br>2500 Highway 82 East, 76273<br>Lloyd W. Bults, president, (214) 564-5606 | Oct. 19 | $2,000,000 |
| **Peoples National Bank, Winters**<br>Box 578, 79567<br>Leon Groves, president, (915) 754-5526 | May 21 | $1,250,000 |
| **First National Bank, The Woodlands, The Woodlands**<br>25211 Grogan's Mill Rd., 77380<br>G.W. Cone, president, (713) 363-8800 | Jan. 19 | $2,000,000 |
| **Wylie Bank, NA, Wylie**<br>303 Highway 78, 75908<br>Robert L. Taylor, president, (214) 442-6565 | Sept. 4 | $1,250,000 |
| **International Bank of Commerce NA, Zapata**<br>Box 1030, 78076<br>Renato Ramirez, president, (512) 765-8361 | Feb. 6 | $2,000,000 |

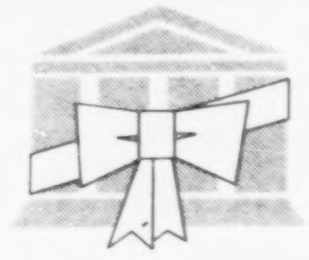
| VIRGINIA | Date Opened | Initial Capital |
|---|---|---|
| **First Virgina Bank - Commonwealth, Grafton**<br>1782 George Washington Hwy, 23692<br>Jon A. Nystrom, president, (804) 253-2816 | Jan. 3 | $2,100,000 |
| **First National Bank, Louisville, Richmond**<br>7798 Carousel Lane, 23229<br>Morton Boyd, president, (804) 346-4100 | May 4 | $5,150,000 |
| **Sailors & Merchants Bank and Trust, Vienna**<br>133 Maple Ave., 22180<br>Richard B. Green, president, (703) 255-3400 | Aug. 13 | $2,750,000 |

| WASHINGTON | Date Opened | Initial Capital |
|---|---|---|
| **Bank of Northshore, Bothell**<br>10304 Main St., 98911<br>Carl Forssen, president, (206) 485-2265 | Oct. 1 | $1,500,000 |
| **Columbia Valley Bank, East Wenatchee**<br>199 Valley Mall Parkway, 98801<br>Bill Scaife, president, (509) 884-1508 | Dec. 31 | $1,500,000 |
| **American First National Bank, Everett**<br>6920 Evergreen Way, 98203<br>Thomas H. Rainville, president, (206) 353-1234 | Sept. 17 | $1,750,000 |

| WEST VIRGINIA | Date Opened | Initial Capital |
|---|---|---|
| **First Community Bank, Oceana National, Oceana**<br>Box 1680, 24870<br>Sam Clark, president, (304) 682-8244 | July 2 | $2,189,859 |

| WISCONSIN | Date Opened | Initial Capital |
|---|---|---|
| **Independence Trust Co., Waukesha**<br>235 West Broadway, 53186<br>Bruce Salome', president, (414) 542-5117 | May 1 | $300,000 |

| WYOMING | Date Opened | Initial Capital |
|---|---|---|
| **American National Bank of Eastridge, Casper**<br>Box 9440<br>William W. Woodworth III, president, (307) 234-1234 | Feb. 2 | $1,250,000 |
| **The Wyoming National Bank of West Casper, Casper**<br>Box 2480, 82602<br>Gary L. Wickman, president, (307) 237-4000 | May 4 | $1,000,000 |
| **Frontier Bank of Laramie County, Cheyenne**<br>1501 South Greeley Highway, 82007<br>James L. Hunnicut, president, (307) 637-7244 | Aug. 7 | $1,250,000 |
| **Western Bank of Cheyenne, Cheyenne**<br>1525 East Pershing Blvd., 82001<br>John C. Macleod, president, (307) 637-7333 | May 30 | $1,000,000 |
| **American National Bank of Evanston, Evanston**<br>50 Yellowcreek Rd., 82930<br>Dan Ollar, president, (307) 789-1920 | Nov. 2 | $1,000,000 |
| **Hulett National Bank, Hulett**<br>Box 98, 82720<br>James O. Aplan, president, (307) 467-5261 | Feb. 28 | $750,000 |
| **Lovell National Bank, Lovell**<br>Box 277, 82431<br>Gary E. Jinks, president, (307) 548-2751 | Oct. 18 | $800,000 |
| **Sheridan National Bank, Sheridan**<br>Box 6268, 82801<br>Joseph R. Lyman, president, (307) 672-0705 | Feb. 3 | $1,000,000 |



# New Federal Credit Unions of 1984

Compiled by **American Banker** Copyright 1985

| ALABAMA | Date Chartered | Potential Members |
|---|---|---|
| City of Auburn, AL FCU, Auburn | March 16 | 675 |
| Prichard FCU, Prichard | Jan. 27 | 39,541 |

| ARKANSAS | Date Chartered | Potential Members |
|---|---|---|
| SEARK FCU, Dermott | Jan. 25 | 622 |
| North Arkansas FCU, Flippin | Jan. 30 | 11,334 |
| Arlington Hotel FCU, Hot Springs | Aug. 14 | 300 |

| CALIFORNIA | Date Chartered | Potential Members |
|---|---|---|
| California Service Station Assn. FCU, Concord | April 23 | 7,345 |
| East Bay Gardener's FCU, Oakland | Sept. 27 | 1,000 |
| Orange County Building Trades, Orange County | June 27 | 45,000 |
| Mid City Southeast FCU, San Diego | June 20 | 27,693 |
| San Diego Firefighters FCU, San Diego | April 23 | 729 |
| Mobilehome Owners, San Juan Capistrano | Aug. 6 | 5,000 |
| Continental Association of Resolute Employers, San Rafael | Sept. 27 | 25,000 |
| Viking Employees FCU, Santa Clara | April 23 | 1,929 |

| CONNECTICUT | Date Chartered | Potential Members |
|---|---|---|
| Post-Telegram Employees, Bridgeport | April 19 | 500 |
| Fort Trumbull, New London | June 14 | 8,000 |
| Stamford Municipal Employees, Stamford | Dec. 17 | 6,000 |
| TORMANCO Employees, Torrington | June 29 | 3,000 |

| DELAWARE | Date Chartered | Potential Members |
|---|---|---|
| Delmarva FIFE FCU, Houston | July 16 | 7,200 |

| FLORIDA | Date Chartered | Potential Members |
|---|---|---|
| South Okeechobee Community Development FCU, Belle Glade | Aug. 30 | 33,900 |
| First South Florida FCU, Orlando | April 5 | 27,000 |
| Florida Food Services FCU, Orlando | June 19 | 5,270 |
| I.M.A. FCU, St. Petersburg | Jan. 9 | 10,330 |

| GEORGIA | Date Chartered | Potential Members |
|---|---|---|
| SPC FCU, Atlanta | Oct. 31 | 600 |
| Griffin-Spalding FCU, Griffin | June 11 | 1,000 |

| HAWAII | Date Chartered | Potential Members |
|---|---|---|
| AmTrust FCU, Honolulu | May 16 | 10,000 |

| IDAHO | Date Chartered | Potential Members |
|---|---|---|
| Atomic Workers, Idaho Falls | March 22 | 30,000 |

| ILLINOIS | Date Chartered | Potential Members |
|---|---|---|
| Most Worshipful Prince Hall Grand Lodge of Ill. FCU, Chicago | May 29 | 5,000 |
| Machinist FCU, Oak Park | Dec. 4 | 40,000 |
| Construction Equipment FCU, Peoria | May 1 | 147,730 |

| INDIANA | Date Chartered | Potential Members |
|---|---|---|
| Independent FCU, Anderson | Dec. 6 | 20,845 |
| Teamsters Local 135 Membership FCU, Bargersville | Jan. 18 | 12,000 |
| Wavetek Employees FCU, Beech Grove | Feb. 17 | 891 |
| Howard County Farm Bureau Cooperative FCU, Kokomo | April 19 | 1,000 |

| KENTUCKY | Date Chartered | Potential Members |
|---|---|---|
| Bowling Green FCU, Bowling Green | April 17 | 600 |
| University of Kentucky FCU, Lexington | Nov. 16 | 10,000 |

| LOUISIANA | Date Chartered | Potential Members |
|---|---|---|
| Holy Ghost Faith FCU, Opelousas | May 23 | 900 |

| MAINE | Date Chartered | Potential Members |
|---|---|---|
| Family, Westbrook | April 6 | 34,000 |
| Telco of New England, | Dec. 20 | 6,000 |

| MARYLAND | Date Chartered | Potential Members |
|---|---|---|
| CCACC FCU, Bethesda | July 13 | 1,400 |
| Free Gospel Church of Christ FCU, Coral Hills | Dec. 21 | 3,000 |
| Trinity FCU, Salisbury | Dec. 21 | 2,000 |

| MASSACHUSETTS | Date Chartered | Potential Members |
|---|---|---|
| G.T. & D. Employees, Greenfield | Jan. 23 | 500 |
| Babson Students, Wellesley | Oct. 11 | 4,200 |

| MINNESOTA | Date Chartered | Potential Members |
|---|---|---|
| Hmong American FCU, St. Paul | Oct. 22 | 10,000 |

| MISSISSIPPI | Date Chartered | Potential Members |
|---|---|---|
| Trade Centers FCU, Biloxi | Feb. 10 | 2,000 |

| MISSOURI | Date Chartered | Potential Members |
|---|---|---|
| Missouri Student FCU, Columbia | Sept. 21 | 27,000 |

| NEW JERSEY | Date Chartered | Potential Members |
|---|---|---|
| Glen Oakes Village Owners, Glen Oakes | Sept. 12 | 3,000 |
| Newark Latin America, Newark | Nov. 7 | 23,000 |
| New Community, Newark | Dec. 19 | 5,000 |
| T-Bar Employees, Newark | Nov. 30 | 550 |
| St. Andrew Kim, Orange | May 3 | 1,200 |
| Hispanic American, Passaic | Sept. 11 | 3,000 |
| Chilton Memorial Hospital, Pompton Plains | Oct. 30 | 900 |
| Healthcare Employees, Princeton | Sept. 14 | 51,989 |
| Warner Cosmetics Employees, Somerset | Jan. 5 | 600 |
| Z.M.H Employees, Willingboro | July 18 | 1,200 |

| NEW YORK | Date Chartered | Potential Members |
|---|---|---|
| Nationwide Tenants, Bellerose | Sept. 14 | 200,000 |
| Seneca Nation of Indians Emp., Irving | Aug. 10 | 520 |
| Wallkill Can, Middletown | April 4 | 1,500 |
| J.U.R.I., New York | March 23 | 2,000 |
| Local 144 S.E.I.U., New York | Jan. 13 | 25,000 |
| Twenty First Century, New York | June 26 | 1,700 |
| WAITUNG BO, New York | Feb. 24 | 3,500 |
| South Ozone Park Community, Queens | July 10 | 16,446 |
| Roosevelt Long Island, Roosevelt | Aug. 27 | 25,000 |

| NORTH CAROLINA | Date Chartered | Potential Members |
|---|---|---|
| GMH FCU, Gastonia | Feb. 3 | 1,200 |
| Cannon Mills Company Employees FCU, Kannapolis | May 3 | 22,000 |
| LOFOL FCU, Laurinburg | March 28 | 850 |
| ITT Telecom FCU, Raleigh | Oct. 10 | 3,100 |
| North Carolina Press Association FCU, Raleigh | Aug. 8 | 6000 |

| PENNSYLVANIA | Date Chartered | Potential Members |
|---|---|---|
| Trouvaille FCU, Ardmore | April 16 | 400 |
| SS Peter & Pal Byzantine Rite FCU, Bethlehem | April 16 | 300 |
| M.B.E. FCU, Chester | May 22 | 650 |
| SBADV FCU, Collingdale | June 8 | 2,000 |
| Westinghouse Gettysburg FCU, Gettysburg | April 25 | 600 |
| Bucknell University Employees FCU, Lewisburg | July 6 | 2,000 |
| Allen AME FCU, Philadelphia | April 4 | 400 |
| MARKDATA FCU, Pittston | Jan. 16 | 310 |
| BEAP FCU, Wilkes-Barre | May 22 | 650 |

| SOUTH CAROLINA | Date Chartered | Potential Members |
|---|---|---|
| BMA Credit Association FCU, Greenville | April 23 | 1,575 |

| TEXAS | Date Chartered | Potential Members |
|---|---|---|
| Fil-Am, Dallas | Dec. 3 | 6,000 |
| St. Phillips Missionary Baptist Church, Dallas | May 7 | 350 |
| Beth-Eden, Fort Worth | Oct. 29 | 1,486 |
| Southeast Fort Worth, Fort Worth | June 26 | 47,227 |
| Asian Business, Houston | Aug. 17 | 569 |
| Ilocano Club, Houston | Feb. 3 | 500 |
| Inter-Church, Houston | May 18 | 120,000 |
| Texas Association of Public Accountants, Houston | Oct. 17 | 2,100 |
| ICI Bayport, Pasadena | Oct. 29 | 350 |
| Maintenance Workers, San Antonio | July 25 | 1000 |

| VIRGINIA | Date Chartered | Potential Members |
|---|---|---|
| T.I. FCU, Arlington | March 2 | 1,350 |
| Fishing Bay FCU, Deltaville | Aug. 8 | 7,719 |
| ROCCO Employees FCU, Harrisonburg | Aug. 20 | 2,000 |

| WASHINGTON | Date Chartered | Potential Members |
|---|---|---|
| Kitsap FCU, Bremerton | April 2 | 34,000 |
| Peninsula FCU, Lake Bay | May 22 | 27,444 |

| WEST VIRGINIA | Date Chartered | Potential Members |
|---|---|---|
| Eastern Panhandle FCU, Martinsburg | June 20 | 1,411 |
| Natrium Employees FCU, New Martinsville | Feb. 13 | 880 |

# Nation's 100 Smallest Banks Say They Feel Fine

**Continued from Page 1**

or in net income. And for those banks where data for two years were available, they had across-the-board gains far exceeding those of the 300 largest banks.

These are some of the findings of the *American Banker* survey of the 100 smallest insured commercial banks in the United States. The data are as of June 30, 1984, and, unlike last year's listing, only those banks are included that have operated for at least three years. The banks are ranked by deposits in ascending order.

Some of these smallest banks, which are predominantly family owned, have received offers to sell their business to larger banks. But they have not felt it necessary to merge to remain competitive.

Further, because their clientele has little need of specialized services, the 100 smallest banks have no reason to jump on the bandwagon of the deregulated product. For the customer who may need a special service, it can be arranged through another bank, and probably at a lower cost simply because these banks don't have to worry about pleasing a crowd of shareholders.

Though these banks are situated in farming communities, most have not suffered the agricultural crises of larger banks. Officers of these banks gave several reasons for avoiding the problems sweeping the farm belt, but one of the primary reasons is because of their size.

For despite being located in rural areas, "these banks," says Weldon Barton, agricultural representative of the Independent Bankers Association of America, "may not be explicitly engaged in commercial agricultural lending." Because they are small, they may be spared the credit crunch of other, midsize agricultural banks.

"With a limit of 10% of capital lending to an individual," Mr. Barton explained, "the loans these banks make would generally be too small for an actual commercial agricultural loan. The loan may be to a person who lives on a small farm, but it is being paid off [by income from] a nonfarm job."

First National Bank, Homer, Ill. — located in the agricultural region of central Illinois, and the largest of the smallest — has resisted buyout offers, the deregulated environment, and the agricultural crisis that many rural farmers and bankers have been suffering through.

According to Jim Fish, vice president and cashier, 90% of the bank's lending is agricultural. "But we haven't been hit by the current crisis. We're located in a very good agricultural area and, to my knowledge, there's never been a crop failure."

Mr. Fish went on to say that most of the farmers the bank serves are in good shape, pointing out that "most of the land is owned by them and has been handed down from generation to generation. Very little of it is mortgaged."

First National Bank, tops among the smallest in net income, with $243,000, and return on assets, with 10.83, does not offer any special services and only provides a passbook savings account. "We run our CDs from a correspondent bank, so our expenses are considerably lower than some other local banks," Mr. Fish pointed out.

### Commercial Lending Too

Severy State Bank in Kansas, located approximately 70 miles southwest of Witchita, is another bank heavily involved in agricultural lending, but this one also engages in commercial lending. "As a matter of fact, the number of our small business loans is slightly higher than the number of our ag loans," said James L. Garver, chairman, president, and owner of 85% of the bank's stock.

Severy State Bank, the 12th smallest, is another bank that has not been hurt by the current farming crisis, as evidenced by an ROA of 9.61% and a return on equity of 56.27%. This makes it second and first, respectively, in these two categories among the smallest 100.

The Flint Hills area, Mr. Garver explained, "is big pasture country, and a lot of those old boys didn't buy cattle this year," so that they didn't have to increase their debt. "They're not hurting as bad as in western Kansas," which primarily grows grain.

Commenting about the farm lending problems, Mr. Garver pointed out that David Stockman, the director of the Office of Management and Budget, had made a good point about previous agricultural lending. The loans were made in the belief that there would be continued expansion. Then when crop levels declined, farmers found themselves indebted and without a way to pay off the loans. "If you're going to borrow $100,000 for a tractor, you should be sure you will have the means to pay it back," he said.

Mr. Garver, who has also had offers to sell his bank, doesn't worry about big banks moving into his business area. Even though the Kansas legislature will probably allow for multibank holding companies, he is sure there "will never be branch banking in Kansas.

"Branch banks would be a threat. We endorse local ownership and operation of banks. Branch banks could lead to cutthroat competition that might never touch the branch but would hurt the local bank."

Severy has a population of about 500, and Mr. Garver has run the bank for 38 years. "They'll only take this bank over my dead body," he said.

Another bank that primarily engages in farm lending but has felt little of the much publicized agricultural pinch is Frenchman Valley Bank, Pallisade, Neb. Bank president Viron Baxter pointed out that "because of our size, we can't make large loans that will make much of a difference to any one person," which could account for the 15th smallest bank's lack of agricultural lending problems. "We have been able to take care of our farmers," Mr. Baxter said.

Frenchman Valley Bank posted large across-the-board increases from midyear 1983 to midyear 1984, including deposit growth of 56.7%, to $1.5 million. Assets were up 51.7% to $1.7 million, and net income rose 29.4% to $22,000. The bank is among the oldest of the smallest, having started operations in 1887.

### Not So Lucky Barwick

Not so lucky is the 80th smallest bank, Barwick Banking Co., Ga. It has been feeling the pressure of the agricultural cash problems as well as the threat from large banks. Despite being located in a small town (Barwick's population is about 400) 20 miles north of the Florida-Georgia border, Barwick has been approached by "several south Florida banks," according to Bonnie Jones, vice president.

The bank does not offer most of the new special services or products. But it led the smallest with a staggering 307.4% gain in five-year deposit growth, to $3.1 million.

Not all of the smallest banks are agricultural lenders in small, rural communities. Pueblo Boulevard Bank in Colorado, 96 in today's listing, is located in a city of approximately 102,000. It led the smallest banks in net loans, with $2.7 million.

President Bill Kaad described the bank as a consumer bank "with a general combination of lending — commercial, consumer, automobile, and some real estate — but none of them with more than five years' maturity."

Mr. Kaad said Pueblo Boulevard has competed successfully with the larger banks, pointing out that there are nine banks owned by holding companies in Pueblo and two independent banks. There's been no pressure to merge the bank, which opened in 1980.

"We are a full-service bank. We offer CDs and a discount brokerage service. We only offer credit life insurance," and because of the specialized

➸ **Smallest: Page 31**

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the survey of the **100 Smallest Banks in the U.S.** that appears in today's edition? Over the past year we have incorporated many of your suggestions to provide more meaningful information. Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

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(2.) What do you like **best** about this tabulation?

______________________________

______________________________

(3.) What do you like **least** about this tabulation?

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(4.) **How** do you use this information in your work?

______________________________

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(5.) What **new** statistical survey would you like to see?

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**Name (optional)**______________________

**Title**______________________

**Company**______________________

**Address**______________________

______________________________

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## LEGAL ADVERTISING

### Auction Notices

Edward F. Fazio, auctr. sells 9 a.m. 2/8/85 at 279 10th Ave. 1975 Chevy 1H57H5B518678 re: H. Torres. 1973 Jeep J3F835TH24377 re: J.A. Pritchard. 10:30 a.m. at 433 Amsterdam Ave. 1976 Chevy 1N39L6J114277 re: G. Aquiles. 12 p.m. at 1898 Boston Rd. 1978 Ford S/W 8B74H173684 re: S.A. Cisneros. 12:30 p.m. at 1828 Webster Ave. 1978 Ford E14BBBJ4705 re: W. Lurie. 1:30 p.m. at 126-02 Roosevelt Ave. 1978 Ford 8W82L226701 re: L. Colon. 1979 Volvo VC2645M1082079 re: E. Ruiz. 1978 Chevy 1X27U8T149629 re: M.T. Tavares. 2:30 p.m. 61-19 Northern Blvd. 1974 MG GHN5UE347401G re: R.L. Poncel. 3:00 p.m. at 55-11 Northern Blvd. 1978 Datsun WHLD810821796 re: R. Hirschman. 3:30 p.m. at 243 India St. 1983 BMW WBAAA7100D9141304 re: P. Berger. 5:00 p.m. 1375 E. 18th St. 1979 Dodge B36JE9K34079B re: L. Hall. Published 2/27, 3/6/85.

## LEGAL ADVERTISING

### Partnership Notices

Substance of Certificate of Limited Partnership filed in New York County Clerk's office 2/28/85 of TIFFANY PLACE ASSOCIATES, principal office 341 Madison Ave., NY, NY. Business: general contractor in real property. Term: until Dec. 31, 2025 unless sooner terminated per Partnership Agreement. General Partner (GP): Leslie M. Westreich, 210 W. 90th St., NY, NY. Limited Partner (LP): David Fleming, 46 W. 65th St., NY, NY, cash only contribution $100. No additional contributions required of LP. LP's contribution returned upon his withdrawal as LP and substitution of one or more LPs in his place. LP has no right to assign interest. Only GP has right to admit LPs. Partnership dissolves upon death, retirement or insanity of GP. No priority among partners as to contributions or compensation by way of income. LP has no right to demand and receive property other than cash in return for contribution. Profits/losses allocated 50% to GP, 50% to LP.

ANDREWS AVENUE ASSOCIATES, c/o James V. Bashian, Esq., 250 W 57 St., NYC. Substance of Certificate of Limited Partnership filed in New York County Clerk's Office Feb. 4, 1985. Business: Own real estate. General Partners: James V. Bashian, 418 E 81 St., NYC; Michael Derian, 110-15 71 Rd., Forest Hills, NY. Limited Partners. Contribution and Share of Profits: James V. Bashian, $7,500., 50%; Michael Derian, $7,500., 50%. Term: Until Dec. 31, 2084. No additional contributions agreed to be made. No limited partner may substitute an assignee in his place without the consent of the general partners. Additional limited partners may be admitted. Upon the death, retirement, insanity, dissolution or bankruptcy of a general partner, the remaining general partner may elect to continue the business. Limited partners have no right to demand or receive property other than cash in return for their contribution. No priority among limited partners.

DEECO PARTNERS C/O Dunlevy & Co., 477 Madison Ave., New York, N.Y. Substance of Certificate of Limited Partnership filed in New York County Clerk's Office on January 18, 1985. Business: To be a general partner of a limited partnership formed for the purpose of making equity or equity related investments in existing businesses within the United States. General Partner: Dunlevy Managers, Inc. Limited Partner: Jerome P. Dunlevy. Cash Contribution of each Partner: $100. Partnership will terminate on December 31, 1998. Limited Partner share of profits or other compensation by way of income equal to the ratio of Limited Partner capital contribution to total Partnership capital contributions. General Partner may admit additional Limited Partners. No Limited Partner right of priority as to contributions or compensation by way of income. Business of Partnership may be continued upon the death, retirement, insanity or dissolution of a General Partner.

30 EAST 85TH STREET COMPANY, c/o Donald Zucker, 101 W 55 St., NYC. Substance of Certificate of Limited Partnership filed in New York County Clerk's Office Feb. 28, 1985. Business: Own, manage or lease certain real property. General Partners: Donald Zucker, 111 Barrow St., NYC; Joseph Slifka, 870 Fifth Ave., NYC. Limited Partners, Contributions and Share of Profits: Donald Zucker, 111 Barrow St., NYC; Sylvia Slifka, 870 Fifth Ave., NYC, $490., 49%. Term: Until Dec. 31, 2035 unless sooner terminated. No provision made for additional contributions. No time agreed upon for the return of contributions. A limited partner may assign his interest upon the terms and conditions of the Agreement. Additional limited partners may be admitted. No priority among limited partners except as provided in Agreement. No limited partner may demand or receive property other than cash in return for his contribution.

### Auction Notices

R. Ezersky sells R/T/I 3/13/85 at 11:45 a.m. at 325 E. 149th St. 1980 Cadillac #6D696A9162279 re: EVI Inc., 1978 Cadillac #6D69S8E635380 re: Z.M. & G.C. Cooper Outlaw, 1982 Datsun #JN6SD02S6CW102347 re: R.H. Raham, 1980 Oldsmobile #3X37NAM258944 re: M.D. Vazquez, 1977 Buick #4S07C72710716 re: C. Brooks, 1983 Chevrolet #1G1AP8719DN143978 re: V.A. Gemmola, 1977 MG #GHN5UH440625G re: M. Beltran, 1975 Oldsmobile #3J29K5D159203 re: F. Rodriguez, 1978 Oldsmobile #3Z57K8M724180 re: J. Stafford, 1971 Renault #R11538685190 re: R. Delgado. Published 2/27, 3/6/85.

# The Big Guys' Woes Pass by the Nation's Smallest Banks

Continued from Page 30

skills required for other services, Mr. Kaad doesn't anticipate expanding into all product areas. "We're not skilled enough," he said. "But I wonder just how profitable they [deregulated products and services] are."

### Little Need of 'Liberation'

For the most part, it appears these small banks have little need of the "liberation" offered by deregulation. Forty-five banks in this year's survey were also included in last year's. For those banks as a group, deposits increased 9.1% to $78.7 million; assets rose 12.1% to $101.6 million; and net income soared 44.2% to $1.6 million. In contrast, the top 300 commercial banks' deposits increased only 2.2% at June 30, 1984.

Steve Verdier, legislative counsel for the IBAA, believes that the performance of these few banks "just goes to show that small is better."

Mr. Verdier said these banks, with their strong community support, will tend to be stronger.

In commenting on the lack of a threatened atmosphere among the smaller banks, Mr. Verdier believes that though it is a "typical response" from the small and rural banks, small banks are not usually targeted for acquisition.

"Who needs a little bank in a little community?" Mr. Verdier asked. "Someone who owns his own bank isn't really going to be worried about a big bank coming in to acquire them. There is an aggressive, macho-character among our members."

The midsize and suburban banks, though, would have greater cause to worry, since they are more attractive acquisition targets and have to compete head to head with the banking giants, Mr. Verdier notes.

However, if there is unrestrained interstate and branching growth by the larger banks, Mr. Verdier stated, then there could be a "system of a few very large banks and a few very small banks." He echoed Mr. Barton's comments that because of their size the small banks could survive in such an environment, but he also questioned if it would be a good system.

### Other Survey Findings

- The average bank in today's listing has deposits of $2.4 million; assets of $2.9 million; equity is $508,650; loans are $1.2 million; and net income is $31,370.
- The First National Bank, O'Donnell, Tex. — No. 90 in the listing — was No. 1 in assets, with $4.8 million. It was also No. 1 in equity, with $1.6 million. Following in assets were: First National Bank, Homer, Ill., with $4.5 million; and Pueblo Boulevard Bank, Colo., with $4.2 million. Following in equity were: Uinta County State Bank, 62nd on the list, with $1.6 million, and the 59th ranked Sandía State Bank, Alice, Tex., which had $1.3 million in equity.
- The top earners were the First National Bank, Homer, Ill., with a net income of $243,000; the Bank of Billings, Mont., 54th ranked, which earned $177,000; and 77th ranked National Bank of Roxbury, N.Y., with $161,000.

The best in ROA were: the First National Bank, Homer — 10.83%; Severy State Bank, Kan., No. 12 — 9.61%; and Security State Bank, Sumner, Neb., No. 7 on the list — 9.08%. In ROE: Severy State Bank — 56.27%; the 51st ranked Citizens Bank, Goodman, Wis. — 46.94%; and the 18th ranked State Bank of Liberty, Neb. — 44.64%.

- The highest five-year deposit growth was held by Barwick Banking Co., Ga., with a 307.4% growth. Second was the 78th ranked Platteville State Bank, Colo., which soared with 255.4%. And third was the 60th ranked Bank of Kensett, Ark., with a 216.8% increase.
- The oldest banks in the listing are: 41st Hubbell Bank, Neb., which opened in 1881; three banks opened their doors in 1884; Bank of Talmage, 20th on the list; State Bank of Alexandria, 67th — both in Nebraska; and State Bank of Burden, Kan., 86th.
- In all, 13 banks in today's listing began operations in the 1800's, seven of which are in Nebraska.
- Nebraska and Kansas were the most represented states, each with 16 of the smallest banks. Texas was third with nine, Illinois was fourth with eight, and Missouri was fifth with seven.

The data for the listing were provided by Data Resources Inc., with headquarters in Lexington, Mass. ■

## Fahey to Retire As CBT President

HARTFORD, Conn. — Joseph F. Fahey Jr. is retiring from his positions as president of the CBT Corp., chairman of the board of the Connecticut Bank & Trust Co., and as a director of both companies, effective at CBT's annual meeting April 19.

Mr. Fahey, 59, who is retiring after 35 years with CBT and its predecessor banks, said, "an approriate time has come to explore other business and social service opportunities."

Mr. Fahey will continue as a consultant to the bank holding company.

It is anticipated that Walter J. Connolly Jr., 55, and Gordon I. Ulmer, 52, will reassume, respectively, the titles of chairman and president of the corporation and the bank, which they held prior to 1983.

Mr. Connolly is chairman of CBT and Mr. Ulmer is president of Connecticut Bank & Trust.

Wayne R. Moore, president and chief executive officer of Moore Special Tool Co., Inc., Bridgeport, has been nominated as a director of the holding company and bank at the annual meeting.

Mr. Fahey has served as bank chairman since Dec. 31, 1982. Before that, he had served as chairman of the board and president of the State National Bancorp and the State National Bank of Connecticut.

## SEC Enforcement Names Lynch Acting Director

**Washington Bureau**

WASHINGTON — Gary Lynch, associate director of the Securities and Exchange Commission's enforcement division, has been named acting director of the division.

Mr. Lynch joined the commission in 1976. He is considered the leading candidate to permanently replace former enforcement chief John Fedders, who resigned last week after several newspapers revealed allegations that he had physically abused his wife. ■

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# 100 Smallest Insured Commercial Banks in the U.S. *

## Based on Total Deposits on June 30, 1984

(Dollar Figures in Thousands)

| Rank | | Deposits 12/31/84 | Assets 12/31/84 | Equity Capital 12/31/84 | Loans (Net) 12/31/84 | Net Operating Income-First Half 1984 (a) | Return on Assets (%) | Return on Equity (%) | 5-Year Deposit Growth | Year Established |
|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Bank of Lowes, Ky. | 581 | 892 | 311 | 272 | 0 | 0.00 | 0.00 | 98.31 | 1904 |
| 2 | Bank of Plato, Mo. | 781 | 987 | 206 | 125 | 5 | 1.01 | 4.85 | 83.35 | 1907 |
| 3 | First State Bank, Thornton, Tex. | 841 | 1,046 | 205 | 433 | 43 | 8.22 | 41.95 | 131.41 | 1946 |
| 4 | Dorsey State Bank, Abbeville, Ga. | 915 | 1,155 | 240 | 306 | 28 | 4.85 | 23.33 | 109.06 | 1925 |
| 5 | State Bank of Firth, Neb. | 929 | 1,212 | 283 | 529 | 50 | 8.25 | 35.34 | 109.04 | 1966 |
| 6 | Ashton State Bank, Neb. | 973 | 1,474 | 501 | 757 | 29 | 3.93 | 11.58 | 90.01 | 1908 |
| 7 | Security State Bank, Sumner, Neb. | 1,117 | 1,696 | 575 | 749 | 77 | 9.08 | 26.78 | 70.56 | 1893 |
| 8 | State Bank of Du Bois, Neb. | 1,248 | 1,657 | 379 | 398 | 48 | 5.79 | 25.33 | 69.88 | 1886 |
| 9 | Deepwater State Bank, Mo. | 1,273 | 1,578 | 305 | 720 | 39 | 4.94 | 25.57 | 85.21 | 1906 |
| 10 | Bank of Hunnewell, Mo. | 1,356 | 1,735 | 379 | 1,039 | 24 | 2.77 | 12.66 | 92.50 | 1928 |
| 11 | Platte Center Bank, Neb. | 1,392 | 1,574 | 178 | 653 | 16 | 2.03 | 17.98 | 119.48 | 1944 |
| 12 | Severy State Bank, Kan. | 1,423 | 1,727 | 295 | 321 | 83 | 9.61 | 56.27 | 87.73 | 1900 |
| 13 | First State Bank, Portis, Kan. | 1,462 | 1,768 | 266 | 835 | 38 | 4.30 | 28.57 | 182.75 | 1904 |
| 14 | Oakwood State Bank, Tex. | 1,477 | 1,864 | 390 | 284 | 61 | 6.55 | 31.26 | 110.55 | 1900 |
| 15 | Frenchman Valley Bank, Palisade, Neb. | 1,503 | 1,721 | 210 | 925 | 22 | 2.56 | 20.95 | 111.00 | 1887 |
| 16 | Delta State Bank, Elaine, Ark. | 1,510 | 2,471 | 961 | 422 | 21 | 1.70 | 4.37 | 85.21 | 1948 |
| 17 | D'Hanis State Bank, Tex. | 1,546 | 2,412 | 866 | 488 | 71 | 5.89 | 16.40 | 73.20 | 1916 |
| 18 | State Bank of Liberty, Neb. | 1,563 | 1,787 | 224 | 822 | 50 | 5.60 | 44.64 | 122.68 | 1945 |
| 19 | Farmers Bank, Blairstown, Mo. | 1,565 | 2,030 | 410 | 1,102 | 33 | 3.25 | 16.10 | 70.21 | 1909 |
| 20 | Bank of Talmage, Neb. | 1,600 | 2,845 | 1,221 | 405 | 110 | 7.73 | 18.02 | 96.79 | 1884 |
| 21 | Farmers State Bank, Alto Pass, Ill. | 1,618 | 1,958 | 340 | 542 | 39 | 3.98 | 22.94 | 105.41 | 1910 |
| 22 | Security State Bank, Ansley, Neb. | 1,673 | 2,286 | 613 | 1,034 | 103 | 9.01 | 33.61 | 84.45 | 1915 |
| 23 | Morley State Bank, Mich. | 1,791 | 1,948 | 155 | 410 | (33) | (3.39) | (42.58) | 147.41 | 1914 |
| 24 | Ramona State Bank, Kan. | 1,841 | 2,236 | 395 | 1,376 | 65 | 5.81 | 32.91 | 169.21 | 1903 |
| 25 | Empire State Bank, Layton, Utah | 1,845 | 2,447 | 579 | 1,091 | (73) | (5.97) | (25.22) | N/A | 1980 |
| 26 | State Bank of Table Rock, Neb. | 1,857 | 2,810 | 893 | 944 | 107 | 7.62 | 23.96 | 80.53 | 1885 |
| 27 | Walton State Bank, Kan. | 1,871 | 2,160 | 252 | 1,303 | 11 | 1.02 | 8.73 | 177.01 | 1907 |
| 28 | Somerville National Bank, Ohio | 1,874 | 2,392 | 518 | 1,285 | 45 | 3.76 | 17.37 | 84.49 | 1910 |
| 29 | Farmers State Bank, Clyman, Wis. | 1,897 | 2,200 | 303 | 938 | 4 | 0.36 | 2.64 | 131.01 | 1911 |
| 30 | Valley View Bank, La Crosse, Wis. | 1,951 | 3,199 | 871 | 1,975 | (55) | (3.44) | (12.63) | N/A | 1981 |
| 31 | West Point Bank, Ky. | 1,988 | 2,512 | 524 | 963 | 35 | 2.79 | 13.36 | 85.50 | 1914 |
| 32 | First National Bank, Lipan, Tex. | 1,990 | 2,413 | 406 | 1,181 | 60 | 4.97 | 29.56 | 85.67 | 1907 |
| 33 | Bank of Seligman, Mo. | 1,993 | 2,215 | 222 | 501 | 20 | 1.81 | 18.02 | 136.41 | 1906 |
| 34 | Farmers State Bank, Simpson, Kan. | 2,059 | 2,208 | 119 | 870 | 11 | 1.00 | 18.49 | 148.77 | 1909 |
| 35 | Bank of Leeton, Mo. | 2,091 | 3,318 | 1,127 | 1,181 | 83 | 5.00 | 14.73 | 94.62 | 1896 |
| 36 | J N Beatty & Co Bankers, Manzanola, Colo. | 2,203 | 3,104 | 551 | 2,231 | 30 | 1.93 | 10.89 | 123.28 | 1897 |
| 37 | Cedar Key State Bank, Fla. | 2,230 | 2,636 | 405 | 1,475 | 33 | 2.50 | 16.30 | 116.27 | 1912 |
| 38 | Farmers State Bank, Ypsilanti, N.D. | 2,243 | 2,957 | 714 | 364 | 78 | 5.28 | 21.85 | 78.95 | 1909 |
| 39 | Hardin County State Bank, Cave in Rock, Ill. | 2,286 | 2,945 | 657 | 784 | 42 | 2.85 | 12.79 | 129.67 | 1903 |
| 40 | State Bank of Plevna, Kan. | 2,293 | 2,649 | 355 | 694 | 3 | 0.23 | 1.69 | 134.09 | 1900 |
| 41 | Hubbell Bank, Neb. | 2,313 | 2,667 | 225 | 1,917 | 20 | 1.50 | 17.78 | 121.48 | 1881 |
| 42 | Jones County Bank, Haddock, Ga. | 2,330 | 2,552 | 222 | 1,037 | (9) | (0.71) | (8.11) | 129.44 | 1905 |
| 43 | Farmington State Bank, Wash. | 2,361 | 2,858 | 497 | 1,818 | (4) | (0.28) | (1.61) | 179.68 | 1929 |
| 44 | Home State Bank, Arcadia, Kan. | 2,378 | 2,875 | 496 | 152 | (47) | (3.27) | (18.95) | 89.87 | 1908 |
| 45 | Equality Bank, Evansville, Wyo. | 2,382 | 3,450 | 1,033 | 1,868 | (143) | (8.29) | (27.69) | 69.67 | 1977 |
| 46 | Farmers State Bank, Ludell, Kan. | 2,419 | 2,722 | 303 | 1,334 | (11) | (0.81) | (7.26) | 117.26 | 1919 |
| 47 | State Bank of Saybrook, Ill. | 2,424 | 2,738 | 211 | 2,022 | 14 | 1.02 | 13.27 | 101.76 | 1943 |
| 48 | Hereford State Bank, Colo. | 2,476 | 2,707 | 192 | 1,309 | (39) | (2.88) | (40.63) | 104.52 | 1919 |
| 49 | Merchants Bank, Bolton, Miss. | 2,496 | 2,915 | 419 | 761 | 29 | 1.99 | 13.84 | 73.33 | 1910 |
| 50 | Granger State Bank, Minn. | 2,501 | 2,869 | 368 | 1,548 | 78 | 5.44 | 42.39 | 106.88 | 1917 |
| 51 | Citizens Bank, Goodman, Wis. | 2,508 | 2,805 | 294 | 1,163 | 69 | 4.92 | 46.94 | 125.71 | 1920 |
| 52 | Grapeland State Bank, Tex. | 2,529 | 3,120 | 591 | 1,988 | 72 | 4.62 | 24.37 | 96.53 | 1911 |
| 53 | Eagle State Bank, Neb. | 2,538 | 2,795 | 242 | 1,652 | 21 | 1.50 | 17.36 | 146.79 | 1974 |
| 54 | Bank of Billings, Mo. | 2,550 | 3,388 | 835 | 1,571 | 177 | 10.45 | 42.40 | 102.66 | 1889 |
| 55 | Citizens State Bank, Edgerton, Wyo. | 2,622 | 2,994 | 350 | 1,752 | (73) | (4.88) | (41.71) | 117.95 | 1977 |
| 56 | Sumner National Bank, Sheldon, Ill. | 2,656 | 3,779 | 1,123 | 570 | 60 | 3.18 | 10.69 | 64.00 | 1902 |
| 57 | Peoples State Bank, Thompson, Iowa | 2,661 | 3,015 | 350 | 2,240 | 31 | 2.06 | 17.71 | 107.91 | 1933 |
| 58 | Bank of Sidney, Ark. | 2,661 | 3,144 | 481 | 1,084 | 10 | 0.64 | 4.16 | N.A. | 1912 |
| 59 | Sandia State Bank, Alice, Tex. | 2,695 | 3,963 | 1,268 | 1,009 | 92 | 4.64 | 14.51 | 136.32 | 1912 |
| 60 | Bank of Kensett, Ark. | 2,710 | 3,724 | 1,014 | 76 | 60 | 3.22 | 11.83 | 216.80 | 1922 |
| 61 | Bank of New Jersey N.A., Moorestown, N.J. | 2,793 | 3,921 | 1,052 | 17 | 29 | 1.48 | 5.51 | N/A | 1981 |
| 62 | Uinta County State Bank, Mountain View, Wyo. | 2,805 | 4,380 | 1,575 | 400 | 128 | 5.84 | 16.25 | 125.11 | 1919 |
| 63 | Citizens Bank, Krebs, Okla. | 2,857 | 3,292 | 400 | 1,841 | (24) | (1.46) | (12.00) | 175.49 | 1902 |
| 64 | First National Bank, Boynton, Okla. | 2,880 | 3,947 | 1,067 | 1,438 | 75 | 3.80 | 14.06 | 109.51 | 1902 |
| 65 | Farmers & Merchants Bank, Sheyenne, N.D. | 2,883 | 3,562 | 672 | 1,249 | 43 | 2.41 | 12.80 | 102.27 | 1906 |
| 66 | Vermont State Bank, Ill. | 2,883 | 3,446 | 558 | 529 | 101 | 5.86 | 36.20 | 89.81 | 1947 |
| 67 | State Bank of Alexandria, Neb. | 2,891 | 3,167 | 240 | 1,935 | (17) | (1.07) | (14.17) | 181.82 | 1884 |
| 68 | First State Bank, Chilton, Tex. | 2,894 | 3,291 | 358 | 1,443 | 16 | 0.97 | 8.94 | 99.83 | 1909 |
| 69 | Mattoon State Bank, Wis. | 2,897 | 3,109 | 209 | 2,364 | 18 | 1.16 | 17.22 | 168.63 | 1906 |
| 70 | Burns State Bank, Kan. | 2,905 | 3,411 | 454 | 2,548 | 66 | 3.87 | 29.07 | 126.36 | 1900 |
| 71 | Bank of Dallas, Wis. | 2,920 | 3,401 | 477 | 1,203 | 0 | 0.00 | 0.00 | 102.38 | 1903 |
| 72 | Nekoma State Bank, Kan. | 2,961 | 3,522 | 549 | 1,385 | 63 | 3.58 | 22.95 | 138.30 | 1916 |
| 73 | Mayfield State Bank, Kan. | 2,994 | 3,523 | 402 | 1,411 | 35 | 1.99 | 17.41 | 170.31 | 1908 |
| 74 | Bank of Garber, Okla. | 3,010 | 3,619 | 606 | 788 | 53 | 2.93 | 17.49 | 97.47 | 1907 |
| 75 | Farmers State Bank, Hunter, Kan. | 3,030 | 3,278 | 248 | 2,149 | (48) | (2.93) | (38.71) | 161.26 | 1917 |
| 76 | Bank of Gibson, Ga. | 3,036 | 3,425 | 389 | 1,267 | 35 | 2.04 | 17.99 | 182.34 | 1905 |
| 77 | National Bank of Roxbury, N.Y. | 3,049 | 3,806 | 757 | 1,481 | 161 | 8.46 | 42.54 | 96.43 | 1905 |
| 78 | Platteville State Bank, Colo. | 3,057 | 3,686 | 595 | 2,084 | 29 | 1.57 | 9.75 | 255.39 | 1979 |
| 79 | First Bank of Griffithville, Ark. | 3,068 | 3,537 | 469 | 532 | (39) | (2.21) | (16.63) | 116.83 | 1905 |
| 80 | Barwick Banking Company, Ga. | 3,071 | 3,400 | 312 | 1,784 | 36 | 2.12 | 23.08 | 307.41 | 1934 |
| 81 | Farmers State Bank, Winthrop, Wash. | 3,076 | 3,757 | 681 | 2,237 | 78 | 4.15 | 22.91 | 115.90 | 1916 |
| 82 | American State Bank, Homer, Neb. | 3,124 | 3,527 | 365 | 1,013 | 39 | 2.21 | 21.37 | 158.10 | 1954 |
| 83 | Farmers and Merchants Bank, Axtell, Neb. | 3,142 | 3,576 | 434 | 714 | 20 | 1.12 | 9.22 | 128.14 | 1907 |
| 84 | Farmers State Bank, Shiro, Tex. | 3,152 | 3,429 | 258 | 2,033 | (129) | (7.52) | N.A. | 134.36 | 1911 |
| 85 | Bank of Mason, Tenn. | 3,171 | 3,613 | 442 | 1,076 | (15) | (0.83) | (6.79) | 121.26 | 1902 |
| 86 | State Bank of Burden, Kan. | 3,186 | 3,481 | 295 | 2,127 | (137) | (7.87) | (92.88) | 123.78 | 1884 |
| 87 | Security State Bank of Pillager, Minn. | 3,197 | 3,516 | 286 | 2,416 | 50 | 2.84 | 34.97 | 82.40 | 1896 |
| 88 | Falun State Bank, Kan. | 3,210 | 3,500 | 290 | 1,930 | (86) | (4.91) | (59.31) | 122.75 | 1905 |
| 89 | Citizens State Bank, Haddam, Kan. | 3,219 | 3,636 | 417 | 245 | 68 | 3.74 | 32.61 | 135.37 | 1889 |
| 90 | First National Bank, O'Donnell, Tex. | 3,223 | 4,836 | 1,605 | 911 | 49 | 2.03 | 6.11 | 107.72 | 1925 |
| 91 | Laura State Bank, Williamsfield, Ill. | 3,224 | 4,207 | 756 | 2,075 | 44 | 2.09 | 11.64 | 98.56 | 1904 |
| 92 | Bank of Hunter, Okla. | 3,307 | 3,440 | 133 | 2,390 | 3 | 0.17 | 4.51 | 170.38 | 1900 |
| 93 | Farmers State Bank, Hazelton, Kan. | 3,324 | 3,814 | 482 | 2,381 | 92 | 4.82 | 38.17 | 174.49 | 1904 |
| 94 | London State Bank, Minn. | 3,326 | 3,718 | 383 | 1,366 | 80 | 4.30 | 41.78 | 150.23 | 1908 |
| 95 | Bank of Overton, Neb. | 3,330 | 3,737 | 368 | 2,507 | 68 | 3.64 | 36.96 | 177.41 | 1930 |
| 96 | Pueblo Boulevard Bank, Pueblo, Colo. | 3,333 | 4,224 | 828 | 2,690 | 32 | 1.52 | 7.73 | N/A | 1980 |
| 97 | Sedgwick County Bank, Julesburg, Colo. | 3,342 | 3,918 | 533 | 2,746 | (19) | (0.97) | (7.13) | N/A | 1981 |
| 98 | Farmers State Bank, Nerstrand, Minn. | 3,343 | 3,801 | 374 | 2,085 | 44 | 2.32 | 23.53 | 130.33 | 1906 |
| 99 | Bank of Kenney, Ill. | 3,359 | 3,911 | 515 | 747 | (10) | (0.51) | (3.88) | 204.69 | 1978 |
| 100 | First National Bank, Homer, Ill. | 3,376 | 4,489 | 1,113 | 1,874 | 243 | 10.83 | 43.67 | 90.95 | 1920 |

* — Data provided by **Data Resources, Inc., Lexington, Mass.** from the Report of Condition, or Call Report, submitted by banks to the federal regulators. Excludes trust companies, savings banks, and commercial banks operating less than 3 years. (a) — Net operating income is income after taxes, but before securities transactions. Profitabilty ratios are based on net operating income for the first half of 1984 on an annualized basis. N/A — Not Applicable. N.A. — Not Available.

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STATISTICAL REFERENCE INDEX
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**American Banker Top 300**

**Executive Compensation And Perks**

Challenged by fierce competition for expertise in the financial arena, banks have recognized the importance of attractive benefit packages for snaring top talent onto the management team. John Morris looks at the current trends in corporate compensation as part of today's feature section, which includes a list of the top 300 commercial banks, beginning on page ........ 43

**AT A GALLOP:** Capital funds at the nation's top 300 banks grew at double the rate of assets and two and a half times the rate of deposits last year, according to an *American Banker* survey ........ 1

**TODAY**

**INSURER SUES SEAFIRST:** The Seattle-First National Bank has been sued in federal district court by an insurance company that wrote a $55 million directors' and officers' liability policy for Seafirst soon after Penn Square Bank's troubles surfaced........ 1

**SECURITIES DECISION:** In a decision that may jeopardize the growing secondary market for certificates of deposit, a federal appeals court has ruled that CDs sold through a brokerage program are securities ... 1

**INTERNATIONAL BRIEFING:** Though the volume of new international bank lending fell again last year, the total rose sharply because of credit lines to borrowers to back issues of commercial paper, Euronotes, and other marketable debt instruments2

**RUNS SPREAD:** At least two more state thrifts in Cincinnati experienced runs on deposits a week after a similar run forced the closing of Home State Savings Bank ........ 3

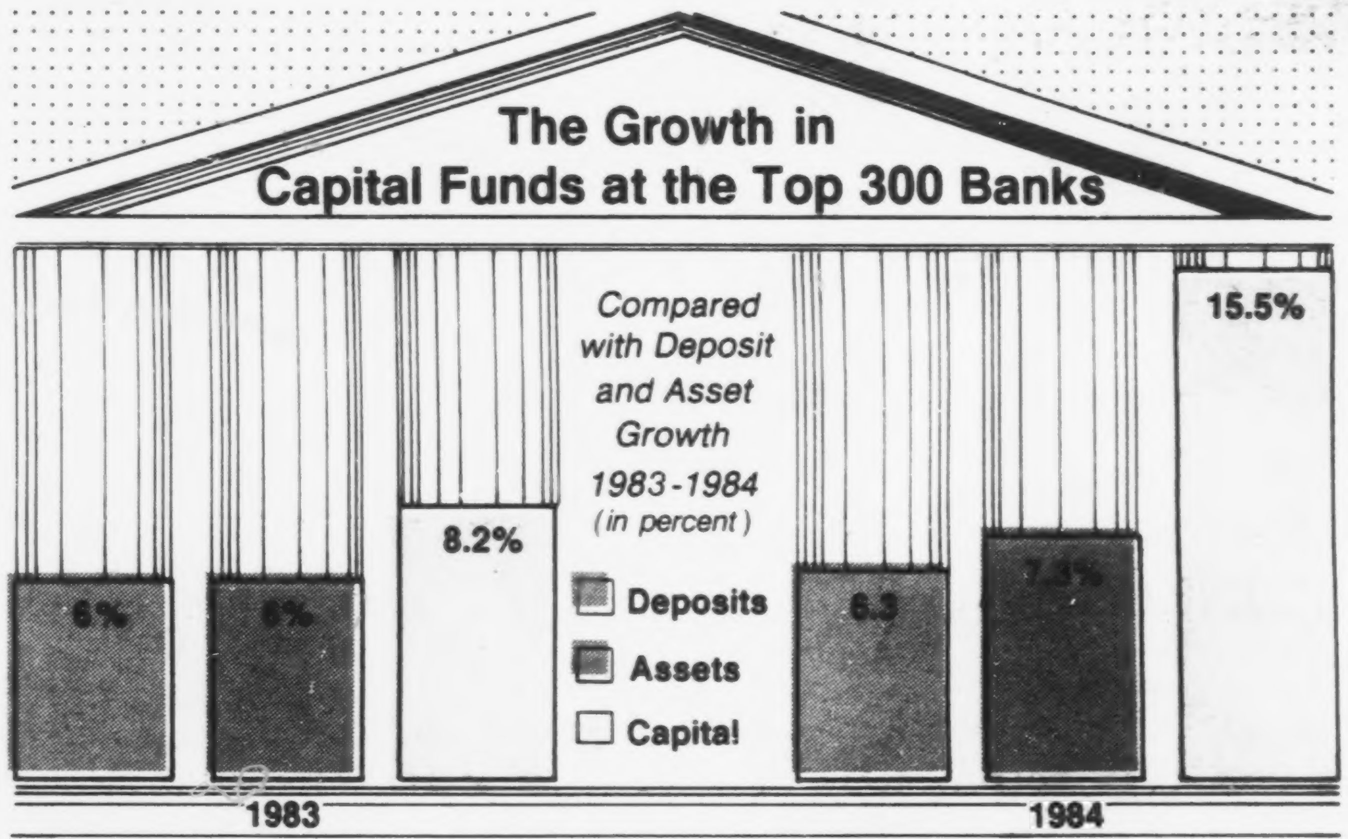
**COMMENT:** Consultant Peter J. Ostrowski believes higher capital requirements would give an unfair advantage to larger banks ........ 4

**NEWS ABOUT THRIFTS:** A West Virginia firm will renew its attempt to foreclose on a ski resort.... A New Mexico savings and loan will put full-service branches and ATMs in Safeway stores ........ 56

# Top 300 Banks' Total Capital Rose Sharply in '84

## Fastest Growing Component Of This Rise Was Debt, Which Shot Up Almost 60%

By L. MICHAEL CACACE



NEW YORK — Total capital funds at the nation's top 300 banks grew twice as fast as total assets and almost two and a half times as fast as deposits last year.

This sharp growth in capital in 1984 helped boost the total-capital-to-assets ratio of the top 300 banks 37 basis points — to 5.81% at yearend 1984 from 5.44% a year earlier. The growth was in line with the new standards set by the federal regulators.

The fastest growing component of total capital was the supplemental capital category, which is made up largely of debt rather than stock. This component grew 59.3% in 1984 and accounted for 29% of the growth in capital funds.

These are some of the findings of the *American Banker's* annual survey of the nation's top 300 banks in both deposits and assets, published today.

Total capital funds were up 14.8% last year at the nation's top 300 banks ranked by deposits. In contrast, the assets of these banks rose by only 7.3% and the deposits by only 6.3%.

Over the period 1980-1983, capital funds at the top 300 banks ranked by deposits rose at an average annual rate

➸ Top 300: Page 58

# Appeals Court Says CDs Are Securities If Sold by Broker

By PHILIP T. SUDO

Litigation

NEW YORK — In a decision that may jeopardize the growing secondary market for certificates of deposit, a federal appeals court has ruled that CDs sold through a brokerage program are securities.

The decision, rendered Feb. 21 by the U.S. Court of Appeals for the Second Circuit, has not yet affected the CD activities of either the banking or securities industries. Both have adopted a wait-and-see approach, as the case was remanded to a district court for further proceedings.

New entrants have poured into the secondary CD market recently because the activity — at least prior to the recent appeals court decision — required no licensing. If the instruments are considered securities now, many of these new brokers would be required to secure a license from the Securities and Exchange Commission.

In addition, registered securities dealers would be required under federal law to disclose much more information than they now provide, including their commission fees and the financial condition of the institutions from which they are purchasing the CDs.

The secondary CD market allows brokers to pool high-interest CDs from around the country and sell them to investors at a slightly lower rate. The instruments are insured by the federal government, and may be liquidated in the secondary market before maturity without the usual bank penalty.

The case — Gary Plastic Packaging Corp. v. Merrill Lynch, Pierce, Fenner

➸ Certificates: Page 63

# Officer-Liability Insurer Sues Seafirst

Special to the American Banker

SEATTLE — The Seattle-First National Bank has been sued in federal district court here by an insurance company that wrote a $55 million directors' and officers' liability policy for Seafirst soon after Penn Square Bank's troubles surfaced.

Seafirst bought the policy from National Union Fire Insurance Co., Pittsburgh, on Nov. 8, 1982, for $187,000.

The lawsuit contends that Seafirst knew at the time that the $125 million reserve it had established for losses on energy loans was inadequate. The suit notes that Seafirst's nonperforming loans and leases reached $766 million by the end of 1982.

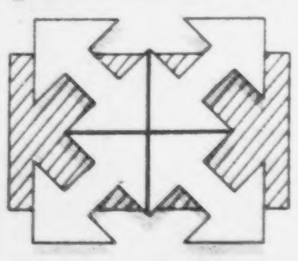
Seafirst, whose energy-loan portfolio reached $1.3 billion in mid-1982, was a large buyer of loan participations from Penn Square, an Oklahoma City bank. With its capital largely wiped out by loan losses, Seafirst was acquired by the BankAmerica Corp. in July 1983. It subsequently decided to become a plaintiff in a lawsuit against former Seafirst officers that originally was brought by shareholders.

National Union in its lawsuit says the policy "was not designed to cover direct actions by Seafirst against its present or former officers and directors, including

➸ Seafirst: Page 63

# Trading in Cullen-Frost Halted Amid Rumors

By BART FRAUST


Mergers, Acquisitions

NEW YORK — Over-the-counter trading in shares of Cullen-Frost Bankers Inc. of San Antonio, Tex., was halted amid rumors that the company's planned merger with First City Bancorp. of Texas Inc., Houston, was about to be terminated.

"The stock prices indicate that the deal is dead," said Sandra Flannigan, a Houston-based bank analyst for Paine Webber Inc.

On the New York Stock Exchange at midday Thursday, First City was trading at $16.50, up from $15.75 at the close on Wednesday. Before the National Association of Securities Dealers halted over-the-counter trading in Cullen-Frost, the compa-

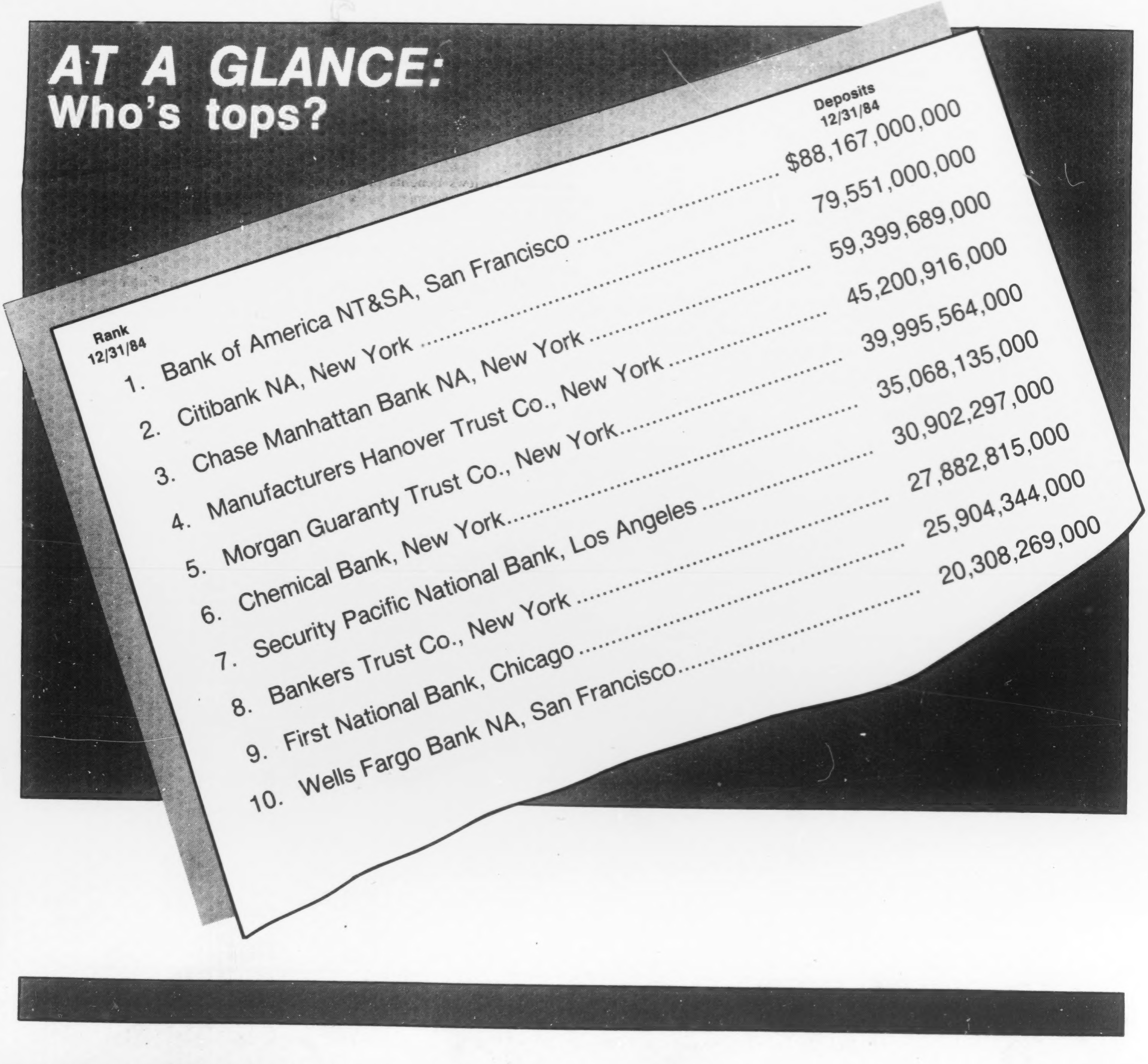
➸ Cullen-Frost: Page 62

Your Mid-South Connection for Performance

THIRD NATIONAL BANK

Member F.D.I.C
Nashville, Tennessee

# American Banker
# ranks the
# Top 300 Banks In the United States



**AT A GLANCE:**
**Who's tops?**

| Rank 12/31/84 | | Deposits 12/31/84 |
|---|---|---|
| 1. | Bank of America NT&SA, San Francisco | $88,167,000,000 |
| 2. | Citibank NA, New York | 79,551,000,000 |
| 3. | Chase Manhattan Bank NA, New York | 59,399,689,000 |
| 4. | Manufacturers Hanover Trust Co., New York | 45,200,916,000 |
| 5. | Morgan Guaranty Trust Co., New York | 39,995,564,000 |
| 6. | Chemical Bank, New York | 35,068,135,000 |
| 7. | Security Pacific National Bank, Los Angeles | 30,902,297,000 |
| 8. | Bankers Trust Co., New York | 27,882,815,000 |
| 9. | First National Bank, Chicago | 25,904,344,000 |
| 10. | Wells Fargo Bank NA, San Francisco | 20,308,269,000 |

# The Top 300 Banks in the United States

(EXCLUSIVE OF SAVINGS BANKS)

## In Order of Deposits December 31, 1984, Compared with December 31, 1983

Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

| Rank 12/31/84 | | Deposits 12/31/84 | Deposits 12/31/83 | Rank 1983 | Gain | Capital (a) 12/31/84 | Capital (a) 12/31/83 | Surplus & Undiv. Profits (b) 12/31/84 | Surplus & Undiv. Profits (b) 12/31/83 |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Bank of America NT&SA, San Francisco | 88,167,000,000 | 90,250,018,000 | 1 | | 1,873,000,000[2] | 1,073,092,000 | 3,437,000,000 | 3,126,991,000 |
| 2 | Citibank NA, New York | 79,551,000,000 | 78,392,000,000 | 2 | | 1,001,000,000[2] | 751,000,000 | 5,567,000,000 | 5,173,000,000 |
| 3 | Chase Manhattan Bank NA, New York | 59,399,689,000 | 59,824,598,000 | 3 | | 1,409,946,000[2] | 1,178,871,000[2] | 3,488,741,000[3] | 2,923,979,000[3] |
| 4 | Manufacturers Hanover Trust Co., New York | 45,200,916,000 | 42,186,468,000 | 4 | | 865,044,000[2] | 525,000,000[2] | 2,245,383,000 | 2,165,968,000 |
| 5 | Morgan Guaranty Trust Co., New York | 39,995,564,000 | 39,419,026,000 | 5 | | 806,142,000[2] | 808,551,000[2] | 2,621,180,000 | 2,406,265,000 |
| 6 | Chemical Bank, New York | 35,068,135,000 | 33,355,815,000 | 6 | | 671,810,000[2] | 667,185,000[2] | 2,290,651,000 | 1,693,540,000 |
| 7 | Security Pacific National Bank, Los Angeles | 30,902,297,000 | 27,763,181,000 | 9 | +2 | 895,008,000[2] | 647,674,000[2] | 1,183,731,000 | 1,038,644,000 |
| 8 | Bankers Trust Co., New York | 27,882,815,000 | 24,506,971,000 | 10 | +2 | 735,000,000[2] | 471,827,000[2] | 1,585,142,000 | 1,376,597,000 |
| 9 | First National Bank, Chicago | 25,904,344,000 | 27,854,663,000 | 8 | | 525,858,000[2] | 400,858,000[2] | 1,209,062,000 | 1,224,806,000 |
| 10 | Wells Fargo Bank NA, San Francisco | 20,308,269,000 | 20,554,485,000 | 11 | +1 | 505,646,000[2] | 158,238,000[2] | 1,057,398,000[3] | 957,270,000[3] |
| 11 | Crocker National Bank, San Francisco | 18,088,638,000 | 19,045,237,000 | 12 | +1 | 765,161,000[2] | 465,606,000[2] | 327,538,000 | 551,682,000 |
| 12 | Marine Midland Bank NA, Buffalo, N.Y. | 15,924,063,000 | 16,409,827,000 | 13 | +1 | 433,000,000[2] | 308,088,000[2] | 762,744,000 | 698,802,000 |
| 13 | Continental Illinois Nat'l Bank & Trust Co., Chicago | 15,598,568,000 | 30,082,230,000 | 7 | | 1,225,276,000 | 200,000,000 | 664,766,000 | 1,630,554,000 |
| 14 | First Interstate Bank of California, Los Angeles | 15,472,833,000 | 15,266,068,000 | 14 | | 634,419,000[2] | 634,419,000[2] | 560,595,000 | 497,371,000 |
| 15 | Mellon Bank NA, Pittsburgh | 15,002,320,000 | 12,924,800,000 | 15 | | 350,194,000[2] | 100,194,000 | 869,564,000 | 830,213,000 |
| 16 | First National Bank, Boston | 13,069,033,000 | 11,180,445,000 | 16 | | 75,200,000 | 75,200,000 | 845,360,000 | 688,026,000 |
| 17 | Irving Trust Co., New York | 11,145,035,000 | 10,701,228,000 | 17 | | 553,200,000[2] | 478,200,000[2] | 499,625,000 | 454,723,000 |
| 18 | Bank of New York | 10,500,888,000 | 9,564,834,783 | 18 | | 116,918,000[2] | 118,557,384[2] | 568,638,000 | 524,608,595 |
| 19 | RepublicBank Dallas NA | 9,758,084,000 | 8,754,883,000 | 19 | | 211,000,000[2] | 211,000,000[2] | 610,543,000 | 463,658,000 |
| 20 | Republic National Bank, New York | 8,274,088,000 | 7,263,260,000 | 23 | +3 | 355,000,000 | 355,000,000 | 920,137,000 | 551,386,000 |
| 21 | National Bank of Detroit | 8,091,530,000 | 7,638,307,000 | 21 | | 175,200,000[2] | 75,200,000 | 626,336,000 | 594,871,000[3] |
| 22 | Southeast Bank NA, Miami | 7,589,312,000 | 6,434,788,000 | 26 | +4 | 200,117,000[2] | 156,498,000[2] | 328,405,000 | 288,844,000 |
| 23 | Valley National Bank, Phoenix | 7,415,759,000 | 6,568,084,000 | 25 | +2 | 42,354,000 | 42,354,000 | 410,075,000 | 370,602,000 |
| 24 | NCNB National Bank of North Carolina, Charlotte | 7,293,063,000 | 6,608,873,000 | 24 | | 149,702,000[2] | 150,902,000[2] | 412,105,000 | 354,211,000 |
| 25 | InterFirst Bank Dallas NA | 7,105,781,000 | 7,577,289,000 | 22 | | 230,000,000[2] | 205,000,000[2] | 317,011,000 | 271,902,000 |
| 26 | National Westminster Bank USA, New York | 7,019,218,000 | 5,746,245,000 | 31 | +5 | 43,471,000[2] | 44,571,000[2] | 466,158,000 | 459,691,000 |
| 27 | Texas Commerce Bank NA, Houston | 6,775,313,000 | 6,243,431,000 | 28 | +1 | 85,000,000[2] | 85,000,000[2] | 533,387,000 | 446,813,000 |
| 28 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | 6,486,164,235 | 5,825,768,213 | 30 | +2 | 62,860,070[2] | 64,210,070[2] | 483,705,000 | 415,707,206 |
| 29 | Seattle-First National Bank | 6,459,583,000 | 6,311,056,000 | 27 | | 169,950,000[2] | 169,950,000[2] | 398,783,000 | 217,121,000 |
| 30 | Sovran Bank NA, Richmond | 6,245,413,000 | 5,576,104,000 | 32 | +2 | 50,412,000[2] | 50,412,000[2] | 454,509,000 | 404,279,000 |
| 31 | First City National Bank, Houston | 6,060,855,000 | 7,974,072,000 | 20 | | 177,500,000[2] | 127,500,000[2] | 339,119,000 | 322,396,000 |
| 32 | Union Bank, Los Angeles | 5,943,808,000 | 6,068,815,000 | 29 | | 210,845,000 | 110,845,000[2] | 420,519,000 | 338,401,000 |
| 33 | European American Bank, New York | 5,828,050,000 | 4,674,868,000 | 36 | +3 | 270,675,000[2] | 218,238,000[2] | 292,670,000 | 222,426,000 |
| 34 | First Fidelity Bank NA, Newark, N.J. | 5,735,478,000 | 1,857,317,000 | 113 | +79 | 106,500,000[2] | 25,350,000[2] | 318,551,000 | 129,522,000 |
| 35 | Comerica Bank-Detroit | 5,512,253,876 | 4,422,965,000 | 42 | +7 | 76,142,000[2] | 45,842,000 | 293,439,052 | 261,512,000 |
| 36 | Rainier National Bank, Seattle | 5,469,045,000 | 4,811,956,000 | 33 | | 111,000,000[2] | 111,000,000[2] | 258,206,000 | 217,603,000 |
| 37 | Harris Trust & Savings Bank, Chicago | 5,465,559,000 | 4,735,607,000 | 35 | | 100,000,000 | 100,000,000 | 311,669,000 | 258,620,000[3] |
| 38 | Citizens & Southern National Bank, Atlanta | 5,333,788,000 | 4,200,268,000 | 45 | +7 | 136,485,000[2] | 157,685,000[2] | 267,681,000 | 222,414,000 |
| 39 | Pittsburgh National Bank | 5,171,956,000 | 4,625,620,000 | 37 | | 55,849,000 | 30,849,000[2] | 441,923,000 | 391,651,000 |
| 40 | Philadelphia National Bank | 5,145,043,000 | 4,363,328,000 | 44 | +4 | 66,423,000[2] | 68,415,000[2] | 362,478,000 | 322,130,000 |
| 41 | MBank Dallas NA | 4,953,320,000 | 3,922,482,000 | 51 | +10 | 58,162,000[2] | 61,700,000 | 295,274,000 | 246,949,000 |
| 42 | Connecticut Bank & Trust Co. NA, Hartford | 4,910,866,000 | 4,523,480,000 | 39 | | 76,600,000[2] | 77,400,000[2] | 235,467,000 | 201,995,000 |
| 43 | AmeriTrust Co. NA, Cleveland | 4,850,226,000 | 4,565,443,000 | 38 | | 70,362,000 | 70,362,000 | 382,268,000 | 457,782,000 |
| 44 | United States National Bank, Portland, Ore. | 4,848,037,000 | 4,399,197,000 | 43 | | 52,252,000[2] | 52,418,000[2] | 353,811,000 | 312,465,000 |
| 45 | Connecticut National Bank, Hartford | 4,795,921,000 | 3,479,602,000 | 60 | +15 | 27,568,000[2] | 28,894,000[2] | 307,301,000 | 223,221,000 |
| 46 | Fidelity Bank NA, Malvern, Pa. | 4,720,618,000 | 785,371,590 | 265 | +219 | 96,762,000[2] | 20,500,000[2] | 239,063,000 | 46,115,235 |
| 47 | First Interstate Bank of Arizona NA, Phoenix | 4,706,313,000 | 4,138,695,000 | 47 | | 60,183,000[2] | 60,773,000[2] | 319,865,000 | 282,059,000 |
| 48 | First National Bank, Minneapolis | 4,683,775,000 | 4,435,905,000 | 41 | | 80,000,000[2] | 80,000,000[2] | 309,265,000 | 261,778,000 |
| 49 | Norwest Bank Minneapolis NA | 4,546,009,000 | 3,882,676,000 | 52 | +3 | 99,500,000[2] | 99,750,000[2] | 209,366,000 | 207,026,000 |
| 50 | First National Bank, Atlanta | 4,518,912,000 | 3,456,514,000 | 61 | +11 | 169,912,000[2] | 89,912,000[2] | 261,304,000 | 235,341,000 |
| 51 | Manufacturers National Bank, Detroit | 4,502,343,000 | 3,980,447,000 | 49 | | 23,192,000[2] | 23,424,000[2] | 259,707,000 | 235,973,000 |
| 52 | United Virginia Bank, Richmond | 4,473,747,000 | 4,161,072,000 | 46 | | 140,375,000[2] | 140,450,000[2] | 237,239,000 | 198,485,000 |
| 53 | California First Bank, San Francisco | 4,433,770,000 | 3,818,193,000 | 55 | +2 | 63,554,000[2] | 61,319,000[2] | 203,944,000 | 187,788,000 |
| 54 | Northern Trust Co., Chicago | 4,399,824,000 | 3,974,898,000 | 50 | | 91,000,000[2] | 66,000,000 | 271,521,000 | 256,891,000 |
| 55 | Bank of Tokyo Trust Co., New York | 4,370,787,220 | 3,835,872,000 | 54 | | 99,720,800[2] | 108,135,000[2] | 193,319,795 | 175,386,000 |
| 56 | Florida National Bank, Jacksonville | 4,363,475,000 | 2,844,588,000 | 69 | +13 | 12,500,000 | 12,500,000 | 302,327,000 | 234,140,000 |
| 57 | First Union National Bank, Charlotte, N.C. | 4,339,697,000 | 4,481,502,000 | 40 | | 93,059,000[2] | 106,050,000[2] | 273,431,000 | 235,246,000 |
| 58 | First Interstate Bank of Oregon NA, Portland | 4,203,998,000 | 4,111,885,000 | 48 | | 84,131,000[2] | 88,131,000[2] | 292,048,000 | 273,246,000 |
| 59 | Huntington National Bank, Columbus, Ohio | 4,198,682,000 | 3,075,104,000 | 64 | +5 | 40,000,000 | 40,000,000 | 299,159,000 | 161,689,000 |
| 60 | Riggs National Bank, Washington, D.C. | 4,173,672,000 | 3,882,434,000 | 53 | | 75,161,000[2] | 15,161,000 | 213,475,000 | 192,114,000 |
| 61 | Maryland National Bank, Baltimore | 4,173,161,000 | 3,381,884,000 | 62 | +1 | 30,948,000 | 17,000,000 | 180,318,000 | 247,634,000 |
| 62 | First Pennsylvania Bank NA, Philadelphia | 3,903,222,000 | 3,789,992,000 | 56 | | 151,010,000[2] | 226,151,000[2] | 227,923,000 | 225,805,000 |
| 63 | NCNB National Bank of Florida, Tampa | 3,848,812,000 | 2,213,069,000 | 94 | +31 | 126,683,000[2] | 39,185,000[2] | 202,669,000 | 135,612,000 |
| 64 | Bank of New England NA, Boston | 3,747,904,000 | 3,519,806,000 | 59 | | 49,622,000[2] | 24,330,000[2] | 216,271,000 | 156,535,000 |
| 65 | First Tennessee Bank NA, Memphis | 3,648,932,000 | 1,573,713,000 | 136 | +71 | 71,140,000[2] | 20,180,000[2] | 231,853,000 | 103,950,000 |
| 66 | BancOhio National Bank, Columbus | 3,492,135,000 | 4,763,410,000 | 34 | | 100,130,000[2] | 100,260,000[2] | 206,990,000 | 201,695,000 |
| 67 | Israel Discount Bank, New York | 3,408,500,000 | 3,105,755,000 | 63 | | 114,803,000[2] | 112,333,000[2] | 84,859,000 | 66,471,000 |
| 68 | Bank of Hawaii, Honolulu | 3,324,003,000 | 2,931,278,283 | 67 | | 22,508,000[2] | 22,908,132[2] | 201,063,000 | 180,163,560 |
| 69 | Chase Lincoln First Bank NA, Rochester, N.Y. | 3,309,306,000 | 3,066,110,000 | 65 | | 67,970,000[2] | 68,331,000[2] | 225,226,000 | 169,447,000 |
| 70 | American Security Bank NA, Washington, D.C. | 3,223,915,000 | 2,753,382,000 | 73 | +3 | 14,345,000[2] | 18,241,000[2] | 200,242,000 | 220,305,000 |
| 71 | Bank of Virginia, Richmond | 3,212,370,000 | 3,032,889,000 | 66 | | 55,870,000 | 55,870,000 | 164,071,000 | 137,858,000 |
| 72 | State Street Bank & Trust Co., Boston | 3,211,530,000 | 2,492,654,000 | 80 | +8 | 38,292,000[2] | 38,292,000[2] | 210,583,000 | 165,080,000 |
| 73 | AmSouth Bank NA, Birmingham, Ala. | 3,211,360,000 | 2,797,356,000 | 72 | | 15,750,000 | 15,750,000 | 280,277,000 | 267,896,000 |
| 74 | Provident National Bank, Philadelphia | 3,152,934,000 | 2,918,581,000 | 68 | | 33,475,000[2] | 43,475,000[2] | 226,800,000 | 200,216,000 |
| 75 | Fleet National Bank, Providence, R.I. | 3,119,754,000 | 3,542,902,000 | 58 | | 26,190,000[2] | 26,190,000[2] | 233,087,000 | 204,620,000 |
| 76 | National City Bank, Cleveland | 3,086,528,000 | 2,534,571,000 | 78 | +3 | 29,245,000 | 29,245,000 | 253,165,000 | 235,235,000 |
| 77 | Allied Bank of Texas, Houston | 3,080,358,000 | 2,376,695,000 | 85 | +8 | 20,000,000 | 20,625,000[2] | 238,031,000 | 203,130,000 |
| 78 | MBank Houston NA | 3,046,690,000 | 861,036,000 | 239 | +161 | 75,018,000[2] | 37,500,000[2] | 199,798,000 | 34,108,000 |
| 79 | First National Bank, St. Paul, Minn. | 3,003,766,000 | 2,138,343,000 | 99 | +20 | 91,000,000[2] | 85,000,000[2] | 178,201,000 | 142,308,000 |
| 80 | Atlantic National Bank of Florida, Jacksonville | 2,934,299,000 | 2,509,625,000 | 79 | | 37,300,000 | 36,997,000 | 157,404,000 | 131,027,000 |
| 81 | First National Bank of Maryland, Baltimore | 2,915,343,000 | 2,463,236,000 | 82 | +1 | 30,948,000 | 18,448,000 | 180,318,000 | 143,529,000 |
| 82 | Mellon Bank (East) NA, Philadelphia | 2,906,504,000 | 2,821,030,000 | 70 | | 101,045,000[2] | 100,505,000[2] | 229,459,000[3] | 233,067,000 |
| 83 | Banco Popular de Puerto Rico, San Juan | 2,870,671,318 | 2,347,449,307 | 88 | +5 | 60,500,000[2] | 62,500,000 | 153,797,055 | 132,922,603 |
| 84 | South Carolina National Bank, Columbia (c) | 2,842,985,000 | 1,625,252,000 | 134 | +50 | N.A. | 32,399,000[2] | N.A. | 151.973,000 |
| 85 | Arizona Bank, Phoenix | 2,817,568,000 | 2,277,022,000 | 91 | +6 | 32,488,000[2] | 33,588,000[2] | 147,923,000 | 125,255,000 |
| 86 | Barnett Bank of South Florida NA, Miami | 2,758,524,000 | 1,892,519,000 | 110 | +24 | 6,612,000[2] | 6,000,000 | 148,614,000 | 93,769,000 |
| 87 | Citibank (South Dakota) NA, Sioux Falls | 2,757,946,000 | 2,191,285,000 | 96 | +9 | 100,000,000 | 100,000,000 | 480,563,000 | 325,742,000 |
| 88 | First Wisconsin National Bank, Milwaukee | 2,738,699,000 | 2,485,557,000 | 81 | | 44,307,000[2] | 44,381,000[2] | 159,725,000 | 155,112,000 |
| 89 | American Bank & Trust Co., Reading, Pa. | 2,665,598,000 | 2,385,768,000 | 83 | | 39,579,000[2] | 53,649,000[2] | 147,605,000 | 133,485,000 |
| 90 | American National Bank & Trust Co., Chicago | 2,626,030,000 | 2,371,680,000 | 86 | | 20,000,000 | 20,000,000 | 159,653,000 | 154,839,000 |
| 91 | Mercantile Trust Co. NA, St. Louis | 2,620,595,000 | 2,382,548,000 | 84 | | 23,714,000 | 23,714,000 | 207,849,000 | 194,321,000 |
| 92 | Trust Company Bank, Atlanta | 2,585,533,000 | 2,002,861,000 | 108 | +16 | 22,891,000[2] | 23,110,000[2] | 224,662,000 | 180,820,000 |
| 93 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | 2,521,109,000 | 2,368,903,000 | 87 | | 15,195,000[2] | 15,206,000[2] | 158,809,000 | 142,509,000 |
| 94 | First National Bank, Louisville, Ky. | 2,488,941,000 | 2,326,689,000 | 89 | | 21,000,000 | 21,000,000 | 177,150,000 | 163,942,000 |
| 95 | Sumitomo Bank of California, San Francisco | 2,471,148,551 | 2,231,072,158 | 92 | | 56,467,525[2] | 48,741,705[2] | 98,943,532 | 80,609,922 |
| 96 | Indiana National Bank, Indianapolis | 2,458,290,000 | 2,054,495,000 | 105 | +9 | 25,000,000 | 25,000,000 | 165,111,000 | 146,768,000 |
| 97 | Bank Leumi Trust Co., New York | 2,452,741,410 | 2,696,421,193 | 74 | | 59,707,000[2] | 64,607,050[2] | 76,710,000 | 65,737,787 |
| 98 | Midlantic National Bank, Newark, N.J. | 2,441,843,000 | 2,225,673,000 | 93 | | 33,452,000 | 33,452,000 | 140,103,000 | 120,399,000 |
| 99 | Bank of California NA, San Francisco | 2,387,259,000 | 2,623,772,000 | 77 | | 76,174,000[2] | 84,364,000[2] | 141,082,000 | 157,737,000 |
| 100 | Lloyds Bank California, Los Angeles | 2,355,561,000 | 2,277,291,467 | 90 | | 22,780,300[2] | 23,610,300[2] | 150,602,579 | 140,063,254 |

The 1984 data may not be comparable to 1983 data for several reasons: (1)some banks reported Federal regulatory data one year and public statements, based on general accounting principals, in the other year; (2)some banks had mergers or acquisitions; (3)the 1984 'capital' figures include perpetual preferred stock only. In 1983, for some banks, redeemable preferred stock was included in capital; and (4) 1983 data shown are as reported in 1984 and have not be restated. (a)—Includes only common stock unless otherwise noted. (b)—Includes reserve for contingencies; other capital reserves; and the cumulative foreign currency translation adjustment (if any). (c)—The 1984 deposit figure is an estimate. Because of a merger and consolidation on a purchase-acquisition basis, yearend 1984 data were not available. [2]—Includes subordinated debt and/or preferred stock in addition to common stock capital. [3]-Includes subordinated debt assumed by parent. N.A.-Not Available.

# The Top 300 Banks in the United States

(EXCLUSIVE OF SAVINGS BANKS)

## In Order of Deposits December 31, 1984, Compared with December 31, 1983

Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

| Rank 12/31/84 | | Deposits | | Rank 1983 | Gain | Capital (a) | | Surplus & Undiv. Profits (b) | |
|---|---|---|---|---|---|---|---|---|---|
| | | 12/31/84 | 12/31/83 | | | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 |
| 101 | Shawmut Bank of Boston NA | 2,333,317,000 | 2,100,967,000 | 100 | | 78,393,000[2] | 46,562,000[2] | 153,351,000 | 116,081,000 |
| 102 | Equitable Bank NA, Baltimore | 2,321,597,000 | 2,143,342,000 | 98 | | 17,171,000 | 17,171,0000 | 135,616,000 | 104,075,000 |
| 103 | First Interstate Bank of Washington NA, Seattle | 2,283,921,000 | 2,176,549,449 | 97 | | 29,092,000[2] | 29,092,088[2] | 132,702,000 | 117,802,391 |
| 104 | Equibank, Pittsburgh | 2,281,147,000 | 2,689,247,000 | 75 | | 25,417,000 | 50,417,000[2] | 46,965,000 | 77,395,000 |
| 105 | Central Fidelity Bank NA, Richmond | 2,274,493,000 | 1,286,787,000 | 168 | +63 | 64,410,000 | 26,929,000 | 115,867,000 | 78,548,000 |
| 106 | Continental Bank, Norristown, Pa. | 2,260,023,000 | 2,082,090,000 | 101 | | 25,836,000[2] | 25,861,000[2] | 139,420,000 | 134,548,000 |
| 107 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 2,251,352,000 | 1,868,532,000 | 111 | +4 | 61,150,000 | 40,596,000 | 137,957,000 | 134,994,000 |
| 108 | Northwestern Bank, North Wilkesboro, N.C. | 2,251,021,000 | 2,006,206,000 | 107 | | 28,929,000[2] | 20,578,000[2] | 147,039,000 | 125,391,000 |
| 109 | Centerre Bank NA, St. Louis | 2,241,122,000 | 2,212,958,000 | 95 | | 16,965,000 | 16,965,000 | 160,199,000 | 148,099,000 |
| 110 | Citibank (New York State) NA, Buffalo | 2,233,196,000 | 1,844,848,000 | 116 | +6 | 140,000,000 | 140,000,000 | 236,420,000 | 199,863,000 |
| 111 | First Hawaiian Bank, Honolulu | 2,205,419,000 | 2,063,608,000 | 104 | | 16,227,000 | 16,227,000 | 140,538,000 | 126,394,000 |
| 112 | Sun Bank NA, Orlando, Fla. | 2,183,899,000 | 1,687,033,000 | 126 | +14 | 5,848,000[2] | 2,175,000[2] | 129,783,000 | 97,412,000 |
| 113 | First Interstate Bank of Nevada NA, Reno | 2,163,122,000 | 2,077,582,768 | 102 | | 50,000,000 | 50,000,000 | 166,753,000 | 153,684,000 |
| 114 | First Security Bank of Utah NA, Ogden | 2,137,121,000 | 2,066,028,000 | 103 | | 51,213,000[2] | 50,156,000[2] | 135,228,000 | 119,561,000 |
| 115 | Suburban Bank, Bethesda, Md. | 2,109,866,000 | 2,034,020,000 | 106 | | 22,022,000[2] | 21,372,000[2] | 159,291,000 | 124,006,000 |
| 116 | Idaho First National Bank, Boise | 2,107,495,000 | 1,846,411,000 | 115 | | 15,371,000 | 15,371,000 | 152,877,000 | 137,051,000 |
| 117 | Branch Banking & Trust Co., Wilson, N.C. | 2,103,098,000 | 1,482,003,000 | 146 | +29 | 21,073,000[2] | 14,737,000[2] | 136,725,000 | 101,662,000 |
| 118 | Texas American Bank/Fort Worth NA | 2,072,458,000 | 1,708,256,000 | 124 | +6 | 40,125,000[2] | 40,500,000[2] | 110,957,000 | 97,316,000 |
| 119 | United Jersey Bank, Hackensack, N.J. | 2,063,762,000 | 1,930,461,000 | 109 | | 34,523,000[2] | 36,330,000[2] | 107,728,000 | 95,365,000 |
| 120 | Fuji Bank & Trust Co., New York | 2,022,799,000 | 1,761,104,839 | 121 | +1 | 95,006,000[2] | 81,198,000[2] | 76,569,000 | 55,225,895 |
| 121 | Society National Bank, Cleveland | 2,002,616,000 | 1,810,679,000 | 120 | | 19,400,000 | 19,400,000 | 133,466,000 | 120,648,000 |
| 122 | Hamilton Bank, Lancaster, Pa. | 1,988,765,000 | 1,810,772,000 | 119 | | 33,326,000[2] | 18,326,000 | 136,892,000 | 129,153,000 |
| 123 | Central Bank of the South, Birmingham, Ala. | 1,983,093,000 | 1,842,702,000 | 117 | | 7,610,000[2] | 8,910,000[2] | 176,908,000 | 163,859,000 |
| 124 | Deposit Guaranty National Bank, Jackson, Miss. | 1,942,220,000 | 1,641,553,000 | 131 | +7 | 12,241,000 | 16,501,000[2] | 133,803,000 | 122,613,000 |
| 125 | Old Kent Bank & Trust Co., Grand Rapids, Mich. | 1,923,828,000 | 1,633,773,000 | 133 | +8 | 20,679,000[2] | 19,979,000[2] | 109,675,000 | 100,652,000 |
| 126 | Bank One, Columbus NA, Ohio | 1,921,971,169 | 1,232,853,525 | 172 | +46 | 20,737,000 | 20,375,000 | 112,763,992 | 92,409,390 |
| 127 | Industrial Bank of Japan Trust Co., New York | 1,890,451,000 | 1,464,353,000 | 150 | +23 | 119,173,000[2] | 67,469,000[2] | 83,878,000 | 52,783,000 |
| 128 | Citizens & Southern National Bank, Charleston, S.C. | 1,878,833,000 | 1,674,454,771 | 127 | | 15,000,000 | 15,000,000 | 108,785,000 | 93,645,374 |
| 129 | First-Citizens Bank & Trust Co., Raleigh, N.C. | 1,861,955,659 | 1,660,286,988 | 128 | | 29,050,700[2] | 29,050,700[2] | 132,904,523 | 107,121,945 |
| 130 | United Bank of Denver NA | 1,854,141,000 | 1,815,280,018 | 118 | | 18,560,000[2] | 19,513,334[2] | 124,441,000 | 126,042,676 |
| 131 | Midlantic National Bank/North, West Paterson, N.J. | 1,853,806,000 | 1,091,855,000 | 193 | +62 | 15,514,000[2] | 9,693,000 | 114,124,000 | 67,889,000 |
| 132 | First National Bank of Florida, Tampa | 1,853,471,000 | 1,310,508,000 | 164 | +32 | 17,300,000[2] | 17,775,000[2] | 113,085,000 | 82,976,000 |
| 133 | Liberty National Bank & Trust Co., Oklahoma City | 1,842,028,000 | 1,634,776,000 | 132 | | 48,292,000[2] | 48,692,000[2] | 81,520,000 | 73,981,000 |
| 134 | Manufacturers & Traders Trust Co., Buffalo, N.Y. | 1,833,772,000 | 1,573,018,000 | 137 | +3 | 56,488,275[2] | 26,329,425[2] | 84,286,266 | 114,084,248 |
| 135 | City National Bank, Beverly Hills | 1,804,839,000 | 1,617,527,000 | 135 | | 15,000,000 | 15,750,000[2] | 114,635,026 | 101,797,000 |
| 136 | Peoples National Bank, Seattle | 1,787,825,624 | 1,745,364,000 | 122 | | 25,150,873[2] | 33,280,000[2] | 96,385,422 | 84,910,000 |
| 137 | Third National Bank, Nashville | 1,777,791,000 | 1,453,095,000 | 151 | +14 | 28,250,000[2] | 28,750,000[2] | 123,631,000 | 107,909,000 |
| 138 | BayBank Middlesex, Burlington, Mass. | 1,774,125,466 | 1,557,789,585 | 142 | +4 | 32,872,000[2] | 32,872,000[2] | 67,790,760 | 59,576,215 |
| 139 | Rhode Island Hospital Trust National Bank, Providence | 1,763,561,000 | 1,445,340,000 | 152 | +13 | 32,200,000[2] | 25,200,000[2] | 100,600,000 | 79,011,000 |
| 140 | Heritage Bank NA, Jamesburg, N.J. | 1,759,301,000 | 1,571,860,000 | 138 | | 22,903,000[2] | 24,251,000[2] | 112,171,000 | 94,265,000 |
| 141 | Dominion Bank NA, Roanoke, Va. | 1,756,469,000 | 1,409,270,000 | 155 | +14 | 17,719,000[2] | 14,924,000[2] | 117,282,000 | 87,865,000 |
| 142 | First American Bank of Virginia, McLean | 1,749,330,000 | 1,559,112,000 | 141 | | 48,985,000[2] | 48,013,000[2] | 76,275,000 | 66,781,000 |
| 143 | Central National Bank, Cleveland | 1,743,052,000 | 1,705,517,000 | 125 | | 46,542,000[2] | 101,797,000[2] | 103,428,000 | 77,611,000 |
| 144 | United States Trust Co., New York | 1,739,236,000 | 1,744,850,000 | 123 | | 39,169,000[2] | 39,995,000[2] | 105,726,000 | 102,096,000 |
| 145 | RepublicBank Houston NA | 1,731,302,000 | 1,527,497,000 | 143 | | 32,500,000[2] | 32,500,000[2] | 96,330,000 | 70,073,000 |
| 146 | Whitney National Bank, New Orleans | 1,724,486,000 | 1,651,236,411 | 130 | | 2,800,000 | 2,800,000 | 195,613,000 | 208,387,583 |
| 147 | Zions First National Bank, Salt Lake City | 1,682,723,000 | 1,564,730,000 | 139 | | 30,600,000[2] | 32,400,000[2] | 105,399,000 | 93,203,000 |
| 148 | First National Bank & Trust Co., Oklahoma City | 1,681,856,186 | 1,860,322,888 | 112 | | 40,000,000 | 40,000,000 | 91,977,982 | 103,182,359 |
| 149 | First Interstate Bank of Denver NA | 1,655,474,576 | 1,853,786,000 | 114 | | 37,000,000[2] | 37,000,000[2] | 100,025,839 | 70,318,000 |
| 150 | Boston Safe Deposit & Trust Co. | 1,655,459,000 | 1,310,814,626 | 163 | +13 | 5,000,000 | 5,000,000 | 109,824,000 | 77,674,481 |
| 151 | Banco de Ponce, P.R. | 1,653,753,635 | 1,403,426,593 | 157 | +6 | 45,115,650[2] | 36,015,650[2] | 84,065,546 | 75,148,811 |
| 152 | Industrial Valley Bank & Trust Co., Philadelphia | 1,643,136,192 | 1,559,509,000 | 140 | | 28,439,000[2] | 50,141,000[2] | 85,286,295 | 80,757,000 |
| 153 | Union Trust Co., Stamford, Conn. | 1,621,973,000 | 1,408,908,000 | 156 | +3 | 14,423,180 | 14,423,000 | 102,646,620 | 94,378,000 |
| 154 | Union National Bank, Pittsburgh | 1,606,324,000 | 1,510,844,000 | 144 | | 25,000,000 | 25,000,000 | 87,363,756 | 79,705,000 |
| 155 | Merchants National Bank & Trust Co., Indianapolis | 1,598,136,000 | 1,439,623,000 | 153 | | 26,296,000[2] | 26,296,000[2] | 103,576,000 | 91,586,000 |
| 156 | Wilmington Trust Co., Del. | 1,594,173,000 | 1,283,378,000 | 169 | +13 | 42,185,000[2] | 43,223,000[2] | 96,882,000 | 80,788,000 |
| 157 | J. Henry Schroder Bank & Trust Co., New York | 1,580,981,000 | 1,655,596,000 | 129 | | 14,000,000 | 14,000,000 | 104,109,000 | 97,519,000 |
| 158 | First American National Bank, Nashville, Tenn. | 1,575,541,000 | 1,350,785,000 | 159 | +1 | 24,000,000[2] | 24,000,000[2] | 101,524,000 | 92,763,000 |
| 159 | Mitsui Manufacturers Bank, Los Angeles | 1,564,221,000 | 1,472,502,000 | 148 | | 23,517,000[2] | 21,760,000[2] | 96,477,000 | 74,780,000 |
| 160 | New Jersey National Bank, Trenton | 1,538,233,000 | 1,171,368,000 | 182 | +22 | 46,088,000[2] | 28,011,000[2] | 65,592,000 | 70,758,000 |
| 161 | First National Bank, Jackson, Miss. | 1,504,179,210 | 1,376,448,000 | 158 | | 10,267,500 | 9,518,000 | 110,276,819 | 93,222,000 |
| 162 | Barclays Bank of New York NA | 1,497,218,000 | 1,288,124,000 | 167 | +5 | 37,000,000[2] | 25,000,000 | 55,630,000 | 50,796,000 |
| 163 | Bank South NA, Atlanta | 1,494,319,000 | 1,027,722,000 | 203 | +40 | 15,925,000[2] | 15,345,000[2] | 107,589,000 | 74,440,000 |
| 164 | First Security Bank of Idaho NA, Boise | 1,482,550,000 | 1,341,090,000 | 160 | | 31,497,000[2] | 25,000,000[2] | 83,274,716 | 74,180,132 |
| 165 | Frost National Bank, San Antonio, Tex. | 1,482,077,000 | 1,296,767,322 | 165 | | 21,050,000[2] | 22,175,000[2] | 77,329,000 | 71,065,311 |
| 166 | Bankers Trust of South Carolina, Columbia | 1,464,820,000 | 1,256,581,613 | 171 | +5 | 73,674,000[2] | 48,997,592[2] | 69,184,000 | 99,525,938 |
| 167 | First National Bank of Commerce, New Orleans | 1,464,613,000 | 1,465,777,000 | 149 | | 9,275,000 | 13,240,000[2] | 128,029,000 | 118,366,000 |
| 168 | United Bank of Arizona, Phoenix | 1,432,263,000 | 1,105,725,000 | 189 | +21 | 19,006,000[2] | 18,072,000[2] | 73,520,000 | 53,773,000 |
| 169 | Bank of Oklahoma NA, Tulsa | 1,431,879,000 | 1,294,789,000 | 166 | | 7,765,000 | 7,765,000 | 86,707,000 | 81,854,000 |
| 170 | Michigan National Bank, Detroit | 1,420,644,000 | 1,476,886,000 | 147 | | 31,134,000[2] | 31,359,000[2] | 78,609,000 | 77,479,000 |
| 171 | Union Planters National Bank, Memphis | 1,419,279,000 | 1,314,593,000 | 162 | | 15,200,000 | 15,200,000 | 64,758,000 | 76,243,000 |
| 172 | Union Trust Co., Baltimore | 1,406,865,000 | 1,211,314,000 | 176 | +4 | 30,000,000 | 30,000,000 | 78,491,000 | 67,798,000 |
| 173 | National Community Bank, Rutherford, N.J. | 1,403,969,938 | 1,210,760,620 | 177 | +4 | 15,974,494 | 15,948,088 | 87,491,531 | 77,027,955 |
| 174 | Long Island Trust Co. NA, Garden City, N.Y. | 1,395,661,000 | 1,188,434,000 | 179 | +5 | 13,914,000[2] | 14,357,000[2] | 77,208,000 | 69,800,000 |
| 175 | Central Trust Co. NA, Cincinnati | 1,395,028,000 | 1,223,148,000 | 175 | | 12,702,000 | 12,702,370 | 103,811,000 | 97,900,653 |
| 176 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 1,386,022,000 | 1,091,168,127 | 194 | +18 | 17,751,000[2] | 15,411,100[2] | 75,862,000 | 57,138,524 |
| 177 | Michigan National Bank, Lansing | 1,382,470,000 | 1,494,240,000 | 145 | | 33,864,000[2] | 33,864,000[2] | 46,530,000 | 60,311,000 |
| 178 | Commerce Union Bank, Nashville, Tenn. | 1,374,802,000 | 1,163,309,359 | 183 | +5 | 43,500,000[2] | 43,500,000[2] | 73,749,000 | 66,609,900 |
| 179 | Hibernia National Bank, New Orleans | 1,373,112,000 | 1,232,536,000 | 173 | | 23,693,000[2] | 14,773,000 | 85,231,000 | 71,692,000 |
| 180 | Key Bank NA, Albany, N.Y. | 1,369,268,475 | 1,097,472,753 | 192 | +12 | 15,816,158[2] | 16,316,158[2] | 95,591,120 | 94,476,909 |
| 181 | InterFirst Bank Austin NA, Tex. | 1,357,044,000 | 1,100,938,000 | 190 | +9 | 20,681,000[2] | 5,681,000 | 80,057,000 | 62,725,000 |
| 182 | Norwest Bank South Dakota NA, Sioux Falls | 1,355,572,000 | 606,192,000 | 326 | +144 | 41,275,000[2] | 15,775,000[2] | 50,606,000 | 17,525,000 |
| 183 | SouthTrust Bank of Alabama NA, Birmingham | 1,353,789,000 | 1,039,977,579 | 201 | +18 | 11,020,000[2] | 11,020,000[2] | 102,158,564 | 89,031,155 |
| 184 | Dauphin Deposit Bank & Trust Co., Harrisburg, Pa. | 1,342,421,000 | 1,257,521,166 | 170 | | 14,317,000 | 14,316,621 | 94,286,000 | 91,186,441 |
| 185 | Old National Bank, Spokane, Wash. | 1,325,503,000 | 1,198,126,000 | 178 | | 15,012,000[2] | 24,027,000[2] | 72,527,000 | 68,436,000 |
| 186 | Bank of Baltimore (d) | 1,304,086,000 | 1,185,530,000 | ..... | | 20,000,000 | ............ | 151,026,000 | ............ |
| 187 | Toledo Trust Co., Ohio | 1,298,507,107 | 969,917,296 | 214 | +27 | 14.412,980 | 14,412,980 | 100,435,103 | 88,695,927 |
| 188 | Fifth Third Bank, Cincinnati | 1,297,747,000 | 1,046,780,000 | 199 | +11 | 15,806,000 | 15,806,000 | 125,027,000 | 114,296,000 |
| 189 | Norstar Bank of Upstate NY, Albany | 1,296,121,000 | 973,235,000 | 213 | +24 | 13,048,000 | 13,048,000 | 114,462,000 | 109,996,000 |
| 190 | Colonial Bank, Waterbury, Conn. | 1,284,707,000 | 1,173,589,000 | 181 | | 18,726,000[2] | 19,146,000[2] | 68,968,000 | 62,245,000 |
| 191 | Imperial Bank, Los Angeles | 1,257,180,000 | 1,160,817,000 | 184 | | 18,292,000[2] | 18.292,000[2] | 61,599,000 | 72,020,000 |
| 192 | First National Bank, Cincinnati | 1,256,031,000 | 1,116,625,000 | 188 | | 18,200,000 | 29,998,000[2] | 127,267,000 | 117,451,000 |
| 193 | Citytrust, Bridgeport, Conn. | 1,255,539,000 | 998,534,000 | 205 | +12 | 8,508,000[2] | 8,889,000[2] | 71,391,000 | 55,166,000 |
| 194 | Morgan Bank (Delaware), Wilmington | 1,245,258,000 | 1,223,631,000 | 174 | | 200,000,000[2] | 200,000,000[2] | 141,284,000 | 126,503,000 |
| 195 | Liberty National Bank & Trust Co., Louisville, Ky. | 1,242,445,000 | 1,084,706,000 | 196 | +1 | 21,600,000[2] | 22,050,000[2] | 81,542,000 | 71,550,000 |
| 196 | Golden State Sanwa Bank, San Francisco | 1,230,112,000 | 1,128,462,000 | 186 | | 48,250,000[2] | 26,000,000[2] | 55,495,000 | 45,213,000 |
| 197 | First Jersey National Bank, Jersey City | 1,226,475,000 | 967,141,000 | 218 | +21 | 16,464,000 | 14,976,000[2] | 74,203,000 | 56,083,000 |
| 198 | Security Norstar Bank, Rochester, N.Y. | 1,208,919,000 | 723,521,000 | 286 | +88 | 22,952,000[2] | 22,400,000[2] | 78,867,000 | 56,738,348 |
| 199 | Southern National Bank, Lumberton, N.C. | 1,178,373,522 | 860,833,154 | 240 | +41 | 20,335,000[2] | 15,553,330[2] | 58,806,925 | 38,658,307 |
| 200 | United Carolina Bank, Whiteville, N.C. | 1,169,548,000 | 968,758,000 | 216 | +16 | 11,542,000 | 9,305,000 | 76,169,000 | 62,628,000 |

The 1984 data may not be comparable to 1983 data for several reasons: (1)some banks reported Federal regulatory data one year and public statements, based on general accounting principals, in the other year; (2) some banks had mergers or acquisitions; (3) the 1984 'capital' figures include perpetual preferred stock only. In 1983, for some banks, redeemable preferred stock was included in capital; and (4) 1983 data shown are as reported in 1984 and have not be restated. (a)—Includes only common stock unless otherwise noted. (b)—Includes reserve for contingencies; other capital reserves; and the cumulative foreign currency translation adjustment (if any).(d)—Formerly Savings Bank of Baltimore. The bank converted from a savings bank to a commercial bank on 11/1/84. [2]—Includes subordinated debt and/or preferred stock in addition to common stock capital.

# The Top 300 Banks in the United States

(EXCLUSIVE OF SAVINGS BANKS)

## In Order of Deposits December 31, 1984 Compared with December 31, 1983

Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

| Rank 12/31/84 | | Deposits | | Rank 1983 | Gain | Capital (a) | | Surplus & Undiv. Profits (b) | |
|---|---|---|---|---|---|---|---|---|---|
| | | 12/31/84 | 12/31/83 | | | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 |
| 201 | Horizon Bank NA, Morristown, N.J. | 1,160,748,252 | 782,188,000 | 268 | + 67 | 9,158,708 | 9,159,000 | 76,784,463 | 47,639,000 |
| 202 | Citizens First National Bank, Ridgewood, N.J. | 1,158,897,000 | 983,878,000 | 208 | + 6 | 5,756,000 | 5,756,000 | 60,748,000 | 5[illegible]101,000 |
| 203 | Chemical Bank (Delaware), Wilmington | 1,156,965,000 | 1,178,409,912 | 180 | | 10,000,000 | 10,000,000 | 126,676,000 | 111,845,000 |
| 204 | First Fidelity Bank NA/North Jersey , Totowa, N.J. | 1,156,571,000 | 1,087,598,000 | 195 | | 11,680,000 | 11,680,000 | 67,684,000 | 60,941,000 |
| 205 | National State Bank, Elizabeth, N.J. | 1,154,492,000 | 1,131,293,000 | 185 | | 30,000,000 | 30,000,000 | 44,002,000 | 36,990,000 |
| 206 | First National Bank, Akron , Ohio | 1,148,072,000 | 975,169,000 | 211 | + 5 | 24,180,000 | 22,279,720 | 115,342,000 | 92,825,553 |
| 207 | Manufacturers Hanover Bank (Delaware), Wilmington | 1,138,825,000 | 668,995,000 | 307 | + 100 | 50,000,000 | 50,000,000 | 130,813,674 | 110,141,000 |
| 208 | Sunwest Bank of Albuquerque NA, N.M. | 1,138,387,029 | 1,079,890,311 | 198 | | 30,000,000 | 21,000,000 | 60,934,949 | 60,959,113 |
| 209 | M & I Marshall & Ilsley Bank, Milwaukee | 1,134,426,000 | 845,575,000 | 242 | + 33 | 34,429,000[2] | 34,434,000[2] | 66,224,000 | 57,778,000 |
| 210 | Marine Bank NA, Milwaukee | 1,130,183,000 | 959,959,000 | 223 | + 13 | 13,992,000 | 13,992,000 | 60,506,000 | 56,983,000 |
| 211 | First Virginia Bank, Falls Church | 1,127,852,000 | 960,554,000 | 222 | + 11 | 18,000,000 | 14,300,000 | 63,695,000 | 52,348,000 |
| 212 | Puget Sound National Bank, Tacoma, Wash. | 1,123,286,131 | 1,036,110,410 | 202 | | 16,855,620[2] | 17,379,620[2] | 66,544,707 | 56,048,508 |
| 213 | Bank One, Dayton NA, Ohio | 1,077,502,000 | 989,857,000 | 206 | | 12,950,000 | 12,950,000 | 74,120,000 | 60,190,000 |
| 214 | First Fidelity Bank NA-South Jersey, Burlington Twp., N.J. | 1,076,489,000 | 873,001,000 | 233 | + 19 | 21,750,000[2] | 22,000,000[2] | 45,146,000 | 41,827,000 |
| 215 | InterFirst Bank Fort Worth NA, Tex. | 1,074,880,000 | 1,083,109,000 | 197 | | 37,000,000[2] | 37,000,000[2] | 59,580,000 | 50,624,000 |
| 216 | Barnett Bank of Central Florida NA, Winter Park | 1,071,801,000 | 792,874,000 | 257 | + 41 | 4,000,000 | 1,000,000 | 51,736,000 | 32,510,988 |
| 217 | Central Bank, San Francisco | 1,061,929,000 | 976,530,000 | 210 | | 8,097,000 | 17,693,487[2] | 47,574,000 | 45,469,530 |
| 218 | Exchange National Bank, Chicago | 1,055,219,000 | 927,033,805 | 225 | + 7 | 12,597,000[2] | 12,846,980[2] | 62,800,000 | 54,803,193 |
| 219 | Colorado National Bank, Denver | 1,050,479,000 | 963,954,000 | 221 | + 2 | 17,500,000[2] | 17,500,000[2] | 78,379,000 | 73,300,000 |
| 220 | Bank of the West, San Francisco | 1,049,857,200 | 974,613,000 | 212 | | 27,120,800[2] | 13,621,000[2] | 90,546,300 | 83,809,000 |
| 221 | National Bank of Washington, D.C. | 1,048,171,000 | 967,443,000 | 217 | | 23,950,000[2] | 13,950,000 | 56,291,000 | 50,068,000 |
| 222 | First National Bank, Allentown, Pa. | 1,046,832,000 | 988,799,000 | 207 | | 14,888,000[2] | 15,503,000[2] | 66,586,000 | 60,134,000 |
| 223 | Commonwealth National Bank, Harrisburg, Pa. | 1,044,482,000 | 998,974,000 | 204 | | 19,200,000[2] | 20,050,000[2] | 60,202,000 | 56,495,000 |
| 224 | Commerce Bank of Kansas City NA, Mo. | 1,037,509,000 | 786,905,000 | 263 | + 39 | 18,515,000[2] | 18,000,000 | 69,790,000 | 63,726,000 |
| 225 | United Missouri Bank of Kansas City NA | 1,033,932,000 | 969,017,000 | 215 | | 13,250,000 | 13,250,000 | 99,053,000 | 83,613,000 |
| 226 | Norwest Bank Des Moines NA, Iowa | 1,025,230,000 | 844,328,000 | 244 | + 18 | 23,850,000[2] | 23,925,000[2] | 52,736,000 | 47,146,000 |
| 227 | First National Bank & Trust Co., Tulsa, Okla. | 1,024,357,000 | 1,042,695,000 | 200 | | 23,322,000[2] | 23,682,000[2] | 50,001,000 | 63,432,000 |
| 228 | Fourth National Bank & Trust Co., Wichita, Kan. | 1,023,669,000 | 829,982,000 | 247 | + 19 | 15,000,000 | 15,000,000 | 65,619,999 | 57,700,000 |
| 229 | First Bank of South Dakota NA, Sioux Falls | 1,016,025,000 | 966,456,000 | 219 | | 26,800,000[2] | 26,800,000[2] | 46,023,000 | 44,565,000 |
| 230 | InterFirst Bank Houston NA | 1,015,940,000 | 1,100,666,000 | 191 | | 52,000,000[2] | 52,000,000[2] | 32,246,000 | 57,440,000 |
| 231 | First Eastern Bank NA, Wilkes-Barre, Pa. | 1,012,300,000 | 843,852,000 | 245 | + 14 | 16,913,000[2] | 16,905,000[2] | 66,057,000 | 49,833,000 |
| 232 | Louisiana National Bank, Baton Rouge | 1,009,818,000 | 863,012,387 | 238 | + 6 | 17,466,000[2] | 11,466,270 | 73,069,000 | 66,663,329 |
| 233 | Bank One of Eastern Ohio NA, Youngstown | 1,009,434,000 | 590,888,000 | 335 | +102 | 21,037,000 | 10,237,000 | 65,669,000 | 38,447,000 |
| 234 | National Bank of Georgia, Atlanta | 995,370,000 | 802,814,000 | 255 | + 21 | 18,125,000[2] | 18,587,000[2] | 59,473,000 | 49,210,000 |
| 235 | LaSalle National Bank, Chicago | 995,340,000 | 912,629,000 | 227 | | 39,698,000[2] | 39,698,000[2] | 65,853,000 | 61,644,000 |
| 236 | National Bank of Commerce, San Antonio, Tex. | 991,769,735 | 888,125,000 | 231 | | 15,000,000[2] | 15,000,000[2] | 53,326,106 | 47,446,000 |
| 237 | F & M Marquette National Bank, Minneapolis | 983,234,000 | 964,722,000 | 220 | | 13,650,000[2] | 14,234,000[2] | 74,409,000 | 70,635,000 |
| 238 | Bank of Delaware, Wilmington | 980,384,000 | 899,366,000 | 228 | | 500,000 | 500,000 | 72,041,000 | 66,078,000 |
| 239 | Commercial National Bank, Shreveport, La. | 976,496,874 | 864,065,000 | 237 | | 14,000,000 | 14,000,000 | 70,676,104 | 64,809,000 |
| 240 | Central Bank of Denver | 976,206,000 | 832,120,000 | 246 | + 6 | 15,100,000[2] | 15,300,000[2] | 60,525,000 | 54,584,000 |
| 241 | Valley National Bank, Passaic, N.J. | 971,851,628 | 786,620,951 | 264 | + 23 | 5,917,665 | 5,917,665 | 58,154,161 | 47,938,281 |
| 242 | Bank One, Cleveland NA | 971,789,000 | 889,802,000 | 229 | | 8,084,000 | 14,799,000[2] | 69,976,000 | 59,137,000 |
| 243 | First National Bank, Toms River, N.J. | 967,123,000 | 650,503,417 | 313 | + 70 | 19,326,000[2] | 12,003,390 | 51,208,000 | 39,565,385 |
| 244 | Citizens Commercial & Savings Bank, Flint, Mich. | 965,918,932 | 979,104,000 | 209 | | 12,498,440 | 12,498,000 | 74,980,000 | 69,107,000 |
| 245 | Valley Bank of Nevada, Las Vegas | 957,990,353 | 867,714,593 | 235 | | 40,434,826[2] | 41,123,926[2] | 35,093,121 | 23,446,567 |
| 246 | Banco de Santander-Puerto Rico, Hato Rey | 948,514,161 | 847,820,673 | 241 | | 27,499,535 | 21,999,830 | 41,875,753 | 36,582,341 |
| 247 | Amalgamated Bank, New York | 948,357,038 | 699,443,000 | 297 | + 50 | 5,000,000 | 5,000,000 | 55,399,678 | 62,987,000 |
| 248 | Texas Commerce Bank-Austin NA, Tex. | 943,829,972 | 791,673,447 | 258 | + 10 | 5,607,085 | 5,607,085 | 67,225,486 | 52,608,261 |
| 249 | Key Bank of Central New York, Syracuse | 935,532,000 | 677,235,827 | 306 | + 57 | 9,530,000[2] | 12,274,000[2] | 50,395,000 | 39,064,280 |
| 250 | Boatmen's First National Bank, Kansas City, Mo. | 933,567,000 | 918,424,000 | 226 | | 12,000,000 | 12,000,000 | 74,866,000 | 75,440,000 |
| 251 | Barnett Bank of Palm Beach County, Delray Beach, Fla. | 932,295,000 | 725,188,358 | 283 | + 32 | 1,000,000 | 1,000,000 | 50,408,000 | 43,118,796 |
| 252 | Barnett Bank of Jacksonville NA, Fla. | 931,186,000 | 696,933,000 | 298 | + 46 | 1,000,000 | 1,000,000 | 53,205,000 | 49,495,000 |
| 253 | Citizens Bank & Trust Co., Riverdale, Md. | 925,833,482 | 768,583,287 | 270 | + 17 | 17,930,000 | 17,930,000 | 78,724,746 | 77,555,482 |
| 254 | Trust Company of New Jersey, Jersey City | 919,502,000 | 804,246,000 | 254 | | 13,390,000[2] | 13,786,000[2] | 41,327,000 | 37,198,000 |
| 255 | First National Bank, Shreveport, La. | 910,646,000 | 828,054,000 | 248 | | 16,380,000 | 16,368,000 | 70,067,000 | 68,296,000 |
| 256 | Norstar Bank of Long Island, Hempstead, N.Y. | 910,097,733 | 701,003,134 | 295 | + 39 | 6,513,000[2] | 7,530,416[2] | 61,033,763 | 49,713,359 |
| 257 | Society Bank of Eastern Ohio NA, Canton, Ohio | 899,847,000 | 76,252,236 | 2,658 | +2,401 | 26,000,000 | 600,000 | 46,507,000 | 7,997,899 |
| 258 | First City Bank, Dallas | 897,218,000 | 768,143,000 | 272 | + 14 | 28,074,000[2] | 27,174,000[2] | 29,663,000 | 26,282,000 |
| 259 | UBAF Arab American Bank, New York | 894,737,000 | 1,119,553,000 | 187 | | 43,762,000 | 43,762,000 | 60,532,000 | 61,006,000 |
| 260 | First American Bank NA, Washington, D.C. | 892,886,000 | 709,833,142 | 291 | + 31 | 11,590,000[2] | 11,661,402[2] | 52,615,000 | 48,816,546 |
| 261 | Southern Bank & Trust Co., Greenville, S.C. | 891,556,000 | 766,389,000 | 273 | + 12 | 4,659,000[2] | 4,684,000[2] | 53,896,000 | 49,249,000 |
| 262 | Third National Bank & Trust Co., Dayton, Ohio | 889,981,776 | 785,370,000 | 266 | +4 | 14,781,281[2] | 14,781,000[2] | 51,077,336 | 51,314,000 |
| 263 | Pan American Bank NA, Miami | 884,877,000 | 705,647,100 | 292 | + 29 | 6,471,000 | 6,470,870 | 59,475,000 | 37,619,563 |
| 264 | National Bank of Commerce, Memphis, Tenn. | 883,189,000 | 791,530,000 | 259 | | 6,924,000 | 6,924,000 | 61,997,000 | 49,416,000 |
| 265 | Central Penn National Bank, Philadelphia | 881,107,000 | 768,303,000 | 271 | +6 | 15,790,000[2] | 16,086,000[2] | 65,722,000 | 64,200,000 |
| 266 | Oregon Bank, Portland | 878,886,000 | 872,825,000 | 234 | | 13,955,000[2] | 5,355,000 | 56,687,000 | 57,284,000 |
| 267 | Omaha National Bank, Neb. | 875,387,000 | 641,460,000 | 316 | + 49 | 25,200,000[2] | 25,200,000[2] | 59,158,000 | 54,810,000 |
| 268 | San Diego Trust & Savings Bank, Calif. | 874,763,000 | 844,769,000 | 243 | | 12,566,000[2] | 13,033,000[2] | 44,350,000 | 40,097,000 |
| 269 | Princeton Bank, N.J. | 873,828,000 | 321,302,000 | 556 | +287 | 14,843,000 | 2,633,000 | 70,176,000 | 20,689,000 |
| 270 | Sun Bank/South Florida NA, Fort Lauderdale, Fla. | 862,506,000 | 726,048,000 | 282 | + 12 | 500,000[2] | 300,000 | 68,561,000 | 51,301,000 |
| 271 | BayBank Norfolk County Trust Co., Dedham, Mass. | 852,699,000 | 730,622,000 | 279 | +8 | 21,600,000 | 16,200,000 | 40,615,000 | 42,536,000 |
| 272 | Arlington Trust Co., Lawrence, Mass. | 850,167,000 | 723,275,000 | 287 | + 15 | 7,516,000[2] | 8,016,000[2] | 45,450,000 | 37,148,000 |
| 273 | Central Carolina Bank & Trust Co. NA, Durham, N.C. | 849,582,000 | 739,525,000 | 277 | +4 | 11,539,000[2] | 11,659,240[2] | 56,355,000 | 47,323,264 |
| 274 | Boatmen's National Bank, St. Louis | 847,446,000 | 888,201,000 | 230 | | 19,869,000 | 9,934,000 | 46,533,000 | 50,333,000 |
| 275 | Oneida National Bank, Utica, N.Y. | 846,550,221 | 784,327,627 | 267 | | 14,852,880 | 14,852,880 | 50,677,314 | 43,645,801 |
| 276 | National Bank of Alaska, Anchorage | 839,162,000 | 806,830,000 | 252 | | 40,000,000 | 40,000,000 | 81,653,000 | 70,558,000 |
| 277 | Security Bank & Trust Co., Southgate, Mich. | 839,072,000 | 798,249,000 | 256 | | 19,250,000[2] | 17,000,000 | 45,390,000 | 41,926,000 |
| 278 | Merchants National Bank, Allentown, Pa. | 836,623,000 | 690,183,692 | 300 | + 22 | 6,923,000[2] | 4,422,862[2] | 56,577,000 | 44,788,156 |
| 279 | Westamerica Bank NA, San Rafael, Calif. | 834,411,940 | 815,114,000 | 249 | | 14,103,016 | 10,297,000[2] | 32,314,095 | 31,755,000 |
| 280 | Daiwa Bank Trust Co., New York | 833,426,000 | 789,332,000 | 262 | | 30,750,000[2] | 30,000,000[2] | 28,715,000 | 24,975,000 |
| 281 | Mitsubishi Bank of California, Los Angeles | 833,251,914 | 667,607,000 | 309 | + 28 | 42,100,000[2] | 38,100,000[2] | 9,763,607 | 10,508,000 |
| 282 | Shawmut Worcester County Bank NA, Worcester, Mass. | 824,125,000 | 701,394,000 | 294 | + 12 | 10,233,000[2] | 10,233,000[2] | 50,530,000 | 43,728,000 |
| 283 | First of America Bank-Detroit NA | 820,791,000 | 880,306,000 | 232 | | 16,200,000[2] | 30,400,000[2] | 36,357,000 | 22,212,000 |
| 284 | Laredo National Bank, Tex. | 817,594,000 | 744,400,130 | 275 | | 6,710,000[2] | 7,070,000[2] | 47,867,000 | 41,419,060 |
| 285 | First Seneca Bank, Butler, Pa. | 815,195,000 | 742,741,000 | 276 | | 14,609,000[2] | 14,922,000[2] | 43,182,000 | 40,321,000 |
| 286 | American National Bank & Trust Co., Chattanooga, Tenn. | 813,642,603 | 699,916,000 | 296 | + 10 | 5,200,000 | 5,200,000 | 55,422,273 | 51,145,000 |
| 287 | Marine Bank, Warren, Pa. | 810,717,000 | 790,855,000 | 261 | | 8,876,000[2] | 13,862,000[2] | 47,420,000 | 44,593,000 |
| 288 | Genesee Merchants Bank & Trust Co., Flint, Mich. | 803,085,007 | 791,516,000 | 260 | | 6,200,000 | 6,200,000 | 62,141,264 | 55,935,000 |
| 289 | First National Bank, Amarillo, Tex. | 796,430,661 | 806,596,000 | 253 | | 33,941,840[2] | 33,942,000[2] | 48,063,927 | 43,944,000 |
| 290 | Liberty Norstar Bank NA, Buffalo, N.Y. | 795,847,000 | 727,359,242 | 281 | | 7,549,170 | 7,549,170 | 58,910,840 | 54,050,025 |
| 291 | Grenada Bank, Miss. | 793,512,930 | 491,062,000 | 392 | +101 | 8,663,000 | 7,373,000 | 54,774,690 | 44,494,000 |
| 292 | First American Bank & Trust, North Palm Beach, Fla. | 790,408,000 | 544,431,000 | 360 | + 68 | 8,450,000 | 7,871,000 | 46,363,000 | 27,977,000 |
| 293 | First Interstate Bank of Utah NA, Salt Lake City | 787,345,000 | 724,023,000 | 285 | | 18,000,000[2] | 18,000,000[2] | 53,086,000 | 51,374,000 |
| 294 | Hibernia Bank, San Francisco | 781,883,229 | 807,805,000 | 251 | | 11,061,825 | 11,062,000 | 79,932,206 | 73,216,000 |
| 295 | MBank El Paso NA, Tex. | 779,876,000 | 729,045,768 | 280 | | 7,700,000 | 7,700,000 | 51,200,000 | 46,738,813 |
| 296 | Flagship National Bank, Miami | 778,390,000 | 779,748,000 | 269 | | 8,886,000 | 8,886,000 | 58,163,000 | 54,841,000 |
| 297 | Barclays Bank of California, San Francisco | 774,118,000 | 761,169,000 | 274 | | 24,000,000 | 24,000,000 | 39,036,000 | 32,994,000 |
| 298 | Worthen Bank & Trust Co. NA, Little Rock, Ark. | 760,248,000 | 564,198,280 | 351 | + 53 | 32,979,000[2] | 31,310,000[2] | 26,599,202 | 23,589,184 |
| 299 | Guaranty Bank & Trust Co., Lafayette, La. | 758,966,000 | 678,807,220 | 305 | +6 | 9,900,000 | 9,900,000 | 46,154,000 | 45,002,563 |
| 300 | Summit Bank, Fort Wayne, Ind. | 757,441,085 | 681,639,000 | 303 | +3 | 14,877,474[2] | 15,205,000[2] | 37,735,536 | 25,860,000 |

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# Top 300 Commercial Banks in Assets

## December 31, 1984, Compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| Asset Rank 12/31/84 | | 12/31/84 $ | 12/31/83 $ | 1983 Rank | Gain |
|---|---|---|---|---|---|
| 1 | Citibank NA, New York | 120,054,000,000 | 113,474,000,000 | 1 | |
| 2 | Bank of America NT&SA, San Francisco | 104,084,000,000 | 109,668,351,000 | 2 | |
| 3 | Chase Manhattan Bank NA, New York | 80,399,540,000 | 79,527,458,000 | 3 | |
| 4 | Morgan Guaranty Trust Co., New York | 63,540,749,000 | 56,204,251,000 | 5 | +1 |
| 5 | Manufacturers Hanover Trust Co., New York | 62,426,652,000 | 57,734,789,000 | 4 | |
| 6 | Chemical Bank, New York | 51,232,082,000 | 49,079,606,000 | 6 | |
| 7 | Bankers Trust Co., New York | 44,142,280,000 | 40,129,581,000 | 8 | +1 |
| 8 | Security Pacific National Bank, Los Angeles | 40,149,543,000 | 36,097,991,000 | 9 | +1 |
| 9 | First National Bank, Chicago | 35,041,579,000 | 35,539,783,000 | 10 | +1 |
| 10 | Continental Illinois Nat'l Bank & Trust Co., Chicago | 30,063,705,000 | 40,669,908,000 | 7 | |
| 11 | Mellon Bank NA, Pittsburgh | 24,530,492,000 | 21,809,868,000 | 14 | +3 |
| 12 | Wells Fargo Bank NA, San Francisco | 24,025,070,000 | 23,855,154,000 | 11 | |
| 13 | Crocker National Bank, San Francisco | 22,000,855,000 | 23,001,540,000 | 12 | |
| 14 | Marine Midland Bank NA, Buffalo, N.Y. | 21,677,969,000 | 22,612,726,000 | 13 | |
| 15 | First Interstate Bank of California, Los Angeles | 20,041,590,000 | 20,829,386,000 | 15 | |
| 16 | First National Bank, Boston | 18,367,026,000 | 17,440,544,000 | 16 | |
| 17 | Irving Trust Co., New York | 16,456,773,000 | 16,897,106,000 | 17 | |
| 18 | Bank of New York, New York | 14,714,330,000 | 12,649,306,208 | 18 | |
| 19 | RepublicBank Dallas NA | 14,378,368,000 | 12,558,018,000 | 19 | |
| 20 | Texas Commerce Bank NA, Houston | 12,142,159,000 | 11,863,099,000 | 20 | |
| 21 | National Bank of Detroit | 11,867,461,000 | 11,592,200,000 | 21 | |
| 22 | Republic National Bank, New York | 11,709,008,000 | 9,718,240,000 | 24 | +2 |
| 23 | InterFirst Bank Dallas NA | 10,652,188,000 | 11,034,025,000 | 22 | |
| 24 | NCNB National Bank of North Carolina, Charlotte | 10,296,422,000 | 9,138,864,000 | 25 | +1 |
| 25 | Southeast Bank NA, Miami | 9,544,003,000 | 8,477,650,000 | 26 | +1 |
| 26 | First City National Bank, Houston | 9,495,920,000 | 10,220,005,000 | 23 | |
| 27 | Pittsburgh National Bank | 9,116,191,000 | 8,353,574,000 | 27 | |
| 28 | Seattle-First National Bank | 8,776,352,000 | 8,258,976,000 | 28 | |
| 29 | National Westminster Bank USA, New York | 8,749,413,000 | 7,485,877,000 | 32 | +3 |
| 30 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | 8,592,319,000 | 7,697,846,000 | 31 | +1 |
| 31 | Valley National Bank, Phoenix | 8,532,058,000 | 8,096,390,000 | 29 | |
| 32 | First National Bank, Minneapolis | 8,318,041,000 | 7,187,746,000 | 33 | +1 |
| 33 | Sovran Bank NA, Richmond | 8,148,098,000 | 7,056,340,000 | 34 | +1 |
| 34 | Union Bank, Los Angeles | 7,970,656,000 | 7,923,025,000 | 30 | |
| 35 | Harris Trust & Savings Bank, Chicago | 7,767,647,000 | 6,973,980,000 | 35 | |
| 36 | European American Bank, New York | 7,460,817,000 | 6,788,358,000 | 36 | |
| 37 | Citizens & Southern National Bank, Atlanta | 7,411,188,000 | 6,409,843,000 | 38 | +1 |
| 38 | Rainier National Bank, Seattle | 7,270,970,000 | 5,992,778,000 | 39 | +1 |
| 39 | First Union National Bank, Charlotte, N.C. | 7,177,223,000 | 6,653,884,000 | 37 | |
| 40 | Comerica Bank-Detroit | 7,175,234,960 | 5,774,375,000 | 45 | +5 |
| 41 | Philadelphia National Bank | 7,169,777,000 | 5,841,136,000 | 41 | |
| 42 | First Fidelity Bank NA, Newark, N.J. | 7,161,788,000 | 2,676,633,000 | 102 | +60 |
| 43 | Northern Trust Co., Chicago | 6,628,028,000 | 5,954,922,000 | 40 | |
| 44 | Citibank (South Dakota) NA, Sioux Falls | 6,619,234,000 | 3,933,906,000 | 70 | +26 |
| 45 | AmeriTrust Co. NA, Cleveland | 6,617,758,000 | 5,799,603,000 | 43 | |
| 46 | United States National Bank, Portland, Ore. | 6,596,937,000 | 5,641,910,000 | 48 | +2 |
| 47 | Connecticut Bank & Trust Co. NA, Hartford | 6,583,484,000 | 5,789,622,000 | 44 | |
| 48 | First National Bank, Atlanta | 6,426,324,000 | 5,270,170,000 | 51 | +3 |
| 49 | MBank Dallas NA | 6,330,716,000 | 5,715,188,000 | 47 | |
| 50 | Maryland National Bank, Baltimore | 6,296,791,000 | 4,916,908,000 | 54 | +4 |
| 51 | Connecticut National Bank, Hartford | 6,053,504,000 | 4,574,761,000 | 59 | +8 |
| 52 | Norwest Bank Minneapolis NA | 5,965,067,000 | 5,731,456,000 | 46 | |
| 53 | Fidelity Bank NA, Malvern, Pa. | 5,904,728,000 | 951,535,116 | 266 | +213 |
| 54 | United Virginia Bank, Richmond | 5,847,503,000 | 5,385,586,000 | 50 | |
| 55 | First Interstate Bank of Arizona NA, Phoenix | 5,703,645,000 | 4,874,519,000 | 56 | +1 |
| 56 | First National Bank, St. Paul, Minn. | 5,555,929,000 | 4,079,497,000 | 67 | +11 |
| 57 | Manufacturers National Bank, Detroit | 5,536,551,000 | 5,080,524,000 | 53 | |
| 58 | First Interstate Bank of Oregon NA, Portland | 5,529,563,000 | 5,535,803,000 | 49 | |
| 59 | Huntington National Bank, Columbus, Ohio | 5,511,072,000 | 4,128,905,000 | 65 | +6 |
| 60 | First Pennsylvania Bank NA, Philadelphia | 5,361,383,000 | 5,127,522,000 | 52 | |
| 61 | Florida National Bank, Jacksonville | 5,269,650,000 | 3,479,103,000 | 78 | +17 |
| 62 | Riggs National Bank, Washington, D.C. | 5,117,410,000 | 4,757,591,000 | 57 | |
| 63 | Bank of Tokyo Trust Co., New York | 5,085,727,000 | 4,505,212,000 | 60 | |
| 64 | National City Bank, Cleveland | 5,076,095,000 | 4,197,666,000 | 63 | |
| 65 | Bank of New England NA, Boston | 5,051,714,000 | 4,453,341,000 | 61 | |
| 66 | California First Bank, San Francisco | 5,002,166,000 | 4,346,847,000 | 62 | |
| 67 | Provident National Bank, Philadelphia | 4,795,086,000 | 4,143,764,000 | 64 | |
| 68 | State Street Bank & Trust Co., Boston | 4,677,359,000 | 3,918,082,000 | 71 | +3 |
| 69 | Fleet National Bank, Providence, R.I. | 4,654,794,000 | 4,886,012,000 | 55 | |
| 70 | First Tennessee Bank NA, Memphis | 4,647,538,000 | 2,411,186,000 | 116 | +46 |
| 71 | BancOhio National Bank, Columbus | 4,626,122,000 | 5,830,419,000 | 42 | |
| 72 | MBank Houston NA | 4,600,881,000 | 1,102,672,000 | 236 | +164 |
| 73 | NCNB National Bank of Florida, Tampa | 4,574,247,000 | 3,097,325,000 | 91 | +18 |
| 74 | AmSouth Bank NA, Birmingham, Ala. | 4,301,905,000 | 3,707,188,000 | 74 | |
| 75 | Mellon Bank (East) NA, Philadelphia | 4,156,709,000 | 4,074,794,000 | 68 | |
| 76 | Chase Lincoln First Bank NA, Rochester, N.Y. | 4,154,750,000 | 4,128,618,000 | 66 | |
| 77 | Allied Bank of Texas, Houston | 4,109,761,000 | 3,394,350,000 | 81 | -4 |
| 78 | Bank of Virginia, Richmond | 4,072,391,000 | 3,800,762,000 | 72 | |
| 79 | American Security Bank NA, Washington, D.C. | 4,033,512,000 | 3,724,527,000 | 73 | |
| 80 | Citibank (New York State) NA, Buffalo | 3,905,037,000 | 3,445,830,000 | 79 | |
| 81 | Trust Company Bank, Atlanta | 3,902,850,000 | 3,090,505,000 | 92 | +11 |
| 82 | First National Bank of Maryland, Baltimore | 3,837,790,000 | 3,369,477,000 | 84 | +2 |
| 83 | First Wisconsin National Bank, Milwaukee | 3,824,178,000 | 3,513,821,000 | 77 | |
| 84 | Atlantic National Bank of Florida, Jacksonville | 3,752,063,000 | 3,284,833,000 | 87 | +3 |
| 85 | Mercantile Trust Co. NA, St. Louis | 3,742,313,000 | 3,434,076,000 | 80 | |
| 86 | Bank of Hawaii, Honolulu | 3,739,580,000 | 3,249,557,000 | 88 | +2 |
| 87 | Israel Discount Bank, New York | 3,701,521,000 | 3,378,028,000 | 82 | |
| 88 | South Carolina National Bank, Columbia (a) | 3,648,424,000 | 2,223,977,000 | 125 | +37 |
| 89 | Banco Popular de Puerto Rico, San Juan | 3,521,833,017 | 2,969,590,916 | 96 | +7 |
| 90 | Shawmut Bank of Boston NA | 3,478,466,000 | 3,136,378,000 | 90 | |
| 91 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | 3,470,253,000 | 3,292,583,000 | 85 | |
| 92 | American National Bank & Trust Co., Chicago | 3,428,548,000 | 3,066,290,000 | 93 | +1 |
| 93 | Bank of California NA, San Francisco | 3,389,241,000 | 3,948,163,000 | 69 | |
| 94 | Indiana National Bank, Indianapolis | 3,343,882,000 | 3,031,197,000 | 94 | |
| 95 | First National Bank, Louisville, Ky. | 3,291,286,000 | 3,290,741,000 | 86 | |
| 96 | Centerre Bank NA, St. Louis | 3,283,087,000 | 3,569,431,000 | 75 | |
| 97 | Arizona Bank, Phoenix | 3,249,625,000 | 2,756,043,000 | 97 | |
| 98 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 3,205,906,000 | 2,667,832,000 | 104 | +6 |
| 99 | Midlantic National Bank, Newark, N.J. | 3,099,747,000 | 2,741,986,000 | 100 | +1 |
| 100 | American Bank & Trust Co., Reading, Pa. | 3,071,218,000 | 2,749,410,000 | 99 | |

Data may not be comparable because of mergers, acquisitions, and different accounting procedures (especially Fed "Call Report" data vs "GAP" data). The 1983 figures are as reported in 1984 and have not be restated. (a)—The 1984 asset figure is an estimate. Because of a merger and consolidation on a purchase-acquisition basis, yearend 1984 data were not available.

# Top 300 Commercial Banks in Assets

## December 31, 1984, Compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| Asset Rank 12/31/84 | | 12/31/84 $ | 12/31/83 $ | 1983 Rank | Gain |
|---|---|---|---|---|---|
| 101 | Barnett Bank of South Florida NA, Miami | 3,046,344,000 | 2,083,475,000 | 131 | + 30 |
| 102 | Equitable Bank NA, Baltimore | 3,042,844,000 | 2,543,124,000 | 109 | + 7 |
| 103 | Central Bank of the South, Birmingham, Ala. | 2,982,160,000 | 2,712,172,000 | 101 | |
| 104 | Central Fidelity Bank NA, Richmond | 2,924,631,000 | 1,594,971,000 | 179 | + 75 |
| 105 | Suburban Bank, Bethesda, Md. | 2,814,436,000 | 2,544,027,000 | 108 | + 3 |
| 106 | Texas American Bank/Fort Worth NA | 2,772,858,000 | 2,553,669,000 | 107 | + 1 |
| 107 | Morgan Bank (Delaware), Wilmington | 2,771,348,000 | 2,195,608,000 | 126 | + 19 |
| 108 | Sumitomo Bank of California, San Francisco | 2,752,034,498 | 2,454,078,000 | 113 | + 5 |
| 109 | Northwestern Bank, North Wilkesboro, N.C. | 2,743,267,000 | 2,514,384,000 | 111 | + 2 |
| 110 | Lloyds Bank California, Los Angeles | 2,742,095,000 | 2,672,841,913 | 103 | |
| 111 | First Interstate Bank of Washington NA, Seattle | 2,738,129,000 | 2,635,491,000 | 105 | |
| 112 | First Interstate Bank of Nevada NA, Reno | 2,683,617,000 | 2,447,046,806 | 114 | + 2 |
| 113 | First Security Bank of Utah NA, Ogden | 2,682,088,000 | 2,541,797,000 | 110 | |
| 114 | Bank Leumi Trust Co., New York | 2,666,328,984 | 3,028,109,565 | 95 | |
| 115 | Continental Bank, Norristown, Pa. | 2,656,267,000 | 2,504,053,000 | 112 | |
| 116 | United Bank of Denver NA | 2,631,803,000 | 2,444,276,869 | 115 | |
| 117 | Idaho First National Bank, Boise | 2,597,045,000 | 2,386,422,000 | 118 | + 1 |
| 118 | Equibank, Pittsburgh | 2,595,817,000 | 3,226,306,000 | 89 | |
| 119 | First Hawaiian Bank, Honolulu | 2,592,973,000 | 2,383,574,000 | 119 | |
| 120 | United Jersey Bank, Hackensack | 2,583,387,000 | 2,314,778,000 | 121 | + 1 |
| 121 | Deposit Guaranty National Bank, Jackson, Miss. | 2,582,827,000 | 2,288,216,000 | 124 | + 3 |
| 122 | Sun Bank NA, Orlando, Fla. | 2,559,116,000 | 2,123,998,000 | 128 | + 6 |
| 123 | Central National Bank, Cleveland | 2,487,148,000 | 2,298,161,000 | 123 | |
| 124 | First National Bank & Trust Co., Oklahoma City | 2,482,653,211 | 2,604,587,918 | 106 | |
| 125 | Dominion Bank NA, Roanoke, Va. | 2,481,274,000 | 2,087,823,000 | 130 | + 5 |
| 126 | Bank One Columbus NA, Ohio | 2,473,684,730 | 1,749,477,087 | 156 | + 30 |
| 127 | Zions First National Bank, Salt Lake City, Utah | 2,462,500,000 | 2,078,376,000 | 133 | + 6 |
| 128 | Hamilton Bank, Lancaster, Pa. | 2,453,432,000 | 2,387,536,000 | 117 | |
| 129 | Fuji Bank & Trust Co., New York | 2,423,741,000 | 2,014,163,000 | 137 | + 8 |
| 130 | Society National Bank, Cleveland | 2,417,607,000 | 2,378,135,000 | 120 | |
| 131 | Branch Banking & Trust Co., Wilson, N.C. | 2,382,903,000 | 1,706,086,000 | 159 | + 28 |
| 132 | First Interstate Bank of Denver NA | 2,380,392,282 | 2,755,764,000 | 98 | |
| 133 | Liberty National Bank & Trust Co., Oklahoma City | 2,373,517,000 | 2,179,840,000 | 127 | |
| 134 | Citizens & Southern National Bank, Charleston, S.C. | 2,367,416,000 | 2,022,726,078 | 135 | + 1 |
| 135 | First National Bank of Florida, Tampa | 2,362,221,000 | 1,627,240,000 | 176 | + 41 |
| 136 | Old Kent Bank & Trust Co., Grand Rapids, Mich. | 2,319,646,000 | 1,983,233,000 | 140 | + 4 |
| 137 | United States Trust Co., New York | 2,289,867,000 | 2,307,619,000 | 122 | |
| 138 | RepublicBank Houston NA | 2,289,781,000 | 2,015,302,000 | 136 | |
| 139 | Rhode Island Hospital Trust National Bank, Providence | 2,259,071,000 | 1,832,953,000 | 147 | + 8 |
| 140 | Merchants National Bank & Trust Co., Indianapolis | 2,249,001,000 | 2,004,140,000 | 138 | |
| 141 | Industrial Bank of Japan Trust Co., New York | 2,240,980,000 | 1,641,762,000 | 168 | + 27 |
| 142 | City National Bank, Beverly Hills | 2,229,579,000 | 2,075,456,000 | 134 | |
| 143 | Whitney National Bank, New Orleans | 2,219,845,000 | 2,120,682,600 | 129 | |
| 144 | Third National Bank, Nashville | 2,192,695,000 | 1,871,067,000 | 144 | |
| 145 | Peoples National Bank, Seattle | 2,163,491,000 | 1,970,966,000 | 141 | |
| 146 | First-Citizens Bank & Trust Co., Raleigh, N.C. | 2,161,778,000 | 1,930,625,018 | 143 | |
| 147 | Chemical Bank (Delaware), Wilmington | 2,152,120,000 | 1,738,853,366 | 157 | + 10 |
| 148 | Midlantic National Bank/North, West Paterson, N.J. | 2,137,782,000 | 1,318,893,000 | 199 | + 51 |
| 149 | Manufacturers & Traders Trust Co., Buffalo, N.Y. | 2,081,964,000 | 1,934,361,000 | 142 | |
| 150 | Wilmington Trust Co., Wilmington | 2,065,437,000 | 1,795,379,000 | 151 | + 1 |
| 151 | BayBank Middlesex, Burlington, Mass. | 2,042,808,763 | 1,786,425,403 | 153 | + 2 |
| 152 | Bank South NA, Atlanta | 2,024,784,000 | 1,640,472,000 | 169 | + 17 |
| 153 | First American National Bank, Nashville | 2,021,235,000 | 1,703,854,000 | 160 | + 7 |
| 154 | J. Henry Schroder Bank & Trust Co., New York | 2,015,620,000 | 2,078,753,000 | 132 | |
| 155 | Heritage Bank NA, Jamesburg, N.J. | 2,013,092,000 | 1,800,072,000 | 150 | |
| 156 | First American Bank of Virginia, McLean | 2,000,715,000 | 1,789,146,000 | 152 | |
| 157 | Boston Safe Deposit & Trust Co. | 1,993,706,000 | 1,490,115,462 | 187 | + 30 |
| 158 | First National Bank of Commerce, New Orleans | 1,992,316,000 | 2,003,684,000 | 139 | |
| 159 | Union Trust Co., Baltimore | 1,977,710,000 | 1,607,973,000 | 178 | + 19 |
| 160 | SouthTrust Bank of Alabama NA, Birmingham | 1,962,654,000 | 1,655,412,000 | 166 | + 6 |
| 161 | Chase Manhattan Bank (USA) NA, Wilmington, Del. | 1,957,223,923 | 1,043,360,358 | 252 | + 91 |
| 162 | First National Bank, Cincinnati | 1,949,103,000 | 1,864,048,000 | 146 | |
| 163 | Industrial Valley Bank & Trust Co., Philadelphia | 1,945,503,000 | 1,869,189,000 | 145 | |
| 164 | Toledo Trust Co., Ohio | 1,943,370,771 | 1,631,005,145 | 173 | + 9 |
| 165 | Bankers Trust of South Carolina, Columbia | 1,912,962,000 | 1,659,526,000 | 165 | |
| 166 | Union Planters National Bank, Memphis | 1,908,952,000 | 1,724,895,000 | 158 | |
| 167 | M & I Marshall & Ilsley Bank, Milwaukee | 1,904,682,000 | 1,631,438,000 | 172 | + 5 |
| 168 | Fifth Third Bank, Cincinnati | 1,879,427,000 | 1,582,635,000 | 180 | + 12 |
| 169 | Union Trust Co., Stamford, Conn. | 1,870,642,000 | 1,629,801,000 | 175 | + 6 |
| 170 | First National Bank, Jackson, Miss. | 1,863,512,000 | 1,699,321,000 | 161 | |
| 171 | Banco de Ponce, P.R. | 1,836,896,000 | 1,632,096,703 | 171 | |
| 172 | Central Trust Co. NA, Cincinnati | 1,824,225,000 | 1,660,512,000 | 163 | |
| 173 | InterFirst Bank Austin NA | 1,820,691,000 | 1,445,049,000 | 190 | + 17 |
| 174 | Frost National Bank, San Antonio, Tex. | 1,807,361,000 | 1,627,192,769 | 177 | + 3 |
| 175 | Union National Bank, Pittsburgh | 1,798,495,000 | 1,660,001,000 | 164 | |
| 176 | Michigan National Bank, Detroit | 1,792,331,000 | 1,803,888,000 | 149 | |
| 177 | Barclays Bank of New York NA | 1,791,294,000 | 1,515,150,000 | 186 | + 9 |
| 178 | Mitsui Manufacturers Bank, Los Angeles | 1,780,664,000 | 1,675,305,000 | 162 | |
| 179 | Commerce Union Bank, Nashville | 1,777,582,000 | 1,569,999,428 | 181 | + 2 |
| 180 | First Security Bank of Idaho NA, Boise | 1,762,243,000 | 1,762,178,319 | 154 | |
| 181 | Bank of Oklahoma NA, Tulsa | 1,759,276,000 | 1,630,269,000 | 174 | |
| 182 | Hibernia National Bank, New Orleans | 1,721,204,000 | 1,567,649,000 | 182 | |
| 183 | Manufacturers Hanover Bank (Delaware), Wilmington | 1,713,491,000 | 1,022,682,000 | 256 | + 73 |
| 184 | National Community Bank, Rutherford, N.J. | 1,713,167,796 | 1,470,634,516 | 188 | + 4 |
| 185 | New Jersey National Bank, Trenton | 1,709,191,000 | 1,382,235,000 | 194 | + 9 |
| 186 | InterFirst Bank Fort Worth NA, Tex. | 1,685,415,000 | 1,652,604,000 | 167 | |
| 187 | Commerce Bank of Kansas City NA, Mo. | 1,656,647,000 | 1,525,816,000 | 185 | |
| 188 | Bank of Baltimore (b) | 1,654,783,000 | 1,326,649,000 | ... | |
| 189 | United Bank of Arizona, Phoenix | 1,647,880,000 | 1,270,841,000 | 207 | + 18 |
| 190 | Liberty National Bank & Trust Co., Louisville, Ky. | 1,621,996,000 | 1,438,942,000 | 192 | + 2 |
| 191 | First Jersey National Bank, Jersey City | 1,613,730,000 | 1,158,279,000 | 223 | + 32 |
| 192 | Dauphin Deposit Bank & Trust Co., Harrisburg, Pa. | 1,602,971,000 | 1,557,860,000 | 184 | |
| 193 | Michigan National Bank, Lansing | 1,595,824,000 | 1,761,048,000 | 155 | |
| 194 | Key Bank NA, Albany, N.Y. | 1,589,691,000 | 1,360,009,581 | 195 | + 1 |
| 195 | Long Island Trust Co. NA, Garden City, N.Y. | 1,572,244,000 | 1,310,493,000 | 200 | + 5 |
| 196 | Old National Bank, Spokane, Wash. | 1,541,504,000 | 1,444,618,000 | 191 | |
| 197 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 1,525,829,000 | 1,191,821,000 | 215 | + 18 |
| 198 | Citytrust, Bridgeport, Conn. | 1,522,996,000 | 1,231,630,000 | 212 | + 14 |
| 199 | Norwest Bank South Dakota NA, Sioux Falls | 1,505,331,000 | 657,969,000 | 362 | +163 |
| 200 | Colonial Bank, Waterbury, Conn. | 1,498,233,000 | 1,343,851,000 | 196 | |

Data may not be comparable because of mergers, acquisitions, and different accounting procedures (especially Fed "Call Report" data vs "GAP" data). The 1983 figures are as reported in 1984 and have not be restated. (b)—Formerly Savings Bank of Baltimore. Converted from a savings bank to a commercial bank on 11/1/84.

# Top 300 Commercial Banks in Assets

## December 31, 1984, Compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| Asset Rank 12/31/84 | | 12/31/84 $ | 12/31/83 $ | 1983 Rank | Gain |
|---|---|---|---|---|---|
| 201 | Norstar Bank of Upstate NY, Albany | 1,488,366,000 | 1,149,090,000 | 226 | +25 |
| 202 | Marine Bank NA, Milwaukee | 1,470,322,000 | 1,264,096,000 | 209 | +7 |
| 203 | LaSalle National Bank, Chicago | 1,464,182,000 | 1,288,647,000 | 203 | |
| 204 | Security Norstar Bank, Rochester, N.Y. | 1,459,247,000 | 920,029,000 | 273 | +69 |
| 205 | Colorado National Bank, Denver | 1,430,199,000 | 1,333,183,000 | 197 | |
| 206 | Golden State Sanwa Bank, San Francisco | 1,405,459,000 | 1,265,493,000 | 208 | +2 |
| 207 | Imperial Bank, Los Angeles | 1,394,973,000 | 1,295,661,000 | 202 | |
| 208 | Savings Banks Trust Co., New York | 1,372,391,000 | 1,272,846,000 | 205 | |
| 209 | First National Bank, Akron, Ohio | 1,363,096,000 | 1,161,175,000 | 222 | +13 |
| 210 | Texas Commerce Bank-Austin NA | 1,363,018,251 | 1,101,498,022 | 237 | +27 |
| 211 | Sunwest Bank of Albuquerque NA, N.M. | 1,351,076,868 | 1,281,258,158 | 204 | |
| 212 | Norwest Bank Des Moines NA, Iowa | 1,342,413,000 | 1,179,276,000 | 217 | +5 |
| 213 | F & M Marquette National Bank, Minneapolis | 1,341,188,000 | 1,324,448,000 | 198 | |
| 214 | Horizon Bank NA, Morristown, N.J. | 1,317,503,000 | 893,719,000 | 278 | +64 |
| 215 | Citizens First National Bank, Ridgewood, N.J. | 1,317,502,000 | 1,135,451,000 | 229 | +14 |
| 216 | United Carolina Bank, Whiteville, N.C. | 1,314,063,000 | 1,082,557,000 | 241 | +25 |
| 217 | Commonwealth National Bank, Harrisburg, Pa. | 1,304,679,000 | 1,261,811,000 | 210 | |
| 218 | Fourth National Bank & Trust Co., Wichita, Kan. | 1,302,990,000 | 1,072,501,000 | 244 | +26 |
| 219 | National Bank of Georgia, Atlanta | 1,302,654,000 | 1,100,697,000 | 238 | +19 |
| 220 | Bank One Dayton NA, Ohio | 1,300,701,000 | 1,169,570,000 | 220 | |
| 221 | Southern National Bank, Lumberton, N.C. | 1,297,753,000 | 952,724,742 | 265 | +44 |
| 222 | First Fidelity Bank NA/North Jersey, Totowa | 1,286,823,000 | 1,226,885,000 | 213 | |
| 223 | Central Bank of Denver | 1,286,534,000 | 1,040,750,000 | 253 | +30 |
| 224 | National State Bank, Elizabeth, N.J. | 1,282,200,000 | 1,248,921,000 | 211 | |
| 225 | InterFirst Bank Houston NA | 1,276,740,000 | 1,565,337,000 | 183 | |
| 226 | National Bank of Washington, D.C. | 1,274,800,000 | 1,173,341,000 | 219 | |
| 227 | Puget Sound National Bank, Tacoma, Wash. | 1,270,450,000 | 1,156,300,768 | 224 | |
| 228 | First National Bank & Trust Co., Tulsa, Okla. | 1,259,467,000 | 1,305,622,000 | 201 | |
| 229 | Bank of the West, San Francisco | 1,249,766,000 | 1,148,543,000 | 227 | |
| 230 | Boatmen's National Bank, St. Louis | 1,248,665,000 | 1,406,166,000 | 193 | |
| 231 | Exchange National Bank, Chicago | 1,248,062,000 | 1,132,869,546 | 232 | +1 |
| 232 | Banco Central Corp., Hato Rey, P.R. | 1,245,949,680 | 1,165,981,318 | 221 | |
| 233 | First National Bank, Kansas City, Mo. | 1,243,017,000 | 1,272,688,000 | 206 | |
| 234 | Amalgamated Bank, New York | 1,236,582,478 | 1,184,211,000 | 216 | |
| 235 | First Virginia Bank, Falls Church | 1,226,358,000 | 1,044,131,000 | 250 | +15 |
| 236 | First National Bank, Allentown, Pa. | 1,225,995,000 | 1,124,453,000 | 234 | |
| 237 | United Missouri Bank of Kansas City NA, Mo. | 1,224,822,000 | 1,131,864,000 | 233 | |
| 238 | Louisiana National Bank, Baton Rouge | 1,220,896,000 | 1,056,867,769 | 247 | +9 |
| 239 | Central Penn National Bank, Philadelphia | 1,220,030,000 | 1,017,008,000 | 258 | +19 |
| 240 | Valley Bank of Nevada, Las Vegas | 1,219,780,000 | 1,151,674,670 | 225 | |
| 241 | First Fidelity Bank NA-South Jersey, Burlington Twp. | 1,214,479,000 | 1,013,712,000 | 259 | +18 |
| 242 | UBAF Arab American Bank, New York | 1,212,686,000 | 1,467,010,000 | 189 | |
| 243 | First Eastern Bank NA, Wilkes-Barre, Pa. | 1,205,410,000 | 1,022,517,000 | 257 | +14 |
| 244 | National Bank of Commerce, San Antonio, Tex. | 1,203,876,000 | 1,047,871,000 | 249 | +5 |
| 245 | Central Bank, San Francisco | 1,201,714,000 | 1,073,249,600 | 243 | |
| 246 | Bank of Delaware, Wilmington | 1,196,421,000 | 1,103,252,000 | 235 | |
| 247 | Bank One of Eastern Ohio NA, Youngstown | 1,181,418,000 | 741,150,000 | 331 | +84 |
| 248 | First Bank of South Dakota NA, Sioux Falls | 1,176,497,000 | 1,178,199,000 | 218 | |
| 249 | Citizens Commercial & Savings Bank, Flint, Mich. | 1,174,629,000 | 1,133,178,000 | 231 | |
| 250 | Commercial National Bank, Shreveport, La. | 1,169,750,000 | 1,091,950,000 | 239 | |
| 251 | Barnett Bank of Central Florida NA, Winter Park | 1,165,115,000 | 930,994,000 | 272 | +21 |
| 252 | First National Bank, Shreveport, La. | 1,159,375,000 | 1,079,089,000 | 242 | |
| 253 | National Bank of Commerce, Memphis | 1,159,284,000 | 1,058,788,000 | 246 | |
| 254 | Hibernia Bank, San Francisco | 1,146,214,313 | 1,043,885,000 | 251 | |
| 255 | Omaha National Bank, Neb. | 1,129,934,000 | 891,235,000 | 279 | +24 |
| 256 | First National Bank, Toms River, N.J. | 1,120,205,000 | 790,094,844 | 312 | +56 |
| 257 | Bank One Cleveland NA | 1,120,183,000 | 1,071,747,000 | 245 | |
| 258 | First City Bank, Dallas | 1,114,203,000 | 1,084,074,000 | 240 | |
| 259 | First American Bank NA, Washington, D.C. | 1,107,878,000 | 940,123,605 | 267 | +8 |
| 260 | Citizens Bank & Trust Co., Riverdale, Md. | 1,083,046,000 | 898,724,016 | 277 | +17 |
| 261 | Society Bank of Eastern Ohio NA, Canton | 1,080,917,000 | 90,813,549 | ... | |
| 262 | Oregon Bank, Portland | 1,074,638,000 | 1,040,729,000 | 254 | |
| 263 | Valley National Bank, Passaic, N.J. | 1,074,281,000 | 875,249,569 | 285 | +22 |
| 264 | First Security Nat'l Bank & Trust Co., Lexington, Ky. | 1,073,777,000 | 939,727,000 | 268 | +4 |
| 265 | Trust Company of New Jersey, Jersey City | 1,059,541,000 | 936,862,000 | 270 | +5 |
| 266 | Sun Bank/South Florida NA, Fort Lauderdale | 1,055,358,000 | 877,043,000 | 284 | +18 |
| 267 | Key Bank of Central New York, Syracuse | 1,053,913,000 | 783,041,334 | 314 | +47 |
| 268 | Third National Bank & Trust Co., Dayton, Ohio | 1,051,332,000 | 958,745,000 | 263 | |
| 269 | Barnett Bank of Jacksonville NA, Fla. | 1,046,683,000 | 852,899,000 | 293 | +24 |
| 270 | Pan American Bank NA, Miami | 1,044,597,000 | 862,746,673 | 290 | +20 |
| 271 | National Bank of Alaska, Anchorage | 1,041,657,000 | 990,127,000 | 260 | |
| 272 | BayBank Norfolk County Trust Co., Dedham, Mass. | 1,041,285,000 | 904,303,000 | 276 | +4 |
| 273 | Banco de Santander-Puerto Rico, Hato Rey | 1,039,500,000 | 919,385,388 | 274 | +1 |
| 274 | Norstar Bank of Long Island, Hempstead, N.Y. | 1,038,534,000 | 807,758,957 | 307 | +33 |
| 275 | Barnett Bank of Palm Beach Cty., Delray Beach, Fla. | 1,025,652,000 | 827,397,015 | 301 | +26 |
| 276 | Princeton Bank, N.J. | 1,019,818,000 | 390,677,000 | 543 | +267 |
| 277 | First National Bank, Amarillo, Tex. | 1,014,664,000 | 1,049,667,000 | 248 | |
| 278 | Worthen Bank & Trust Co. NA, Little Rock, Ark. | 1,014,284,769 | 781,830,251 | 315 | +37 |
| 279 | Bank of New York (Delaware), Wilmington (c) | 1,007,882,097 | ........ | ... | |
| 280 | Shawmut Worcester County Bank NA, Worcester, Mass. | 1,002,406,000 | 846,985,000 | 295 | +15 |
| 281 | Genesee Merchants Bank & Trust Co., Flint, Mich. | 999,674,000 | 936,168,000 | 271 | |
| 282 | First American Bank & Trust, North Palm Beach, Fla. | 986,300,000 | 629,485,000 | 376 | +94 |
| 283 | Daiwa Bank Trust Co., New York | 984,288,000 | 957,965,000 | 264 | |
| 284 | American National Bank & Trust Co., Chattanooga, Tenn. | 980,148,936 | 844,483,000 | 297 | +13 |
| 285 | First National Bank & Trust Co., Lincoln, Neb. | 979,171,000 | 853,481,055 | 292 | +7 |
| 286 | Southern Bank & Trust Co., Greenville, S.C. | 974,092,000 | 842,293,000 | 298 | +12 |
| 287 | First Commercial Bank NA, Little Rock, Ark. | 973,310,000 | 1,134,938,000 | 230 | |
| 288 | Arlington Trust Co., Lawrence, Mass. | 964,024,000 | 827,411,000 | 300 | +12 |
| 289 | First Interstate Bank of Utah NA, Salt Lake City | 962,657,000 | 871,740,000 | 287 | |
| 290 | Central Carolina Bank & Trust Co. NA, Durham, N.C. | 959,906,000 | 838,024,000 | 299 | +9 |
| 291 | San Diego Trust & Savings Bank, Calif. | 957,750,000 | 914,998,000 | 275 | |
| 292 | Security Bank & Trust Co., Southgate, Mich. | 942,744,000 | 889,404,000 | 280 | |
| 293 | Mercantile-Safe Deposit & Trust Co., Baltimore | 942,671,000 | 868,428,288 | 288 | |
| 294 | Oneida National Bank, Utica, N.Y. | 939,386,030 | 867,626,235 | 289 | |
| 295 | First of America Bank-Detroit NA | 937,690,000 | 1,138,788,000 | 228 | |
| 296 | Liberty Norstar Bank NA, Buffalo, N.Y. | 933,120,000 | 874,176,360 | 286 | |
| 297 | Marine Bank, Warren, Pa. | 930,930,000 | 881,850,000 | 283 | |
| 298 | Merchants National Bank, Allentown, Pa. | 928,869,000 | 779,068,000 | 317 | +19 |
| 299 | NS&T Bank NA, Washington, D.C. | 925,036,000 | 766,565,160 | 321 | +22 |
| 300 | Provident Bank, Cincinnati | 924,161,000 | 822,104,000 | 302 | +2 |

Data may not be comparable because of mergers, acquisitions, and different accounting procedures (especially Fed "Call Report" data vs "GAP" data). The 1983 figures are as reported in 1984 and have not be restated. (c)—Began operations in 1984 It had deposits of $52,277,882 on Dec. 31.

# Top 300 Commercial Banks in the United States
## In Geographical Order

Compiled by **American Banker** Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 |
|---|---|---|
| | **ALABAMA** | |
| 73 | AmSouth Bank NA, Birmingham | 3,211,360,000 |
| 123 | Central Bank of the South, Birmingham | 1,983,093,000 |
| 183 | SouthTrust Bank of Alabama NA, Birmingham | 1,353,789,000 |
| | **ALASKA** | |
| 276 | National Bank of Alaska, Anchorage | 839,162,000 |
| | **ARIZONA** | |
| 23 | Valley National Bank, Phoenix | 7,415,759,000 |
| 47 | First Interstate Bank of Arizona NA, Phoenix | 4,706,313,000 |
| 85 | Arizona Bank, Phoenix | 2,817,568,000 |
| 168 | United Bank of Arizona, Phoenix | 1,432,263,000 |
| | **ARKANSAS** | |
| 298 | Worthen Bank & Trust Co. NA, Little Rock | 760,248,000 |
| | **CALIFORNIA** | |
| 1 | Bank of America NT&SA, San Francisco | 88,167,000,000 |
| 7 | Security Pacific National Bank, Los Angeles | 30,902,297,000 |
| 10 | Wells Fargo Bank NA, San Francisco | 20,308,269,000 |
| 11 | Crocker National Bank, San Francisco | 18,088,638,000 |
| 14 | First Interstate Bank of California, Los Angeles | 15,472,833,000 |
| 32 | Union Bank, Los Angeles | 5,943,808,000 |
| 53 | California First Bank, San Francisco | 4,433,770,000 |
| 95 | Sumitomo Bank of California, San Francisco | 2,471,148,551 |
| 99 | Bank of California NA, San Francisco | 2,387,259,000 |
| 100 | Lloyds Bank California, Los Angeles | 2,355,561,000 |
| 135 | City National Bank, Beverly Hills | 1,804,839,000 |
| 159 | Mitsui Manufacturers Bank, Los Angeles | 1,564,221,000 |
| 191 | Imperial Bank, Los Angeles | 1,257,180,000 |
| 196 | Golden State Sanwa Bank, San Francisco | 1,230,112,000 |
| 217 | Central Bank, San Francisco | 1,061,929,000 |
| 220 | Bank of the West, San Francisco | 1,049,857,200 |
| 268 | San Diego Trust & Savings Bank | 874,763,000 |
| 279 | Westamerica Bank NA, San Rafael | 834,411,940 |
| 281 | Mitsubishi Bank of California, Los Angeles | 833,251,914 |
| 294 | Hibernia Bank, San Francisco | 781,883,229 |
| 297 | Barclays Bank of California, San Francisco | 774,118,000 |
| | **COLORADO** | |
| 130 | United Bank of Denver NA | 1,854,141,000 |
| 149 | First Interstate Bank of Denver NA | 1,655,474,576 |
| 219 | Colorado National Bank, Denver | 1,050,479,000 |
| 240 | Central Bank of Denver | 976,206,000 |
| | **CONNECTICUT** | |
| 42 | Connecticut Bank & Trust Co. NA, Hartford | 4,910,866,000 |
| 45 | Connecticut National Bank, Hartford | 4,795,921,000 |
| 153 | Union Trust Co., Stamford | 1,621,973,000 |
| 190 | Colonial Bank, Waterbury | 1,284,707,000 |
| 193 | Citytrust, Bridgeport | 1,255,539,000 |
| | **DELAWARE** | |
| 156 | Wilmington Trust Co. | 1,594,173,000 |
| 194 | Morgan Bank (Delaware), Wilmington | 1,245,258,000 |
| 203 | Chemical Bank (Delaware), Wilmington | 1,156,965,000 |
| 207 | Manufacturers Hanover Bank (Delaware), Wilmington | 1,138,825,000 |
| 238 | Bank of Delaware, Wilmington | 980,384,000 |
| | **DISCTRICT OF COLUMBIA** | |
| 60 | Riggs National Bank, Washington, D.C. | 4,173,672,000 |
| 70 | American Security Bank NA, Washington, D.C. | 3,223,915,000 |
| 221 | National Bank of Washington, D.C. | 1,048,171,000 |
| 260 | First American Bank NA, Washington, D.C. | 892,886,000 |
| | **FLORIDA** | |
| 22 | Southeast Bank NA, Miami | 7,589,312,000 |
| 56 | Florida National Bank, Jacksonville | 4,363,475,000 |
| 63 | NCNB National Bank of Florida, Tampa | 3,848,812,000 |
| 80 | Atlantic National Bank of Florida, Jacksonville | 2,934,299,000 |
| 86 | Barnett Bank of South Florida NA, Miami | 2,758,524,000 |
| 112 | Sun Bank NA, Orlando | 2,183,899,000 |
| 132 | First National Bank of Florida, Tampa | 1,853,471,000 |
| 216 | Barnett Bank of Central Florida NA, Winter Park | 1,071,801,000 |
| 251 | Barnett Bank of Palm Beach Cty., Delray Beach | 932,295,000 |
| 252 | Barnett Bank of Jacksonville NA | 931,186,000 |
| 263 | Pan American Bank NA, Miami | 884,877,000 |
| 270 | Sun Bank/South Florida NA, Fort Lauderdale | 862,506,000 |
| 292 | First American Bank & Trust, North Palm Beach | 790,408,000 |
| 296 | Flagship National Bank, Miami | 778,390,000 |
| | **GEORGIA** | |
| 38 | Citizens & Southern National Bank, Atlanta | 5,333,788,000 |
| 50 | First National Bank, Atlanta | 4,518,912,000 |
| 92 | Trust Company Bank, Atlanta | 2,585,533,000 |
| 63 | Bank South NA, Atlanta | 1,494,319,000 |
| 234 | National Bank of Georgia, Atlanta | 995,370,000 |
| | **HAWAII** | |
| 68 | Bank of Hawaii, Honolulu | 3,324,003,000 |
| 111 | First Hawaiian Bank, Honolulu | 2,205,419,000 |

| Rank 12/31/84 | | Total Deposits 12/31/84 |
|---|---|---|
| | **IDAHO** | |
| 116 | Idaho First National Bank, Boise | 2,107,495,000 |
| 164 | First Security Bank of Idaho NA, Boise | 1,482,550,000 |
| | **ILLINOIS** | |
| 9 | First National Bank, Chicago | 25,904,344,000 |
| 13 | Continental Illinois National Bank & Trust Co., Chicago | 15,598,568,000 |
| 37 | Harris Trust & Savings Bank, Chicago | 5,465,559,000 |
| 54 | Northern Trust Co., Chicago | 4,399,824,000 |
| 90 | American National Bank & Trust Co., Chicago | 2,626,030,000 |
| 218 | Exchange National Bank, Chicago | 1,055,219,000 |
| 235 | LaSalle National Bank, Chicago | 995,340,000 |
| | **INDIANA** | |
| 93 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | 2,521,109,000 |
| 96 | Indiana National Bank, Indianapolis | 2,458,290,000 |
| 155 | Merchants National Bank & Trust Co., Indianapolis | 1,598,136,000 |
| 300 | Summit Bank, Fort Wayne | 757,441,025 |
| | **IOWA** | |
| 226 | Norwest Bank Des Moines NA, Des Moines | 1,025,230,000 |
| | **KANSAS** | |
| 228 | Fourth National Bank & Trust Co., Wichita | 1,023,669,000 |
| | **KENTUCKY** | |
| 94 | First National Bank, Louisville | 2,488,941,000 |
| 107 | Citizens Fidelity Bank & Trust Co., Louisville | 2,251,352,000 |
| 195 | Liberty National Bank & Trust Co., Louisville | 1,242,445,000 |
| | **LOUSIANA** | |
| 146 | Whitney National Bank, New Orleans | 1,724,486,000 |
| 167 | First National Bank of Commerce, New Orleans | 1,464,613,000 |
| 179 | Hibernia National Bank, New Orleans | 1,373,112,000 |
| 232 | Louisiana National Bank, Baton Rouge | 1,009,818,000 |
| 239 | Commercial National Bank, Shreveport | 976,496,874 |
| 255 | First National Bank, Shreveport | 910,646,000 |
| 299 | Guaranty Bank & Trust Co., Lafayette | 758,966,000 |
| | **MARYLAND** | |
| 61 | Maryland National Bank, Baltimore | 4,173,161,000 |
| 81 | First National Bank of Maryland, Baltimore | 2,915,343,000 |
| 102 | Equitable Bank NA, Baltimore | 2,321,597,000 |
| 115 | Suburban Bank, Bethesda | 2,109,866,000 |
| 172 | Union Trust Go., Baltimore | 1,406,865,000 |
| 186 | Bank of Baltimore | 1,304,086,000 |
| 253 | Citizens Bank & Trust Co., Riverdale | 925,833,482 |
| | **MASSACHUSETTS** | |
| 16 | First National Bank, Boston | 13,069,033,000 |
| 64 | Bank of New England NA, Boston | 3,747,904,000 |
| 72 | State Street Bank & Trust Co., Boston | 3,211,530,000 |
| 101 | Shawmut Bank of Boston NA | 2,333,317,000 |
| 138 | BayBank Middlesex, Burlington | 1,774,125,466 |
| 150 | Boston Safe Deposit & Trust Co. | 1,655,459,000 |
| 271 | BayBank Norfolk County Trust Co., Dedham | 852,699,000 |
| 272 | Arlington Trust Co., Lawrence | 850,167,000 |
| 282 | Shawmut Worcester County Bank NA, Worcester | 824,125,000 |
| | **MICHIGAN** | |
| 21 | National Bank of Detroit | 8,091,530,000 |
| 35 | Comerica Bank-Detroit | 5,512,253,876 |
| 51 | Manufacturers National Bank Detroit | 4,502,343,000 |
| 125 | Old Kent Bank & Trust Co., Grand Rapids | 1,923,828,000 |
| 170 | Michigan National Bank, Detroit | 1,420,644,000 |
| 177 | Michigan National Bank, Lansing | 1,382,470,000 |
| 244 | Citizens Commercial & Savings Bank, Flint | 965,918,932 |
| 277 | Security Bank & Trust Co., Southgate | 839,072,000 |
| 283 | First of America Bank-Detroit NA | 820,791,000 |
| 288 | Genesee Merchants Bank & Trust Co., Flint | 803,085,007 |
| | **MINNESOTA** | |
| 48 | First National Bank, Minneapolis | 4,683,775,000 |
| 49 | Norwest Bank Minneapolis NA | 4,546,009,000 |
| 79 | First National Bank, St. Paul | 3,003,766,000 |
| 237 | F & M Marquette National Bank, Minneapolis | 983,234,000 |
| | **MISSISSIPPI** | |
| 124 | Deposit Guaranty National Bank, Jackson | 1,942,220,000 |
| 161 | First National Bank, Jackson | 1,504,179,210 |
| 291 | Grenada Bank, Grenada | 793,512,930 |
| | **MISSOURI** | |
| 91 | Mercantile Trust Co. NA, St. Louis | 2,620,595,000 |
| 109 | Centerre Bank NA, St. Louis | 2,241,122,000 |
| 224 | Commerce Bank of Kansas City NA, Kansas City | 1,037,509,000 |
| 225 | United Missouri Bank of Kansas City NA, Kansas City | 1,033,932,000 |
| 250 | Boatmen's National Bank, Kansas City | 933,567,000 |
| 274 | Boatmen's National Bank, St. Louis | 847,446,000 |
| | **NEBRASKA** | |
| 267 | Omaha National Bank, Omaha | 875,387,000 |
| | **NEBRASKA** | |
| 113 | First Interstate Bank of Nevada NA, Reno | 2,163,122,000 |
| 245 | Valley Bank of Nevada, Las Vegas | 957,990,353 |

# Top 300 Commercial Banks in the United States
## In Geographical Order

Compiled by **American Banker** Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 |
|---|---|---|
| | **NEW JERSEY** | |
| 34 | First Fidelity Bank NA, Newark | 5,735,478,000 |
| 98 | Midlantic National Bank, Newark | 2,441,843,000 |
| 119 | United Jersey Bank, Hackensack | 2,063,762,000 |
| 131 | Midlantic National Bank/North, West Paterson | 1,853,806,000 |
| 140 | Heritage Bank NA, Jamesburg | 1,759,301,000 |
| 160 | New Jersey National Bank, Trenton | 1,538,233,000 |
| 173 | National Community Bank, Rutherford | 1,403,969,938 |
| 197 | First Jersey National Bank, Jersey City | 1,226,475,000 |
| 201 | Horizon Bank NA, Morristown | 1,160,748,252 |
| 202 | Citizens First National Bank, Ridgewood | 1,158,897,000 |
| 204 | First Fidelity Bank NA/North Jersey, Totowa | 1,156,571,000 |
| 205 | National State Bank, Elizabeth | 1,154,492,000 |
| 214 | First Fidelity Bank NA-South Jersey, Burlington Twp. | 1,076,489,000 |
| 241 | Valley National Bank, Passaic | 971,851,628 |
| 243 | First National Bank, Toms River | 967,123,000 |
| 254 | Trust Company of New Jersey, Jersey City | 919,502,000 |
| 269 | Princeton Bank, Princeton | 873,828,000 |
| | **NEW MEXICO** | |
| 208 | Sunwest Bank of Albuquerque NA | 1,138,387,029 |
| | **NEW YORK** | |
| 2 | Citibank NA, New York | 79,551,000,000 |
| 3 | Chase Manhattan Bank NA, New York | 59,399,689,000 |
| 4 | Manufacturers Hanover Trust Co., New York | 45,200,916,000 |
| 5 | Morgan Guaranty Trust Co., New York | 39,995,564,000 |
| 6 | Chemical Bank, New York | 35,068,135,000 |
| 8 | Bankers Trust Co., New York | 27,882,815,000 |
| 12 | Marine Midland Bank NA, Buffalo | 15,924,063,000 |
| 17 | Irving Trust Co., New York | 11,145,035,000 |
| 18 | Bank of New York | 10,500,888,000 |
| 20 | Republic National Bank, New York | 8,274,088,000 |
| 26 | National Westminster Bank USA, New York | 7,019,218,000 |
| 33 | European American Bank, New York | 5,828,050,000 |
| 55 | Bank of Tokyo Trust Co., New York | 4,370,787,220 |
| 67 | Israel Discount Bank, New York | 3,408,500,000 |
| 69 | Chase Lincoln First Bank NA, Rochester | 3,309,306,000 |
| 97 | Bank Leumi Trust Co., New York | 2,452,741,410 |
| 110 | Citibank (New York State) NA, Buffalo | 2,233,196,000 |
| 120 | Fuji Bank & Trust Co., New York | 2,022,799,000 |
| 127 | Industrial Bank of Japan Trust Co., New York | 1,890,451,000 |
| 134 | Manufacturers & Traders Trust Co., Buffalo | 1,833,772,000 |
| 144 | United States Trust Co., New York | 1,739,230,000 |
| 157 | J. Henry Schroder Bank & Trust Co., New York | 1,580,981,000 |
| 162 | Barclays Bank of New York NA, New York | 1,497,218,000 |
| 174 | Long Island Trust Co. NA, Garden City | 1,395,661,000 |
| 180 | Key Bank NA, Albany | 1,369,268,475 |
| 189 | Norstar Bank of Upstate NY, Albany | 1,296,121,000 |
| 198 | Security Norstar Bank, Rochester | 1,208,919,000 |
| 247 | Amalgamated Bank, New York | 948,357,038 |
| 249 | Key Bank of Central New York, Syracuse | 935,532,000 |
| 256 | Norstar Bank of Long Island, Hempstead | 910,097,733 |
| 259 | UBAF Arab American Bank, New York | 894,737,000 |
| 275 | Oneida National Bank, Utica | 846,550,221 |
| 280 | Daiwa Bank Trust Co., New York | 833,426,000 |
| 290 | Liberty Norstar Bank NA, Buffalo | 795,847,000 |
| | **NORTH CAROLINA** | |
| 24 | NCNB National Bank of North Carolina, Charlotte | 7,293,063,000 |
| 28 | Wachovia Bank & Trust Co. NA, Winston-Salem | 6,486,164,235 |
| 57 | First Union National Bank, Charlotte | 4,339,697,000 |
| 108 | Northwestern Bank, North Wilkesboro | 2,251,021,000 |
| 117 | Branch Banking & Trust Co., Wilson | 2,103,098,000 |
| 129 | First-Citizens Bank & Trust Co., Raleigh | 1,861,955,659 |
| 199 | Southern National Bank, Lumberton | 1,178,373,522 |
| 200 | United Carolina Bank, Whiteville | 1,169,548,000 |
| 273 | Central Carolina Bank & Trust Co. NA, Durham | 849,582,000 |
| | **OHIO** | |
| 43 | AmeriTrust Co. NA, Cleveland | 4,850,226,000 |
| 59 | Huntington National Bank, Columbus | 4,198,682,000 |
| 66 | BancOhio National Bank, Columbus | 3,492,135,000 |
| 76 | National City Bank, Cleveland | 3,086,528,000 |
| 121 | Society National Bank, Cleveland | 2,002,616,000 |
| 126 | Bank One Columbus NA | 1,921,971,169 |
| 143 | Central National Bank, Cleveland | 1,743,052,000 |
| 175 | Central Trust Co. NA, Cincinnati | 1,395,028,000 |
| 187 | Toledo Trust Co. | 1,298,507,107 |
| 188 | Fifth Third Bank, Cincinnati | 1,297,747,000 |
| 192 | First National Bank, Cincinnati | 1,256,031,000 |
| 206 | First National Bank, Akron | 1,148,072,000 |
| 213 | Bank One Dayton NA | 1,077,502,000 |
| 233 | Bank One of Eastern Ohio NA, Youngstown | 1,009,434,000 |
| 242 | Bank One Cleveland NA | 971,789,000 |
| 257 | Society Bank of Eastern Ohio NA, Canton | 899,847,000 |
| 262 | Third National Bank & Trust Co., Dayton | 889,981,776 |
| | **OKLAHOMA** | |
| 133 | Liberty National Bank & Trust Co., Oklahoma City | 1,842,028,000 |
| 148 | First National Bank & Trust Co., Oklahoma City | 1,681,856,186 |
| 169 | Bank of Oklahoma NA, Tulsa | 1,431,879,000 |
| 227 | First National Bank & Trust Co., Tulsa | 1,024,357,000 |
| | **OREGON** | |
| 44 | United States National Bank, Portland | 4,848,037,000 |
| 58 | First Interstate Bank of Oregon NA, Portland | 4,203,998,000 |
| 266 | Oregon Bank, Portland | 878,886,000 |

| Rank 12/31/84 | | Total Deposits 12/31/84 |
|---|---|---|
| | **PENNSYLVANIA** | |
| 15 | Mellon Bank NA, Pittsburgh | 15,002,320,000 |
| 39 | Pittsburgh National Bank | 5,171,956,000 |
| 40 | Philadelphia National Bank | 5,145,043,000 |
| 46 | Fidelity Bank NA, Malvern | 4,720,618,000 |
| 62 | First Pennsylvania Bank NA, Philadelphia | 3,903,222,000 |
| 74 | Provident National Bank, Philadelphia | 3,152,934,000 |
| 82 | Mellon Bank (East) NA, Philadelphia | 2,906,504,000 |
| 89 | American Bank & Trust Co., Reading | 2,665,598,000 |
| 104 | Equibank, Pittsburgh | 2,281,147,000 |
| 106 | Continental Bank, Norristown | 2,260,023,000 |
| 122 | Hamilton Bank, Lancaster | 1,988,765,000 |
| 152 | Industrial Valley Bank & Trust Co., Philadelphia | 1,643,136,192 |
| 154 | Union National Bank, Pittsburgh | 1,606,324,000 |
| 176 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 1,386,022,000 |
| 184 | Dauphin Deposit Bank & Trust Co., Harrisburg | 1,342,421,000 |
| 222 | First National Bank, Allentown | 1,046,832,000 |
| 223 | Commonwealth National Bank, Harrisburg | 1,044,482,000 |
| 231 | First Eastern Bank NA, Wilkes-Barre | 1,012,300,000 |
| 265 | Central Penn National Bank, Philadelphia | 881,107,000 |
| 278 | Merchants National Bank, Allentown | 836,623,000 |
| 285 | First Seneca Bank, Butler | 815,195,000 |
| 287 | Marine Bank, Warren | 810,717,000 |
| | **PUERTO RICO** | |
| 83 | Banco Popular de Puerto Rico, San Juan | 2,870,671,318 |
| 151 | Banco de Ponce | 1,653,753,635 |
| 246 | Banco de Santander-Puerto Rico, Hato Rey | 948,514,161 |
| | **RHODE ISLAND** | |
| 75 | Fleet National Bank, Providence | 3,119,754,000 |
| 139 | Rhode Island Hospital Trust National Bank, Providence | 1,763,561,000 |
| | **SOUTH CAROLINA** | |
| 84 | South Carolina National Bank, Columbia | 2,842,985,000 |
| 128 | Citizens & Southern National Bank, Charleston | 1,878,833,000 |
| 166 | Bankers Trust of South Carolina, Columbia | 1,464,820,000 |
| 261 | Southern Bank & Trust Co., Greenville | 891,556,000 |
| | **SOUTH DAKOTA** | |
| 87 | Citibank (South Dakota) NA, Sioux Falls | 2,757,946,000 |
| 182 | Norwest Bank South Dakota NA, Sioux Falls | 1,355,572,000 |
| 229 | First Bank of South Dakota NA, Sioux Falls | 1,016,025,000 |
| | **TENNESSEE** | |
| 65 | First Tennessee Bank NA, Memphis | 3,648,932,000 |
| 137 | Third National Bank, Nashville | 1,777,791,000 |
| 158 | First American National Bank, Nashville | 1,575,541,000 |
| 171 | Union Planters National Bank, Memphis | 1,419,279,000 |
| 178 | Commerce Union Bank, Nashville | 1,374,802,000 |
| 264 | National Bank of Commerce, Memphis | 883,189,000 |
| 286 | American National Bank & Trust Co., Chattanooga | 813,642,603 |
| | **TEXAS** | |
| 19 | RepublicBank Dallas NA | 9,758,084,000 |
| 25 | InterFirst Bank Dallas NA | 7,105,781,000 |
| 27 | Texas Commerce Bank NA, Houston | 6,775,313,000 |
| 31 | First City National Bank, Houston | 6,060,855,000 |
| 41 | MBank Dallas NA | 4,953,320,000 |
| 77 | Allied Bank of Texas, Houston | 3,080,358,000 |
| 78 | MBank Houston NA | 3,046,690,000 |
| 118 | Texas American Bank/Fort Worth NA | 2,072,458,000 |
| 145 | RepublicBank Houston NA | 1,731,302,000 |
| 165 | Frost National Bank, San Antonio | 1,482,077,000 |
| 181 | InterFirst Bank Austin NA | 1,357,044,000 |
| 215 | InterFirst Bank Fort Worth NA | 1,074,880,000 |
| 230 | InterFirst Bank Houston NA | 1,015,940,000 |
| 236 | National Bank of Commerce, San Antonio | 991,769,735 |
| 248 | Texas Commerce Bank-Austin NA | 943,829,972 |
| 258 | First City Bank, Dallas | 897,218,000 |
| 284 | Laredo National Bank | 817,594,000 |
| 289 | First National Bank, Amarillo | 796,430,661 |
| 295 | MBank El Paso NA | 779,876,000 |
| | **UTAH** | |
| 114 | First Security Bank of Utah NA, Ogden | 2,137,121,000 |
| 147 | Zions First National Bank, Salt Lake City | 1,682,723,000 |
| 293 | First Interstate Bank of Utah NA, Salt Lake City | 787,345,000 |
| | **VIRGINIA** | |
| 30 | Sovran Bank NA, Richmond | 6,245,413,000 |
| 52 | United Virginia Bank, Richmond | 4,473,747,000 |
| 71 | Bank of Virginia, Richmond | 3,212,370,000 |
| 105 | Central Fidelity Bank NA, Richmond | 2,274,493,000 |
| 141 | Dominion Bank NA, Roanoke | 1,756,469,000 |
| 142 | First American Bank of Virginia, McLean | 1,749,330,000 |
| 211 | First Virginia Bank, Falls Church | 1,127,852,000 |
| | **WASHINGTON** | |
| 29 | Seattle-First National Bank | 6,459,583,000 |
| 36 | Rainier National Bank, Seattle | 5,469,045,000 |
| 103 | First Interstate Bank of Washington NA, Seattle | 2,283,921,000 |
| 136 | Peoples National Bank, Seattle | 1,787,825,624 |
| 185 | Old National Bank, Spokane | 1,325,503,000 |
| 212 | Puget Sound National Bank, Tacoma | 1,123,286,131 |
| | **WISCONSIN** | |
| 88 | First Wisconsin National Bank, Milwaukee | 2,738,699,000 |
| 209 | M & I Marshall & Ilsley Bank, Milwaukee | 1,134,426,000 |
| 210 | Marine Bank NA, Milwaukee | 1,130,183,000 |

# Banks in the Top 300 with Supplemental Capital(1)

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| Deposits Rank 12/31/84 | | Supplemental Capital in Use 12/31/84 |
|---|---|---|
| 1 | Bank of America NT & SA, San Francisco | 800,000,000 |
| 2 | Citibank NA, New York | 250,000,000 |
| 3 | Chase Manhattan Bank NA, New York | 681,679,000[3] |
| 4 | Manufacturers Hanover Trust Co., New York | 515,044,000 |
| 5 | Morgan Guaranty Trust Co. New York | 556,142,000[2] |
| 6 | Chemical Bank, New York | 411,110,000 |
| 7 | Security Pacific National Bank, Los Angeles | 345,008,000 |
| 8 | Bankers Trust Co., New York | 400,000,000 |
| 9 | First National Bank, Chicago | 325,000,000 |
| 10 | Wells Fargo Bank NA, San Francisco | 411,741,575[4] |
| 11 | Crocker National Bank, San Francisco | 183,311,000 |
| 12 | Marine Midland Bank NA, Buffalo, N.Y. | 253,000,000 |
| 14 | First Interstate Bank of California, Los Angeles | 206,238,000 |
| 15 | Mellon Bank NA, Pittsburgh | 250,000,000 |
| 17 | Irving Trust Co., New York | 290,000,000[2] |
| 18 | Bank of New York | 4,646,000 |
| 19 | RepublicBank Dallas NA | 145,000,000 |
| 21 | National Bank of Detroit | 100,000,000 |
| 22 | Southeast Bank, NA, Miami | 50,117,000 |
| 24 | NCNB National Bank of North Carolina, Charlotte | 65,600,000 |
| 25 | InterFirst Bank Dallas NA | 170,000,000 |
| 26 | National Westminster Bank USA, New York | 5,095,000 |
| 27 | Texas Commerce Bank NA, Houston | 35,000,000 |
| 28 | Wachovia B&T Co. NA, Winston-Salem, N.C. | 11,500,000 |
| 29 | Seattle-First National Bank | 94,950,000 |
| 30 | Sovran Bank NA, Richmond | 29,411,000 |
| 31 | First City National Bank, Houston | 100,000,000[2] |
| 32 | Union Bank, Los Angeles | 155,000,000 |
| 33 | European American Bank, New York | 191,675,000 |
| 34 | First Fidelity Bank NA, Newark, N.J | 6,500,000 |
| 35 | Comerica Bank-Detroit | 30,300,000 |
| 36 | Rainier National Bank, Seattle | 11,000,000 |
| 38 | Citizens & Southern National Bank, Atlanta | 41,485,000 |
| 39 | Pittsburgh National Bank | 25,000,000 |
| 40 | Philadelphia National Bank | 29,115,000 |
| 41 | MBank Dallas NA | 41,762,000[2] |
| 42 | Connecticut Bank & Trust Co. NA, Hartford | 1,600,000 |
| 44 | United States National Bank of Oregon, Portland | 15,705,000 |
| 45 | Connecticut National Bank, Hartford | 9,574,000 |
| 46 | Fidelity Bank NA, Malvern, Pa. | 41,262,000 |
| 47 | First Interstate Bank of Arizona NA, Phoenix | 41,831,000 |
| 48 | First National Bank, Minneapolis | 20,000,000 |
| 49 | Norwest Bank Minneapolis NA | 39,500,000[2] |
| 50 | First National Bank, Atlanta | 155,000,000 |
| 51 | Manufacturers National Bank, Detroit | 2,320,000 |
| 52 | United Virginia Bank, Richmond | 375,000 |
| 53 | California First Bank, San Francisco | 8,495,000 |
| 54 | Northern Trust Co., Chicago | 25,000,000 |
| 55 | Bank of Tokyo Trust Co., New York | 21,120,000 |
| 57 | First Union National Bank, Charlotte, N.C. | 17,764,000 |
| 58 | First Interstate Bank of Oregon NA, Portland | 31,000,000 |
| 60 | Riggs National Bank, Washington, D.C. | 60,000,000 |
| 62 | First Pennsylvania Bank NA, Philadelphia | 45,410,000 |
| 63 | NCNB National Bank, Tampa, Fla. | 1,683,000 |
| 64 | Bank of New England NA, Boston | 35,922,000 |
| 65 | First Tennessee Bank BA, Memphis | 6,140,000 |
| 66 | BancOhio National Bank, Columbus | 130,000 |
| 67 | Israel Discount Bank of New York | 40,000,000 |
| 68 | Bank of Hawaii, Honolulu | 7,600,000 |
| 69 | Chase Lincoln First Bank NA, Rochester, N.Y. | 4,336,000 |
| 70 | American Security Bank, NA Washington, D.C. | 6,260,000 |
| 72 | State Street Bank & Trust Co., Boston | 18,211,000 |
| 74 | Provident National Bank, Philadelphia | 18,517,000 |
| 75 | Fleet National Bank, Providence, R.I. | 10,000,000 |
| 78 | MBank Houston NA | 32,500,000[2] |
| 79 | First National Bank, St. Paul, Minn. | 35,000,000 |
| 82 | Mellon Bank (East) NA, Philadelphia | 58,256,000[3] |
| 83 | Banco Popular de Puerto Rico, San Juan | 15,500,000 |
| 85 | Arizona Bank, Phoenix | 14,550,000 |
| 86 | Barnett Bank of South Florida NA, Miami | 612,000 |
| 88 | First Wisconsin National Bank, Milwaukee | 57,000 |
| 89 | American Bank & Trust Co., Reading, Pa. | 780,000 |
| 92 | Trust Company Bank, Atlanta | 1,291,000 |
| 93 | American Fletcher National Bank & Trust Co., Indianapolis | 80,000 |
| 95 | Sumitomo Bank of California, San Francisco | 27,037,000 |
| 97 | Bank Leumi Trust Co., New York | 30,750,000 |
| 99 | Bank of California NA, San Francisco | 10,000,000 |
| 100 | Lloyds Bank California, Los Angeles | 4,200,000 |
| 101 | Shawmut Bank of Boston NA | 67,831,000 |
| 103 | First Interstate Bank of Washington NA, Seattle | 15,000,000 |
| 106 | Continental Bank, Norristown, Pa. | 2,305,000 |
| 108 | Northwestern Bank, North Wilkesboro, N.C. | 11,429,000 |
| 112 | Sun Bank NA, Orlando, Fla. | 750,000 |
| 114 | First Security Bank of Utah NA, Odgen | 27,316,000 |
| 115 | Suburban Bank, Bethesda, Md. | 3,450,000 |
| 117 | Branch Banking & Trust Co., Wilson, N.C. | 2,531,000 |
| 118 | Texas American Bank/Fort Worth NA | 5,125,000 |
| 119 | United Jersey Bank, Hackensack, N.J | 11,068,000 |
| 120 | Fuji Bank & Trust Co., New York | 44,000,000 |
| 122 | Hamilton Bank, Lancaster, Pa. | 15,000,000 |
| 123 | Central Bank of the South, Birmingham, Ala. | 6,600,000 |
| 125 | Old Kent Bank & Trust Co., Grand Rapids, Mich. | 3,300,000 |
| 127 | Industrial Bank of Japan Trust Co., New York | 58,000,000 |
| 129 | First Citizens Bank & Trust Co., Raleigh, N.C. | 20,000,000 |
| 130 | United Bank of Denver NA | 7,000,000 |
| 131 | Midlantic National Bank/North, West Paterson, N.J. | 1,821,000 |
| 132 | First National Bank, Tampa, Fla. | 3,800,000 |
| 133 | Liberty National Bank & Trust Co., Oklahoma City | 39,092,000 |
| 134 | Manufacturers & Traders Trust Co., Buffalo, N.Y. | 11,250,000 |
| 136 | Peoples National Bank, Seattle | 6,086,613 |
| 137 | Third National Bank, Nashville, Tenn. | 3,250,000 |
| 138 | BayBank Middlesex, Burlington, Mass | 5,000,000 |
| 139 | Rhode Island Hospital Trust National Bank, Providence | 22,000,000[2] |
| 140 | Heritage Bank NA, Jamesburg, N.J. | 4,495,000 |
| 141 | Dominion Bank NA, Roanoke, Va. | 2,500,000 |
| 142 | First American Bank of Virginia, McLean | 1,710,000 |
| 143 | Central National Bank, Cleveland | 19,745,000 |
| 144 | United States Trust Co., New York | 24,174,000 |
| 145 | RepublicBank Houston NA | 10,000,000 |
| 147 | Zions First Nationall Bank, Salt Lake City, Utah | 15,600,000 |
| 149 | First Interstate Bank of Denver NA | 2,000,000 |
| 151 | Banco de Ponce, P.R. | 37,000,000[2] |
| 152 | Industrial Valley Bank & Trust Co., Philadelphia | 13,759,000 |
| 155 | Merchants National Bank & Trust Co., Indianapolis, Ind. | 5,000,000 |
| 156 | Wilmington Trust Co., Del. | 15,776,000 |
| 158 | First American National Bank, Nashville, Tenn. | 4,000,000 |
| 159 | Mitsui Manufacturers Bank, Los Angeles | 6,000,000 |
| 160 | New Jersey National Bank, Trenton | 17,500,000 |
| 162 | Barclays Bank of New York NA | 12,000,000 |
| 163 | Bank South NA, Atlanta | 10,105,000 |
| 164 | First Security Bank of Idaho NA, Boise | 16,220,000 |
| 165 | Frost National Bank, San Antonio, Tex. | 12,550,000 |
| 166 | Bankers Trust of South Carolina, Columbia | 13,500,000 |
| 168 | United Bank of Arizona, Phoenix | 13,000,000 |
| 170 | Michigan National Bank, Detroit | 6,981,000 |
| 174 | Long Island Trust Co. NA, Garden City, N.Y. | 3,588,000 |
| 176 | Northeastern Bank of Pa., Wilkes-Barre | 3,000,000 |
| 177 | Michigan National Bank, Lansing | 12,000,000 |
| 178 | Commerce Union Bank, Nashville, Tenn. | 23,500,000 |
| 179 | Hibernia National Bank, New Orleans | 8,920,000 |
| 180 | Key Bank NA, Albany, N.Y. | 3,000,000 |
| 181 | InterFirst Bank Austin NA, Tex. | 15,000,000 |
| 182 | Norwest Bank South Dakota NA, Sioux Falls | 14,675,000 |
| 183 | SouthTrust Bank of Alabama NA, Birmingham | 10,000,000 |
| 185 | Old National Bank, Spokane, Wash. | 7,530,000[2] |
| 190 | Colonial Bank, Waterbury, Conn. | 2,870,000 |
| 191 | Imperial Bank, Los Angeles | 16,000,000[2] |
| 193 | Citytrust, Bridgeport, Conn. | 110,000 |
| 194 | Morgan Bank (Delaware), Wilmington | 100,000,000 |
| 195 | Liberty National Bank & Trust Co., Louisville, Ky. | 3,200,000 |
| 196 | Golden State Sanwa Bank, San Francisco | 18,250,000 |
| 197 | First Jersey National Bank, Jersey City, N.J. | 1,800,000 |
| 198 | Security Norstar Bank, Rochester, N.Y. | 11,552,000 |
| 199 | Southern National Bank, Lumberton, N.C. | 4,486,000 |
| 209 | M & I Marshall & Ilsley Bank, Milwaukee, Wis. | 8,929,000 |
| 212 | Puget Sound National Bank, Tacoma, Wash. | 5,926,000 |
| 214 | First Fidelity Bank NA-South Jersey, Burlington Twp., N.J. | 2,750,000 |
| 215 | InterFirst Bank Fort Worth NA | 16,000,000 |
| 218 | Exchange National Bank, Chicago | 750,000 |
| 219 | Colorado National Bank, Denver | 10,000,000 |
| 220 | Bank of the West, San Francisco | 20,000,000[2] |
| 221 | National Bank of Washington, D.C. | 10,000,000 |
| 222 | First National Bank of Allentown, Pa. | 9,630,000 |
| 223 | Commonwealth National Bank, Harrisburg, Pa. | 11,550,000 |
| 224 | Commerce Bank of Kansas City NA, Mo. | 515,000 |
| 226 | Norwest Bank Des Moines NA, Iowa | 8,850,000 |
| 227 | First National Bank & Trust Co., Tulsa, Okla. | 6,400,000 |
| 229 | First Bank of South Dakota NA, Sioux Falls | 1,800,000 |
| 230 | InterFirst Bank Houston NA | 40,000,000 |
| 231 | First Eastern Bank NA, Wilkes-Barre, Pa. | 7,264,000 |
| 232 | Louisiana National Bank, Baton Rouge | 6,000,000 |
| 234 | National Bank of Georgia, Atlanta | 3,100,000 |
| 235 | LaSalle National Bank, Chicago | 22,338,000 |
| 236 | National Bank of Commerce, San Antonio, Tex. | 5,000,000 |
| 237 | F & M Marquette National Bank, Minneapolis, Minn. | 10,505,000 |
| 240 | Central Bank of Denver | 7,000,000 |
| 243 | First National Bank, Toms River, N.J. | 6,000,000 |
| 245 | Valley Bank of Nevada, Las Vegas | 5,310,862 |
| 249 | Key Bank of Central New York, Syracuse | 530,000[2] |
| 254 | Trust Company of New Jersey, Jersey City | 5,705,000[2] |
| 256 | Norstar Bank of Long Island, Hempstead, N.Y. | 1,363,000 |
| 258 | First City Bank, Dallas | 6,900,000 |
| 260 | First American Bank NA, Washington, D.C. | 217,000 |
| 261 | Southern Bank & Trust Co., Greenville, S.C. | 91,000 |
| 262 | Third National Bank & Trust Co., Dayton, Ohio | 3,000,000 |
| 265 | Central Penn National Bank, Philadelphia | 8,349,000 |
| 266 | Oregon Bank, Portland | 8,600,000 |
| 267 | Omaha National Bank, Neb. | 15,000,000 |
| 268 | San Diego Trust & Savings Bank, Calif. | 7,566,000 |
| 270 | Sun Bank/South Florida NA, Fort Lauderdale | 200,000 |
| 272 | Arlington Trust Co., Lawrence, Mass. | 4,000,000 |
| 273 | Central Carolina Bank & Trust Co. NA, Durham, N.C. | 1,160,000 |
| 277 | Security Bank & Trust Co., Southgate, Mich. | 2,250,000 |
| 278 | Merchants National Bank, Allentown, Pa. | 2,000,000 |
| 280 | Daiwa Bank Trust Co., New York | 15,000,000 |
| 281 | Mitsubishi Bank of California, Los Angeles | 6,800,000 |
| 282 | Shawmut Worcester County Bank NA, Worcester, Mass. | 4,000,000 |
| 283 | First of America Bank-Detroit NA | 2,200,000 |
| 284 | Laredo National Bank, Tex. | 710,000 |
| 285 | First Seneca Bank, Butler, Pa. | 7,004,000 |
| 287 | Marine Bank, Warren, Pa. | 3,475,000 |
| 289 | First National Bank, Amarillo, Tex. | 6,000,000 |
| 293 | First Interstate Bank of Utah NA, Salt Lake City | 5,000,000 |
| 298 | Worthen Bank & Trust Co. NA, Little Rock, Ark. | 17,979,000[2] |
| | Totals: 194 Banks of Top 300 with Supplemental Capital | $9,413,615,050 |

(1)—Supplemental capital includes subordinated debt—capital notes and debentures— and perpetual preferred stock. Unless otherwise indicated by footnotes (2), (3), and (4), supplemental capital figures shown are subordinated debt only. (2)—Includes perpetual preferred stock. (3)—Includes capital notes assumed by parent holding company and carried as surplus on bank's books. (4)—Includes both perpetual preferred stock and capital notes assumed by parent company and carried as surplus on bank's books.

# Summary of Bank Survey Findings

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## The Top 10 Deposit Gainers Among the Top 300 Commercial Banks

| | (Dollar Amounts in Millions) | Deposits 12/31/84 | Deposits 6/30/84 | Percent Increase | Bank Rank |
|---|---|---|---|---|---|
| 1 | Society Bank of Eastern Ohio NA, Canton | 899.8 | 76.3 | 1,080.1 | 257 |
| 2 | Fidelity Bank NA, Malvern, Pa. | 4,720.6 | 785.4 | 501.1 | 46 |
| 3 | MBank Houston NA | 3,046.7 | 861.0 | 253.8 | 78 |
| 4 | First Fidelity Bank NA, Newark, N.J. | 5,735.5 | 1,857.3 | 208.8 | 34 |
| 5 | Princeton Bank, N.J. | 873.8 | 321.3 | 172.0 | 269 |
| 6 | First Tennessee Bank NA, Memphis | 3,648.9 | 1,573.7 | 131.9 | 65 |
| 7 | Norwest Bank South Dakota, Sioux Falls | 1,355.6 | 606.2 | 123.6 | 182 |
| 8 | Central Fidelity Bank NA, Richmond | 2,274.5 | 1,286.8 | 76.8 | 105 |
| 9 | South Carolina National Bank, Columbia | 2,843.0 | 1,625.3 | 74.9 | 84 |
| 10 | NCNB National Ban of Florida, Tampa | 3,848.8 | 2,213.1 | 73.9 | 63 |

## The 10 Largest Deposit Losers Among the Top 300 Commercial Banks

| | (Dollar Amounts in Millions) | Deposits 12/31/84 | Deposits 6/30/84 | Percent Decrease | Bank Rank |
|---|---|---|---|---|---|
| 1 | Conitnental Illinois Nat'l B & T Co., Chicago | 15,598.6 | 30,082.2 | 48.15 | 13 |
| 2 | BancOhio National Bank, Columbus | 3,492.1 | 4,763.4 | 26.7 | 66 |
| 3 | First City National Bank, Houston | 6,060.9 | 7,974.1 | 24.0 | 31 |
| 4 | UBAF Arab American Bank, New York | 894.7 | 1,119.6 | 20.1 | 259 |
| 5 | Equibank, Pittsburgh | 2,281.1 | 2,689.2 | 15.2 | 104 |
| 6 | Fleet National Bank, Providence, R.I. | 3,119.8 | 3,542.9 | 11.9 | 75 |
| 7 | First Interstate Bank of Denver NA | 1,655.5 | 1,853.8 | 10.7 | 149 |
| 8 | First National Bank & Trust Co., Oklahoma City | 1,681.9 | 1,860.3 | 9.6 | 148 |
| 9 | Bank Leumi Trust Co., New York | 2,452.7 | 2,696.4 | 9.0 | 97 |
| 10 | Bank of California NA, San Franscisco | 2,387.3 | 2,623.8 | 9.0 | 99 |

## State Totals of the Top 300 Commercial Banks

| No. of Banks | | Total Deposits | No. of Banks | | Total Deposits | No. of Thrifts | | Total Deposits |
|---|---|---|---|---|---|---|---|---|
| 3 | Alabama | $6,548,242,000 | 1 | Iowa | 1,025,230,000 | 9 | North Carolina | 27,532,502,416 |
| 1 | Alaska | $839,162,000 | 1 | Kansas | 1,023,869,000 | 17 | Ohio | 32,539,149,052 |
| 4 | Arizona | 16,371,903,000 | 3 | Kentucky | 5,982,738,000 | 4 | Oklahoma | 5,960,120,186 |
| 1 | Arkansas | 760,248,000 | 7 | Louisiana | 8,218,137,874 | 3 | Oregon | 9,930,921,000 |
| 21 | California | 202,597,149,834 | 7 | Maryland | 15,156,751,482 | 22 | Pennsylvania | 61,623,289,192 |
| 4 | Colorado | 5,536,300,576 | 9 | Massachusetts | 28,318,359,466 | 3 | Puerto Rico | 5,472,939,114 |
| 5 | Connecticut | 13,869,006,000 | 10 | Michigan | 26,261,935,815 | 2 | Rhode Island | 4,883,315,000 |
| 5 | Delaware | 6,115,605,000 | 4 | Minnesota | 13,216,784,000 | 4 | South Carolina | 7,078,194,000 |
| 4 | District of Columbia | 9,338,644,000 | 3 | Mississippi | 4,239,912,140 | 3 | South Dakota | 5,129,543,000 |
| 14 | Florida | 31,783,255,000 | 6 | Missouri | 8,714,171,000 | 7 | Tennessee | 11,493,176,603 |
| 5 | Georgia | 14,927,922,000 | 1 | Nebraska | 875,387,000 | 19 | Texas | 54,740,820,368 |
| 2 | Hawaii | 5,529,422,000 | 2 | Nevada | 3,121,112,353 | 3 | Utah | 4,607,189,009 |
| 1 | Idaho | 3,590,045,000 | 17 | New Jersey | 27,462,369,818 | 7 | Virginia | 20,839,674,000 |
| 7 | Illinois | 58,732,457,000 | 1 | New Mexico | 1,138,387,029 | 6 | Washington | 18,448,586,755 |
| 4 | Indiana | 7,334,976,025 | 34 | New York | 383,562,965,097 | 3 | Wisconsin | 5,003,308,000 |

**Totals for Top 300 Banks .....$1,187,494,975,195**

# Comparison of Top Banks' Deposit Totals

## By Groups, as of December 31, 1984, Compared with Previous Years

| U.S. Banks' Deposits | 12/31/84 | 12/31/83 | 12/31/80 | 12/31/75 | 12/31/70 | 12/31/65 |
|---|---|---|---|---|---|---|
| Top 10 | **452,380,029,000** | 453,634,970,000 | 420,907,391,000 | 256,052,629,037 | 126,195,417,703 | 75,405,204,346 |
| Top 25 | **622,709,024,000** | 621,666,662,782 | 565,575,179,816 | 340,247,013,573 | 176,216,290,596 | 107,255,073,084 |
| Top 50 | **758,894,548,111** | 743,243,415,996 | 659,490,311,939 | 399,981,699,789 | 213,986,458,681 | 132,296,637,137 |
| Top 100 | **922,176,911,610** | 883,573,754,853 | 759,730,492,039 | 461,006,495,233 | 255,693,371,152 | 160,782,537,295 |
| Top 200 | **1,090,537,810,369** | 1,031,568,047,078 | 864,298,820,563 | 528,354,528,436 | 300,370,439,821 | 191,534,427,136 |
| Top 300 | **1,184,807,979,195** | 1,115,135,849,655 | 923,193,028,707 | 566,136,238,170 | 324,308,997,030 | 208,192,426,631 |
| All Other Commercial Banks | **775,192,020,805[1]** | 719,456,687,960 | 560,244,871,432 | 352,998,401,769 | 204,973,915,688 | 131,970,379,501 |
| All Commercials | **1,950,000,000,000[1]** | 1,834,492,537,615 | 1,483,437,890,139 | 919,134,639,939 | 529,282,912,718 | 340,162,808,132 |
| All Savings Banks | **180,559,000,000** | 172,639,000,000 | 154,200,000,000 | 109,900,000,000 | 71,580,000,000 | 52,476,000,000 |
| All Banks | **2,130,559,000,000[1]** | 2,007,131,537,615 | 1,637,637,890,139 | 1,029,034,639,939 | 600,862,912,718 | 392,638,808,132 |
| Number of Banks | **14,899[2]** | 15,195 | 15,155 | 15,109 | 14,180 | 14,309 |

Deposit data for commercial banks compiled by American Banker in conjunction with R.L. Polk & Co. from bank statements and replies to questionnaire. Deposit data for savings banks are from National Council of Savings Institutions.

(1)—Estimated. (2)—The 1984 figure includes 14,516 insured commercial banks and 383 mutual and stock savings banks. The 1984 insured commercial bank number was obtained from the Federal Deposit Insurance Corporation, and the savings banks number was furnished by the National Council of Savings Institutions. (Prior to 1984, the number of commercial banks included all U.S. chartered commercial banks and nondeposit trust companies. These data were obtained from the Federal Reserve Board. The 1984 Fed data on the number of all commercial banks were not available.)

# Comparison of Largest Banks' Capital Totals

## By Groups, as of December 31, 1984, Compared with Previous Year-Ends

| | 1984 | 1983 | 1980 | 1975 | 1970 | 1960 |
|---|---|---|---|---|---|---|
| **U.S. Commercial Banks** | | | | | | |
| **Capital (a)** | | | | | | |
| 100 Largest | 20,005,459,695 | 15,323,227,729 | 12,512,479,031 | 8,627,709,469 | 6,128,032,000 | 2,896,223,726 |
| Second 100 Largest | 3,067,346,310 | 2,905,897,418 | 2,362,854,448 | 1,746,712,725 | 1,207,403,000 | 571,511,076 |
| Third 100 Largest | 1,707,095,865 | 1,570,988,351 | 1,297,407,125 | 1,008,180,175 | 627,804,000 | 311,666,163 |
| **Total-Top 300 Largest** | **24,779,901,870** | **19,800,113,498** | **11,382,602,369** | **16,172,740,604** | **7,963,239,000** | **3,779,400,965** |
| **Surplus & Undivided Profits (b)** | | | | | | |
| 100 Largest | 51,978,191,013 | 46,685,952,318 | 35,033,253,364 | 20,845,887,466 | 12,317,400,000 | 6,747,306,880 |
| Second 100 Largest | 10,458,230,805 | 9,327,697,379 | 6,568,893,223 | 4,049,873,184 | 2,605,800,000 | 1,196,636,989 |
| Third 100 Largest | 5,860,818,000 | 5,243,420,406 | 3,745,398,096 | 2,141,609,133 | 1,342,412,000 | 641,659,210 |
| **Total-Top 300 largest** | **68,297,239,818** | **61,257,070,103** | **45,347,544,683** | **27,037,369,783** | **16,265,612,000** | **8,585,603,079** |
| **Total Capital (c)** | | | | | | |
| 100 Largest | 71,983,650,708 | 62,009,180,047 | 47,545,732,395 | 29,473,596,935 | 18,445,432,000 | 9,643,530,606 |
| Second 100 Largest | 13,525,577,115 | 12,233,594,797 | 8,931,747,671 | 5,796,585,909 | 3,813,203,000 | 1,768,148,065 |
| Third 100 Largest | 7,567,913,865 | 6,814,408,757 | 5,042,805,221 | 3,149,789,308 | 1,970,216,000 | 953,325,373 |
| **Total-Top 300 Banks** | **93,077,141,688** | **81,057,183,601** | **61,520,285,287** | **38,419,972,152** | **24,228,851,000** | **12,365,004,044** |

(a)-Includes common stock capital, preferred stock and subordinated debt. (b)-Includes subordinated debt assumed by parent. (c)-The sum of capital, surplus , and undivided profits as defined in footnotes (a) and (b).

# Total Capital at Top 300 Banks Grew Twice as Fast as Total Assets

**Continued from Page 1**

of 10.6%, while assets rose 7% annually, and deposits grew at an average annual rate of 9.4%.

The *American Banker* defines total capital as the sum of the following components: common stock, surplus, undivided profits including contingency and other capital reserves and the cumulative foreign currency translation adjustment, and supplemental capital.

Supplemental capital is perpetual preferred stock plus subordinated debt (capital notes and debentures) plus debt assumed by the parent holding company and carried on the bank's books as surplus.

The growth in capital is attributable to the pressure placed on the banks by the federal regulators to bolster their capital positions. Supplemental capital, especially subordinated debt, rose sharply because, as one bank analyst stated, "It's easier to sell debt than to sell stock."

In addition, analysts said that last year the federal regulators determined that some forms of supplemental capital — perpetual preferred stock and subordinated debt, which mandate conversion into common or preferred stock — could be included in primary capital. Thus, supplemental capital helped boost banks' primary-capital-to-total-assets ratio.

Primary capital is common stock, perpetual preferred stock, surplus and undivided profits, contingency and other capital reserves, reserves for loan or lease losses, minority interest in equity accounts of consolidated subsidiaries, and instruments mandating conversion into common or perpetual preferred stock.

Last July, the Federal Reserve Board proposed that both regional and multinational state member banks and all bank holding companies raise their minimum primary-capital-to-assets and their total-capital-to-assets ratios 0.5% each to 5.5% and 6%, respectively.

And just last month, the Federal Deposit Insurance Corp. approved a final rule requiring all banks to increase the minimum primary capital and total capital ratios to the 5.5% and 6% levels, respectively.

The *American Banker* finds that the total capital of the top 300 banks ranked by deposits was $93.1 billion at yearend 1984 — up 14.8% from the $81.1 billion figure for the top 300 in 1983. Of the $93.1 billion, supplemental capital accounted for $9.4 billion, or 10.1% of the total. In 1983, supplemental capital for the top 300 group was $5.9 billion, or only 7.2% of total capital.

Thus, supplemental capital at the top 300 banks rose $3.5 billion, or 59.3% last year, and it accounted for 29.2% of the $12 billion gain in total capital funds at these banks.

Last year, 194 of the top 300 banks ranked by deposits reported the use of supplemental capital, compared with 190 banks the year before. (A complete list of the banks using supplemental capital last year appears on page 52.) However, the most significant gains in the use of supplemental capital were concentrated among the top 25 banks.

In 1984, 21 of the top 25 banks were using supplemental capital totaling $6.4 billion. This is an increase of 106% from 1983 when 18 of the top 25 banks had $3.1 billion in supplemental capital.

Among the top 25 banks, the three new issuers of supplemental capital last year were the Bank of America, Citibank, and Mellon Bank. All issued subordinated debt. Bank of America issued $800 million, and both Citibank and Mellon Bank issued $250 million.

Among the top 25 banks, the other most notable gains in supplemental capital are listed below.

- Chase Manhattan Bank reported $682 million in supplemental capital, up 55% from the $440 million figure the year before. The bank increased subordinated debt by $249 million last year.
- Security Pacific National Bank increased its subordinated debt 252% to $325 million from $98 million.
- Bankers Trust Co. increased its subordinated debt 89% to $400 million from $212 million.
- Wells Fargo Bank increased its supplemental capital by 544% to $412 million from $64 million. It issued $100 million in perpetual preferred stock and increased subordinated debt by $247 million.
- Crocker National Bank increased its subordinated debt by $17 million to $183 million last year.
- Marine Midland Bank almost doubled its subordinated debt to $253 million last year from $128 million in 1983.
- And National Bank of Detroit issued $100 million in subordinated debt. In 1983 it had no subordinated debt and only $1.4 million in debt assumed by its parent and carried on its books as surplus.

In addition to the $9.4 billion in supplemental capital, the top 300 banks had $15.4 billion in common stock at yearend 1984, up 10.8% from the $13.9 billion of a year earlier. And they had $68.3 billion in surplus and undivided profits, up 11.4% from the $61.3 billion in 1983.

The *American Banker* definition of total capital differs from the federal regulatory definition. The latter includes reserves for loan or lease losses and minority interest in equity accounts of consolidated subsidiaries in its definition of capital funds.

### Other Survey Findings

The *American Banker*, working in conjunction with R.L. Polk & Co., Nashville, surveyed the top 8,000 banks in the nation to identify and rank the top 300. Banks were requested to furnish data, whenever possible, from their federal regulatory report of condition — referred to as call reports — for the bank and all its subsidiaries, both domestic and foreign. If these data were not available, data from the bank's published quarterly statement or state regulatory report of condition were used.

Listed below are some of the survey's other important findings.

- Morgan Guaranty Trust Co. surpassed Manufacturers Hanover Trust Co. as the nation's fourth largest commercial bank in assets. Morgan's assets totaled $63.5 billion on Dec. 31, 1984, up 13.1% from $56.2 billion a year earlier when it ranked fifth.

Manufacturers Hanover posted an 8.1% increase in assets to $62.4 billion at yearend, compared with $57.7 billion a year earlier. But it slipped to fifth place nevertheless. Manufacturers had ranked as the nation's fourth largest bank in assets since yearend 1975, when it surpassed Morgan Guaranty.

Both banks maintained their deposit rankings at yearend. Manufacturers Hanover again ranked fourth with $45.2 billion in deposits, and Morgan ranked fifth with $40 billion.

- Among the top 25 banks in assets, the largest gain in rank was posted by Mellon Bank, Pittsburgh. It rose three places to rank 11th, with $24.5 billion in assets. It was up 12.5% from $21.8 billion at yearend 1983.
- Southeast Bank NA, Miami, is the only newcomer to the top 25 banks in assets, ranking 25th, with $9.54 billion in assets. Its assets were up 12.6% from the year before when it ranked 26th.
- Dropping from the top 25 banks in assets is First City National Bank, Houston. Its assets fell 7.1%, from $10.2 billion at yearend 1983 when it ranked 23rd to $9.5 billion on Dec. 31, 1984, when it fell to 26th.
- On Feb. 15, the *American Banker* published a list of the top 25 banks in deposits. Since publication, revised data were received from the First National Bank of Chicago. The revised data show that the bank ranks ninth in deposits, with $25.9 billion, not eighth as reported. The bank's deposits were down 7% from the $27.9 billion at yearend 1983, when it ranked eighth in deposits.

Bankers Trust Co., New York, now ranks eighth in deposits, with $27.9 billion on Dec. 31, 1984, up 13.9% from $24.5 billion a year earlier when it ranked 10th.

- The top 300 banks ranked by deposits had total deposits of $1.185 trillion on Dec. 31, 1984, up 6.3% from $1.115 trillion for the top 300 at yearend 1983. The assets of the top 300 banks ranked by deposits totaled $1.6 trillion, up 7.4% from the $1.49 trillion of a year earlier.
- The top 300 banks in assets had $1.609 trillion in total assets at yearend 1984, up 8% from the $1.490 trillion in assets a year earlier.
- All of the top gainers in deposits were involved in mergers last year. The largest deposit gain was posted by the Society Bank of Eastern Ohio NA, Canton. Its deposits rose 1,080% to $899.8 million at yearend 1984 to rank 257th in deposits.

On Sept. 30, the bank — formerly known as the First National Bank, Salem — acquired the $501.5 million-deposit Harter Bank & Trust Co., Canton; the $155 million-deposit Farmers National Bank & Trust Co., Ashtabula; and the $105 million-deposit Society Bank of Eastern Ohio, Youngstown.

- The largest deposit loss was registered by the Continental Illinois National Bank and Trust Co., Chicago. Its deposits shrank 48% to $15.6 billion at yearend 1984 from $30.1 billion a year earlier. ■

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# Citicorp Information Takes Guidance From Missiles to Predict Interest Rates

By JOHN J. DUFFY

**The Bond Buyer**

NEW YORK — Citicorp Information Services has unveiled a new forecasting model that it says has been "remarkably accurate" over the last two years in predicting changes in direction of a number of key interest rates.

Called the "State Space Interest Rate Model," the system is designed to forecast short-run changes in seven interest rates, ranging in maturities from overnight federal funds to 30-year Treasury bonds. The forecasts are for one-week, one-month, and three-month periods, and are most useful in predicting changes in the direction of rates, rather than specific rate levels, according to the model's designer, Charles Wainhouse, economist and assistant vice president at Citicorp.

The State Space forecasting model differs from traditional econometric models in that it places virtually all of its emphasis on past and present market data and relatively little emphasis on economic theory.

"The model is totally without bias," said Mr. Wainhouse.

"It takes inputs like money supply levels and retail sales volume and applies them to the forecast without considering theoretical values," he said. "The model cares about nothing but the numbers themselves."

The techniques for State Space forecasting were derived from engineering analysis done during World War II in the development of guidance systems for missiles and rockets. Its sole function then was to predict where a projectile would be in 10 seconds, or 30 seconds, or one minute from the time observed.

Applied to interest rates, the model continually updates and reestimates a set of financial and economic variables and calculates their effect on the future path of rates, just as a missile guidance system will calculate the effect of wind and weather on the path of a rocket.

Variables included in the interest rate model are, in order of importance: the recent behavior of interest rates, the level of the M1 measure of the money supply, and the level of retail sales.

"The model does virtually all the work," Mr. Wainhouse said. With the introduction of additional data, such as the previous week's retail sales, "it continually corrects itself before moving on to a new forecast."

The State Space model is by no means infallible, however. Mr. Wainhouse points out that a shock to the financial system, such as a sharp rise in oil prices or a major bank default, could drive interest rates sharply away from the path projected by the three variables in the model.

How does Citicorp's space-age forecaster see rates moving in the near future?

"Up," said Mr. Wainhouse. "The rally in the bond market is over. For the near term, State Space sees rates rising over the next three months."

The rise in rates will be mostly confined to the short end of the market, however, according to the forecast. For the month of February, for example, the State Space Interest Rate Model calls for the federal funds rate to average 8.94%, up sharply from its recent level of about 8½%. Yields of 30-year Treasury bonds are projected to average 11.35%, however — virtually identical to their levels at midday Thursday.

Looking further ahead, State Space calls for fed funds to jump roughly 100 basis points by April to 9.51%. Yields on 30-year bond yields are seen edging up a mere 10 basis points to 11.46%.■

---

# Stern Named Head Of Minneapolis Fed

CHICAGO — Gary H. Stern, former senior vice president and director of research of the Federal Reserve Bank of Minneapolis, was named president of the bank Thursday.

Mr. Stern, 40, formally takes over as president on March 16. He replaces E. Gerald Corrigan, who left the Minneapolis Fed on Jan. 1 to become president of the Federal Reserve Bank of New York.

"We feel fortunate that Gary Stern is so exceptionally well qualified to carry forward [the] strong tradition of leadership and service" of past presidents of the bank, said William G. Phillips, retiring chairman of the board of the Minneapolis Fed, in announcing the appointment.

Mr. Stern joined the Minneapolis Fed in January 1982 as senior vice president and director of research. He also served as chief financial officer, senior officer for public and personnel information, and chairman of the agricultural issues council.

Mr. Stern's appointment was made by the board of directors of the Minneapolis bank and was approved by the Board of Governors of the Federal Reserve System.

— **Andrea Bennett**

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**American B**

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**TODAY**

**TOP CORRESPONDENT BANKS**

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**news monday**

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Washington Monday

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**OUTSIDERS LIST:** A table listing banks controlled by interests outside the commercial banking industry includes 22 players not in the game when the last *American Banker* survey appeared in October 22-23

# Thrift 'Holiday' in Ohio Spurs Congress To Weigh Ban on State Deposit Insurance

## SEC Is Scrutinizing Home State's Link With ESM Failure

By DAVID LaGESSE

NEW YORK — The U.S. Securities and Exchange Commission, already investigating the collapse of E.S.M Government Securities, has now turned its attention to possible security violations at the closed Home State Savings Bank of Cincinnati.

The inquiry centers on the then undisclosed risks that Home State incurred when the thrift nearly doubled in size during a few months in 1983.

The SEC's questions are tied to amendments to Home State's 1984 financial statements that the thrift filed on March 7 with the SEC. The amendments are the first disclosure that Home State's deals with E.S.M. spawned potential liabilities for the thrift — and the disclosure came three days after regulators had closed the government securities dealer.

"The concern is that Home State did not recognize in its original documents that it incurred substantial risk in the transactions" with E.S.M., said Richard Reinhard, a staff member at the SEC.

Mr. Reinhard would not further characterize the nature of the SEC's investigation into Home State, nor would he say if it is focusing on the personal relationships of the principals at E.S.M with Marvin Warner, the owner of Home State.

But the SEC documents reveal that Home State nearly doubled its size within a few months in 1983 through a series of transactions with E.S.M., and

➸ SEC: Page 3

## ATM Withdrawals Continue Despite Closed S&L Doors

By MICHAEL WEINSTEIN

NEW YORK — Efforts to close state-insured savings and loans in Ohio last week were frustrated by the widespread use of automated teller machines in the state.

"It caught everyone off guard this morning," said Richard K. Hite, director of Money Station Inc., a statewide network of teller machines, referring to Ohio Gov. Richard F. Celeste's order Friday closing the state institutions.

Although the state institutions were closed for three days beginning Friday morning, customers of those institutions were able to get money from their accounts by using ATMs.

Hundreds of teller machines around the state give access to some of the savings and loans through shared ATM networks, which let one institution use the machines owned by other organizaitons.

And operators of the shared networks, mainly commercial banking organizations, were unsure how to handle the situation, since they were balancing the need to comply with the governor's order with their desire to maintain confidence in the banking system.

"I have to admit we didn't have a plan in place before the Home State incident," said Stephen B. Leach, a vice president at Cleveland-based Society Corp., which runs the Green Machine network. Mr. Leach was referring to

➸ ATMs: Page 43

## Industry, Regulators Ponder Response to Last Week's Run

The crisis that forced the closing of 71 state-chartered savings institutions last week in Ohio has boosted sentiment in Congress to outlaw state-sponsored or private insurance programs for depository institutions.

State and federal officials and members of the Ohio banking and thrift industries struggled over the weekend to find a way to restore confidence and reopen the thrifts after Gov. Richard F. Celeste ordered a three-day "holiday" Friday for the state-insured thrifts.

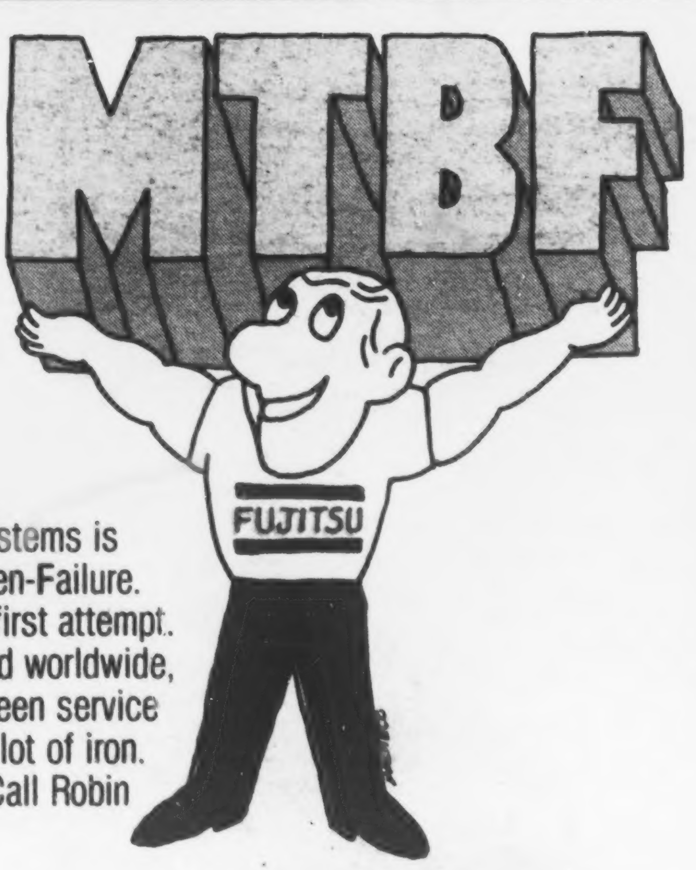
This story was reported by Mark Basch in Cincinnati, Richard Ringer in Columbus, and Robert Garsson and Bart Fraust in New York. It was written by Mr. Garsson.

Gov. Celeste's order before the opening of business Friday was intended to stem the panic that caused runs on several of the thrifts in the wake of the failure of Home State Savings Bank. The collapse threatened to drain the state's cooperative insurance fund.

The state thrift holiday was only the second such ordered closing of depository institutions since the Depression. In 1976, Mississippi officials closed a similar but much smaller state-insured thrift system.

Rep. Chalmers Wylie, a Republican from Columbus and ranking minority member of the House Banking Committee, said he expects an initiative in Congress to abolish private insurance funds.

➸ Ohio: Page 42



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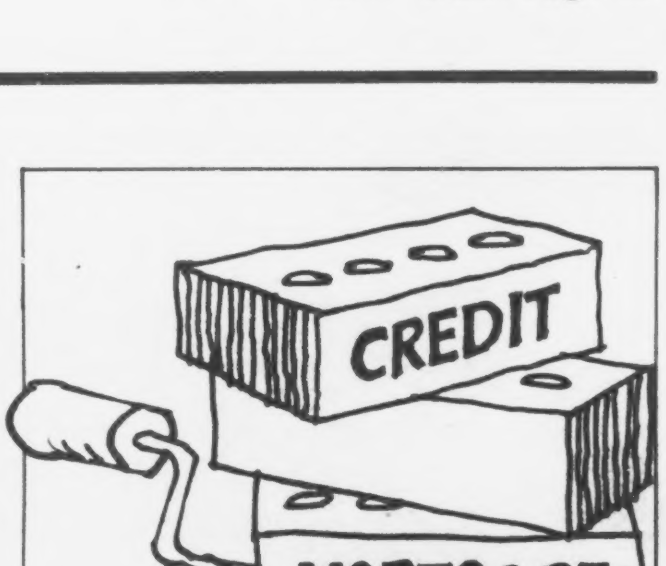

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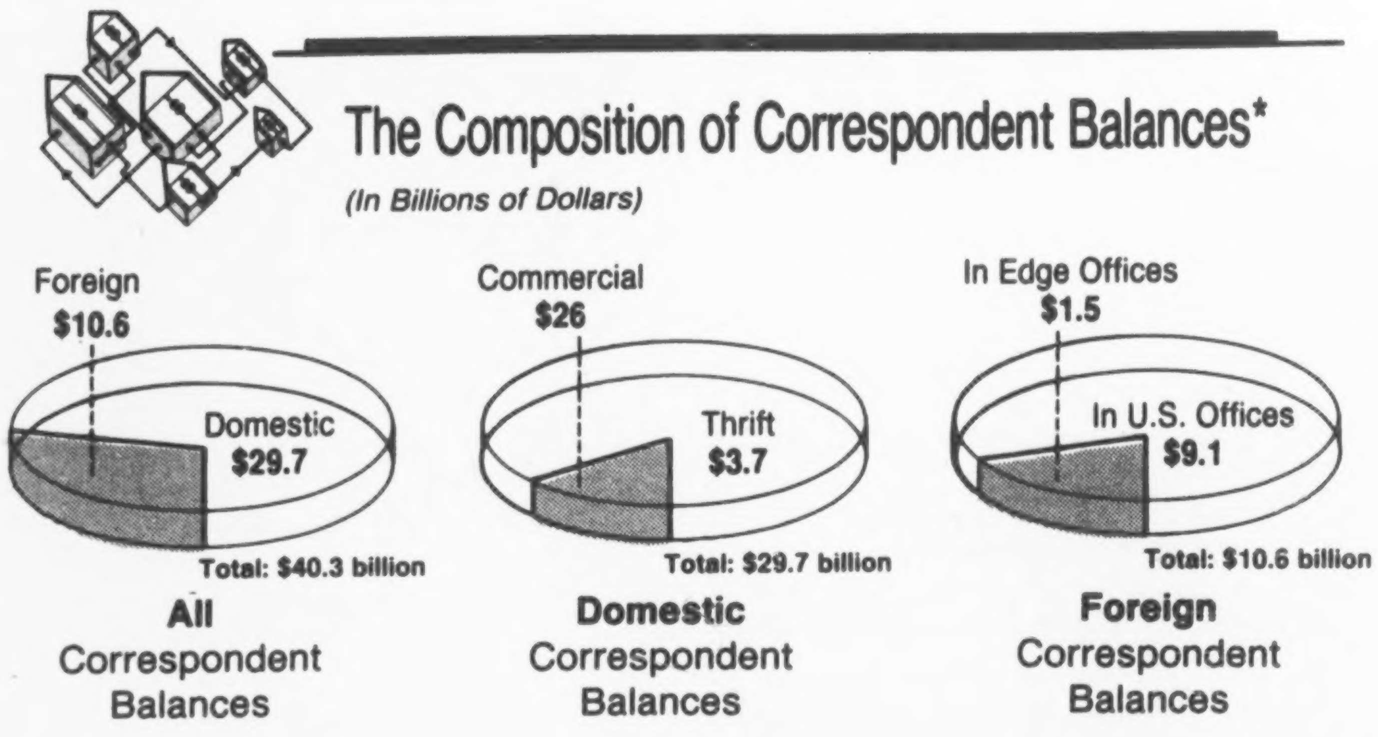
# Total Correspondent Balances for Top 354 Banks Were Up Last Year

## Inclusion of All Domestic Thrift Correspondent Balances For the First Time Was the Reason for the Gain in Numbers

**By L. MICHAEL CACACE**



The Composition of Correspondent Balances*

*(In Billions of Dollars)*

* For the 354 banks with $10 million or more in total correspondent balances on June 30, 1984.

NEW YORK — Three hundred and fifty-four banks had $10 million or more in total correspondent balances on June 30, 1984 — compared with 317 banks with such balances a year earlier. Total correspondent balances for the 354 was $40.3 billion — up 4.7% from the $38.48 billion total of a year earlier.

The major reason for the gain in both the number of banks and in total correspondent balances was the inclusion for the first time of all domestic thrift correspondent balances. Excluding these thrift balances, the total fell 4.9%, to $36.6 billion.

These are some of the findings from the second part of *American Banker*'s annual survey of correspondent banking published today. Included in today's paper are the rankings of banks by their total correspondent balances and by their total interbank deposits. In addition, there is a listing of the 354 banks with $10 million or more in domestic correspondent balances by Federal Reserve District.

(Results from the first part of the survey were published on Nov. 30, 1984. At that time, the top banks in domestic correspondent balances, in thrift correspondent balances, and in foreign correspondent balances were listed.)

Total correspondent balances are the sum of domestic correspondent balances plus foreign correspondent balances. Domestic correspondent balances are demand deposits due other depository institutions in the U.S., plus demand deposits due other commercial banks in the U.S.

Foreign correspondent balances are demand deposits due other banks in foreign countries plus demand deposits due the U.S. branches and agencies of foreign banks and demand deposits due foreign government and official institutions. Included are the foreign correspondent balances in a bank's domestic Edge Act subsidiaries. (For more detailed definitions plus data sources used in the survey, see the story on page 6.)

Prior to 1984, the federal regulatory report of condition, or call report, only required banks to report demand deposits due to mutual savings banks. Last year, for the first time, demand deposits due all thrifts institutions — mutual and stock savings banks, building and savings and loan associations, homestead associations, cooperative banks, and credit unions — were reported.

The 354 banks in today's survey had $3.7 billion in thrift correspondent balances at midyear 1984. A year earlier, these banks had only $880 million in deposits due mutual savings banks.

Of the $40.3 billion in total correspondent balances, $29.7 billion, or 73.7%, were domestic balances, and $10.6 billion, or 26.3%, were foreign balances. The $3.7 billion in thrift correspondent balances accounted for 12.5% of all domestic correspondent balances and 9.2% of total correspondent balances.

Of the $10.6 billion in foreign corre-

➻ Correspondent: Page 7

# 'Little Country Bank' in Beverly Hills Considers Glamor Loans to Be Safe Bets

## 'People Skills' Are Crucial in Lending to the Entertainment Sector, City National Officials Say; Institution Also Relies on Robust Data Processing Business

**By LISABETH WEINER**

CHICAGO — So you want to be in pictures. Well, would lending to the movie industry be close enough?

Commercial Lending

If so, the place you might like to be is City National Bank in Beverly Hills, Calif. Making loans to the entertainment industry, most notably independent film producers, is a mainstay of the institution.

And while it might sound risky, the truth is that lending to the film industry is one of the safest bets around.

"In fact, it's almost recession-proof," said Irene Romero, vice president and head of the entertainment division.

While it takes a few special techniques, it is really no different from lending to other industries, Ms. Romero said. "It's one of the most stable industries to lend to. We've never had a loan [in that industry] go bad."

The specialized skills for this kind of lending are few but crucial, said City National Bank president Alexander L. Kyman.

"We don't take any risk in terms of the success of the film." he said. "Before we agree to make the loan, we make sure the producers have some equity investment in the film and have spent time developing the project. They must also have a contract to sell the product to a distributor. And then a bond company insures completion of the project."

So if the film project fails somewhere along the way, City National is assured of receiving payment on the loan. There are other techniques the bank uses to make sure the loan is high quality. Much of that, Ms. Romero said, is done by using highly refined communication and people skills. "So much of what you do comes from your relationships with people, your contacts, your access to information," she said.

### Relationships Important

"You don't have RMA studies [Robert Morris Associates' Annual Statement Studies] for independent film producers. It's people, as opposed to the RMA studies," she added. "You have to have relationships to get and verify information. The relationships are with talent agencies, personal managers, accountants, and lawyers. And the most important thing is to know who not to do business with."

An average loan to a film production company is about $5 million, usually for 12 to 18 months, and the loans are made against cash flow rather than collateral, Ms. Romero said.

Films are just one segment of entertainment industry lending. City National Bank is also active in lending money to the music industry, including recording artists and major promoters. The funds may be used for personal need, such as investments, or for financing tours.

Again, this type of lending has some built-in guarantees, Mr. Kyman said. "Most of the artists are usually successful and have an income stream that can provide a backup if the loan should go bad." Additionally, the bank checks such things as advance ticket receipts to ensure a reasonable turnout at a concert.

But Mr. Kyman and Ms. Romero agree that the people skills cannot be stressed enough. It is also important for the accountants, the lawyers, and the personal managers to have good relationships with the bank and to be honest.

"The first time somebody fudges, that's the last time his word is meaningful," Mr. Kyman said. "They need the banks as much as we need them."

For the bank's part, discretion is essential, Ms. Romero and Mr. Kyman said. No juicy bits of gossip about the glamorous stars of Beverly Hills are ever whispered.

"In this kind of lending," Ms. Romero said, "relationships depend on the long-term credibility that has been established. Everything must always be on the up and up."

### 'Just a Little Country Bank'

Commercial lending accounts for about 80% of City National's overall lending activity, and entertainment lending is about 15% of the bank's portfolio. About 50% of its total loans outstanding is to middle market companies and high net-worth individuals, with the remainder evenly divided between real estate and construction. In 1984, outstanding loans rose to just over $1 billion compared to $901.8 million in 1983. Nonperforming loans at the end of 1984 stood at $11.8 million, or 1.2% of gross loans, compared to $14.8 million, or 1.6% of gross loans, in 1983.

City National, with assets of about $2.22 billion, has "stuck to its knitting" in terms of the types of loans it makes, and Mr. Kyman likes to describe it as "just a little country bank." It is a bank that has no foreign loans, no energy loans, no agricultural loans, no loans to the smokestack industries and lends only to those industries it knows best, Mr. Kyman said.

It does have some involvement with what Mr. Kyman called the "mundane areas of high tech."

"We don't lend to start-up computer companies, but we may make a loan to a company that makes a metal cabinet for a computer," he said.

City National's other specialty also distinguishes it from other banks of the same size. It is the nation's largest independent supplier of data processing

➻ City National: Page 47

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# Definitions and Data Sources for Correspondent Banking Survey

By L. MICHAEL CACACE

The data are taken directly from the *American Banker* survey of correspondent banking. The questionnaire asked for June 30, 1984, information from the federal regulatory report of condition, known as the call report.

Specifically, the data requested were from schedule RC-E, Part 1, of the call report. This part asks for a breakdown of deposits for a bank and its domestic subsidiaries. In addition, banks with Edge Act banking subsidiaries were asked to report selected deposit data, as of June 30, for their domestic Edge Act offices from Federal Reserve form FR2886b, which is the Edge Act bank call report.

**Total correspondent balances** are defined as the sum of domestic correspondent balances plus foreign correspondent balances.

**Domestic correspondent balances** are defined as the sum of demand deposits due other depository institutions in the U.S., plus demand deposits due other commercial banks in the U.S. (excluding U.S. branches and agencies of foreign banks) and demand deposits due the foreign branches of other U.S. banks. According to the call report, other depository institutions include "mutual and stock savings banks, building or savings and loan associations, homestead associations, cooperative banks, and credit unions." Demand deposits due these other depository institutions are called **correspondent balances due thrift institutions.**

**Foreign correspondent balances** are the sum of demand deposits due other banks in foreign countries plus demand deposits due the U.S. branches and agencies of foreign banks and demand deposits due foreign governments and official institutions. Added to these foreign correspondent balances are the **clearing balances** in a bank's domestic Edge Act subsidiaries.

**Clearing balances** are the sum of the Edge Act bank's transaction accounts due foreign government and official institutions plus transaction accounts due commercial banks in the U.S. and transaction accounts due banks in foreign countries.

**Interbank deposits** are all deposits — demand plus time and savings (or transaction plus nontransaction) — due to all banks, both domestic and foreign.

**Data Resources Inc., Lexington, Mass., or DRI**, helped the *American Banker* identify the universe of approximately 500 banks surveyed for this study. In addition, DRI provided the *American Banker* with data from Schedule RC-E for approximately 70 banks that did not respond to the survey questionnaire. DRI has a computerized data base of commercial banks derived from the Federal Reserve Board quarterly computer tape of the call report.

The substantial changes in the call report — beginning with the March 31, 1984, report — resulted in one major definitional change and one major reporting problem for the *American Banker*.

The significant call report change affecting the correspondent banking definitions was the inclusion of all thrift institution deposits on line 5 of Schedule RC-E of the call report — "deposits due other depository institutions in the U.S."

Prior to this year, only the deposits of mutual savings banks were identified separately. The deposits of the other thrift institutions were reported as part of deposits of individuals, partnerships, and corporations. Therefore, these deposits were previously not included in the survey figures reported by banks.

The most significant problem was the elimination by regulators of the breakdown of "demand deposits due commercial banks in the U.S." into its two component parts: demand deposits due the U.S. branches and agencies of foreign banks, and demand deposits due other commercial banks in the U.S.

Banks now are required only to report total demand deposits due commercial banks in the U.S. Similarly, the breakdown of "demand deposits due banks in foreign countries" into its two component parts was eliminated. That category had included demand deposits due foreign branches of U.S. banks and demand deposits due other banks in foreign countries.

The elimination of these breakdowns caused substantial problems because demand deposits due U.S. branches and agencies of foreign banks are a component of foreign correspondent balances, and demand deposits due the foreign branches of U.S. banks is a component of domestic correspondent balances.

The problem is a significant one for the major New York City banks, which clear many of their foreign trade, foreign exchange, and foreign correspondent transactions through the U.S. branches and agencies of foreign banks. These foreign bank-related transactions are again appearing as deposits due "domestic banks," distorting the measures of both domestic and foreign correspondent balances.

For these reasons it has become difficult to obtain accurate measures of domestic and foreign correspondent balances for the major multinational banks. Therefore, for these banks, total correspondent balances may now be the best overall measure of a bank's correspondent banking activity. ■

## Swiss Volksbank to Open London Office; Will Phase Out Site in Luxembourg

LONDON — The Swiss Volksbank will phase out its wholly owned subsidiary in Luxembourg in favor of opening a branch in London.

According to Walter Ruegg, management chairman, the move to London had been under study since 1982.

The capital assets of one billion Swiss francs ($360 million) of the Luxembourg operations will be transferred to London.

Swiss Volksbank's group profits rose by 20%, to 75 million Swiss francs, last year. ■

The Partnership at work. From left: Robert G. Heine, 2VP Chase; Philip Travaglini, VP Fidelity Bank; Joseph M. Scharfenberger, VP Chase; Thomas A. Kitz, VP Chase.

Capital Markets

Credit

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top U.S. Correspondent Banks** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004.

(1.) How would you **change** the listing to make it more useful?

________________________________________

(2.) What do you like **best** about this tabulation?

________________________________________

(3.) What do you like **least** about this tabulation?

________________________________________

(4.) **How** do you use this information in your work?

________________________________________

(5.) What **new** statistical survey would you like to see?

________________________________________

**Name and Institution (optional)**__________________________

*Thank you for helping us improve.*

## How Bankers' Balances Compare

By Federal Reserve District, 6/30/84 vs. 6/30/83

| | Due to Banks (in '000s) 6/30/84 | 6/30/83(a) | % Change(c) | Number of Banks(d) 6/30/84 | 6/30/83 |
|---|---|---|---|---|---|
| District 1 | 1,674,766 | 1,414,714 | 18.38 | 19 | 12 |
| District 2 | 6,589,545 | 5,748,289 | 14.63 | 30 | 26 |
| District 3 | 1,091,263 | 825,004 | 32.27 | 13 | 9 |
| District 4 | 951,572 | 826,987 | 15.06 | 15 | 13 |
| District 5 | 1,009,941 | 803,689 | 25.66 | 22 | 19 |
| District 6 | 2,375,773 | 2,071,528 | 14.69 | 44 | 44 |
| District 7 | 3,620,561 | 3,790,326 | -4.48 | 44 | 37 |
| District 8 | 1,706,765 | 1,550,707 | 10.06 | 20 | 20 |
| District 9 | 721,932 | 773,217 | -6.63 | 20 | 10 |
| District 10 | 2,133,294 | 1,947,111 | 9.56 | 39 | 36 |
| District 11 | 3,496,086 | 5,127,727 | -31.82 | 50 | 50 |
| District 12 | 4,159,442 | 2,366,632 | 75.75 | 29 | 24 |
| **TOTALS** | **29,530,940** | **27,245,931** | **8.39** | **341** | **300** |

(a)—Data are for the 341 banks in this year's tabulation.
(c)—The percentage change in domestic correspondent balances from 6/30/83 to 6/30/84
(d)—The number of banks with $10 million or more in domestic correspondent balances.

## Correspondent . . .

**Continued from Page 2**

spondent balances, $1.5 billion, or 14.2%, are held in the banks' domestic Edge Act subsidiaries.

- Manufacturers Hanover Trust Co., New York, regained its position as the top bank in total correspondent balances, with $2.64 billion at midyear 1984, up 31% from the $2.01 billion of a year earlier when it ranked second. Manufacturers surpassed Chase Manhattan Bank NA, which fell to second place with $2.44 billion, compared with $2.25 billion at midyear 1983.
- The Bank of America jumped four places to rank third with $1.75 billion — up from $1.16 billion a year earlier. BofA's domestic correspondent balances rose 128%, to $1.16 billion, which accounted for the gain.
- Among the top 25 banks in total correspondent balances, the largest gain in rank was made by Union Bank, Los Angeles. It advanced 31 places to rank 13th, with $617.3 million in total correspondent balances — up 235% from the $184.1 million of a year earlier. Union Bank's domestic balances rose from $99 million at midyear 1983 to $595 million on June 30, 1984. Over 56% of Union Bank's domestic correspondent balances, or $336.3 million, were thrift correspondent balances.
- Four hundred and twelve banks had total interbank deposits of $10 million or more at midyear 1984. These deposits include demand, time, and savings deposits due all banks, both foreign and domestic. A year earlier, 349 banks had $10 million or more in such deposits. Total interbank deposits for the 412 banks were $56.3 billion — down 20.9% from the $71.2 billion for the same banks a year earlier.

The decline was attributable to the sharp reduction in time and savings deposits due to banks. The 354 banks in total correspondent balances reported that their time and savings deposits due banks fell 55%, to $14 billion, from $31 billion.

Some of the factors cited by correspondent bankers for the decline were a tightening of Federal Reserve monetary policy, the depressed situation in the agricultural areas of the country, and more "bottom line" consciousness on the part of respondent banks that are looking for more attractive forms of investment to boost earnings.

- The top bank in interbank deposits was Manufacturers Hanover Trust with $3.8 billion, down 22% from the $4.9 billion of a year earlier when it ranked second.
- The Bank of America fell to second place, with $3.6 billion in interbank deposits on June 30, compared with $5 billion a year earlier when it was tops in these deposits.
- The impact of thrift correspondent balances on the California banks' correspondent bank totals can be seen by looking at the domestic correspondent balances by Federal Reserve District. (See the summary table "How Bankers' Balances Compare" that accompanies this story.) The deposits in District 12, San Francisco, were up 76%, to $4.2 billion, for 29 banks with $10 million or more in domestic balances, compared with 24 banks with $2.4 billion a year earlier. ■

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The Chase Partnership.

It's what makes Chase the country's leading correspondent bank.

You can measure us by the fact that we process the country's highest volume of coupon/bond collections and securities transactions. Or that we have the nation's largest network of correspondent banks. But it's the way we do business that makes the Chase Partnership work for you.

Our Customer and Product Marketing Officers and our Operations staff work closely within Chase and closely with you to identify your needs and to apply our sophisticated resources to meeting them. Unequalled expertise in a broad range of services, from deposit products to interest rate swaps, combined with a commitment to working harder for you. That's the essence of the Chase Partnership.

The Chase Partnership

CHASE

Investment Service Products People

# Banks by Demand Deposits Due to All Banks

## Banks with Total Correspondent Balances of $10 Million or More

Compiled by American Banker Copyright 1985

(Dollar Figures in Thousands)

| Rank | | Demand Deposits Due to All Banks | | Rank | | Time and Savings Deposits Due to All Banks | |
|---|---|---|---|---|---|---|---|
| 6/30/84 | | 6/30/84 | 6/30/83 | 6/30/83 | Gain | 6/30/84 | 6/30/83 |
| 1 | Manufacturers Hanover Trust Co., New York | 2,636,386 | 2,007,521 | 2 | + 1 | 1,122,017 | 2,881,806 |
| 2 | Chase Manhattan Bank NA, New York | 2,443,003 | 2,253,363 | 1 | | 412,053 | 1,330,465 |
| 3 | Bank of America NT&SA, San Francisco | 1,751,000 | 1,160,956 | 7 | + 4 | 1,894,000 | 3,868,585 |
| 4 | Bankers Trust Co., New York | 1,713,135 | 1,749,761 | 4 | | 1,415,736 | 1,346,523 |
| 5 | Citibank NA, New York | 1,463,478 | 1,363,060 | 6 | + 1 | 137,000 | 3,041,217 |
| 6 | Chemical Bank, New York | 1,417,098 | 1,610,468 | 5 | | 435,971 | 2,220,168 |
| 7 | Morgan Guaranty Trust Co., New York | 1,385,490 | 1,900,376 | 3 | | 871,566 | 1,796,878 |
| 8 | Irving Trust Co., New York | 1,113,648 | 962,035 | 11 | + 3 | 425,571 | 928,806 |
| 9 | First National Bank of Chicago | 994,882 | 795,645 | 12 | + 3 | 947,517 | 993,636 |
| 10 | First National Bank, Boston | 829,609 | 638,913 | 15 | + 5 | 42,015 | 82,309 |
| 11 | First Interstate Bank of California, Los Angeles | 639,964 | 661,664 | 14 | + 3 | 36,491 | 101,688 |
| 12 | Security Pacific National Bank, Los Angeles | 623,937 | 439,244 | 16 | + 4 | 160,023 | 604,112 |
| 13 | Union Bank, Los Angeles | 617,323 | 184,063 | 44 | + 31 | 6,929 | 16,043 |
| 14 | Philadelphia National Bank | 596,570 | 701,781 | 13 | | 39,167 | 54,587 |
| 15 | Continental Illinois Nat'l Bank & Trust Co., Chicago | 401,243 | 1,046,207 | 9 | | 623,032 | 3,058,796 |
| 16 | Mellon Bank NA, Pittsburgh | 398,079 | 326,860 | 22 | + 6 | 378,451 | 407,291 |
| 17 | MBank Dallas NA | 374,086 | 323,515 | 23 | + 6 | 26,617 | 24,474 |
| 18 | InterFirst Bank Dallas NA | 359,535 | 359,670 | 20 | + 2 | 0 | 4,000 |
| 19 | RepublicBank Dallas NA | 356,931 | 333,986 | 21 | + 2 | 93,979 | 125,266 |
| 20 | National Bank of Detroit | 353,955 | 255,776 | 26 | + 6 | 45,554 | 24,670 |
| 21 | Marine Midland Bank NA, Buffalo, N.Y. | 350,595 | 379,292 | 19 | | 17,747 | 1,022,816 |
| 22 | Crocker National Bank, San Francisco | 314,111 | 435,764 | 17 | | 0 | 628,238 |
| 23 | Wells Fargo Bank NA, San Francisco | 300,961 | 315,536 | 25 | + 2 | 44,452 | 323,682 |
| 24 | Connecticut National Bank, Hartford | 279,717 | 409,345 | 18 | | 17,288 | 15,300 |
| 25 | First Tennessee Bank NA, Memphis | 277,959 | 205,614 | 35 | + 10 | 0 | 0 |
| 26 | Harris Trust & Savings Bank, Chicago | 260,254 | 231,056 | 28 | + 2 | 48,926 | 47,734 |
| 27 | Northern Trust Co., Chicago | 260,174 | 316,359 | 24 | | 213,700 | 158,394 |
| 28 | Indiana National Bank, Indianapolis | 255,200 | 220,865 | 30 | + 2 | 4,750 | 14,629 |
| 29 | Texas Commerce Bank NA, Houston | 253,219 | 1,134,122 | 8 | | 29,155 | 57,886 |
| 30 | Centerre Bank NA, St. Louis, Mo. | 241,617 | 187,214 | 43 | + 13 | 100,726 | 108,967 |
| 31 | First City National Bank, Houston | 221,425 | 1,013,842 | 10 | | 272,130 | 21,425 |
| 32 | Norwest Bank Minneapolis NA | 216,954 | 209,173 | 33 | + 1 | 158,841 | 79,358 |
| 33 | American National Bank & Trust Co., Chicago | 213,580 | 217,595 | 31 | | 0 | 0 |
| 34 | Mercantile Trust Co. NA, St. Louis, Mo. | 211,083 | 239,722 | 27 | | 116,256 | 76,131 |
| 35 | First Wisconsin National Bank, Milwaukee | 203,364 | 200,017 | 38 | + 3 | 43,735 | 53,217 |
| 36 | Southeast Bank NA, Miami | 201,931 | 115,838 | 64 | + 28 | 0 | 136 |
| 37 | Citizens & Southern National Bank, Atlanta | 195,869 | 207,550 | 34 | | 13,997 | 13,378 |
| 38 | State Street Bank & Trust Co., Boston | 192,946 | 109,236 | 67 | + 29 | 23,170 | 57,466 |
| 39 | First National State Bank of New Jersey, Newark | 183,131 | 137,230 | 53 | + 14 | 49,549 | 38,642 |
| 40 | Pittsburgh National Bank | 179,221 | 176,115 | 46 | + 6 | 4,574 | 0 |
| 41 | Bank of New York | 178,597 | 200,485 | 37 | | 50,906 | 136,296 |
| 42 | Boatmen's National Bank, St. Louis, Mo. | 173,933 | 173,789 | 47 | + 5 | 15,369 | 9,182 |
| 43 | European American Bank & Trust Co., New York | 170,580 | 171,726 | 48 | + 5 | 44,640 | 201,591 |
| 44 | First National Bank St. Paul, Minn. | 168,077 | 210,340 | 32 | | 11,885 | 15,073 |
| 45 | Savings Banks Trust Co., New York | 168,065 | ........ | ... | | 4,874 | ........ |
| 46 | First Pennsylvania Bank NA, Philadelphia | 166,018 | 67,067 | 102 | + 56 | 20,755 | 13,311 |
| 47 | Valley National Bank, Phoenix, Ariz. | 162,958 | 54,260 | 122 | + 75 | 16,579 | 1,037 |
| 48 | First National Bank of Atlanta | 160,313 | 178,762 | 45 | | 138,218 | 88,673 |
| 49 | Allied Bank of Texas, Houston | 158,649 | 196,403 | 39 | | 147,276 | 46,612 |
| 50 | United Bank of Denver NA | 158,156 | 149,140 | 51 | + 1 | 111,045 | 81,615 |
| 51 | Community Bank, Huntington Park, Calif. | 157,733 | 125,820 | 57 | + 6 | 9,340 | 11,150 |
| 52 | First National Bank of Commerce, New Orleans | 157,669 | 187,733 | 42 | | 1,492 | 5,750 |
| 53 | Maryland National Bank, Baltimore | 151,775 | 131,697 | 55 | + 2 | 0 | 0 |
| 54 | First National Bank of Florida, Tampa | 148,020 | 134,403 | 54 | | 0 | 0 |
| 55 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | 146,799 | 104,463 | 69 | + 14 | 3,400 | 100 |
| 56 | NCNB National Bank of North Carolina, Charlotte | 145,699 | 188,414 | 41 | | 13,700 | 20,384 |
| 57 | InterFirst Bank Houston NA | 143,633 | 124,957 | 59 | + 2 | 271,425 | 8,540 |
| 58 | United Missouri Bank of Kansas City NA | 140,761 | 144,776 | 52 | | 1,371 | 5,422 |
| 59 | Bank of New England NA, Boston | 139,707 | 83,965 | 83 | + 24 | 49,916 | 46,523 |
| 60 | Texas American Bank/Fort Worth NA | 137,161 | 128,831 | 56 | | 17,844 | 19,360 |
| 61 | Mellon Bank (East), Philadelphia | 135,910 | 114,672 | 66 | + 5 | 2,207 | 5,737 |
| 62 | First National Bank, Minneapolis | 135,539 | 193,182 | 40 | | 58,783 | 15,035 |
| 63 | Manufacturers National Bank, Detroit | 134,444 | 103,269 | 71 | + 8 | 9,505 | 5,200 |
| 64 | First National Bank, Louisville, Ky. | 132,635 | 152,017 | 50 | | 7,682 | 73,530 |
| 65 | Commerce Bank of Kansas City NA, Mo. | 132,419 | 115,082 | 65 | | 852 | 14,054 |
| 66 | Liberty National Bank & Trust Co., Louisville, Ky. | 130,511 | 87,058 | 79 | + 13 | 19,148 | 9,945 |
| 67 | Manufacturers Hanover Bank (Delaware), Wilmington | 129,163 | ........ | ... | | 30,056 | ........ |
| 68 | Connecticut Bank & Trust Co. NA, Hartford | 127,328 | 122,498 | 61 | | 1,450 | 151 |
| 69 | United Oklahoma Bank, Oklahoma City | 125,061 | 99,839 | 72 | + 3 | 9,257 | 12,538 |
| 70 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 122,124 | 201,847 | 36 | | 31,124 | 19,149 |
| 71 | M&I Marshall & Ilsley Bank, Milwaukee, Wis. | 119,753 | 125,682 | 58 | | 0 | 0 |
| 72 | Bank of the Southwest NA, Houston | 115,445 | 223,382 | 29 | | 47,284 | 11,378 |
| 73 | Trust Company Bank, Atlanta | 114,711 | 109,167 | 68 | | 2,558 | 2,350 |
| 74 | Fidelity Bank, Philadelphia | 114,003 | 86,537 | 80 | + 6 | 28,705 | 7,071 |
| 75 | Sun Bank NA, Orlando, Fla. | 113,879 | 76,167 | 90 | + 15 | 0 | 0 |
| 76 | Liberty National Bank & Trust Co., Oklahoma City | 106,270 | 118,443 | 63 | | 15,147 | 53,160 |
| 77 | NCNB National Bank of Florida NA, Tampa | 105,519 | 74,198 | 93 | + 16 | 0 | 0 |
| 78 | First National Bank & Trust Co., Oklahoma City | 104,544 | 104,309 | 70 | | 96,118 | 22,534 |
| 79 | Brown Brothers Harriman & Co., New York | 102,876 | 89,397 | 78 | | 58,702 | 78,436 |
| 80 | First National Bank, Kansas City, Mo. | 102,380 | 97,310 | 75 | | 43,581 | 30,806 |
| 81 | Central Bank of Denver | 101,415 | 99,680 | 73 | | 76,507 | 64,614 |
| 82 | Bank of California NA, San Francisco | 99,520 | 78,703 | 88 | + 6 | 9,340 | 24,735 |
| 83 | Riggs National Bank, Washington, D.C. | 97,647 | 84,587 | 82 | | 25,615 | 238,040 |
| 84 | Texas Commerce Bank-Dallas NA | 97,204 | 69,455 | 96 | + 12 | 1,500 | 934 |
| 85 | First Interstate Bank of Denver NA | 97,088 | 14,702 | 275 | +190 | 17,539 | 7,204 |
| 86 | National Westminster Bank USA, New York | 96,871 | 75,233 | 92 | + 6 | 0 | 397,119 |
| 87 | Rainier National Bank, Seattle | 96,015 | 83,147 | 84 | | 42,408 | 46,396 |
| 88 | Shawmut Bank of Boston NA | 94,547 | 152,915 | 49 | | 800 | 10,521 |
| 89 | Peoples National Bank of Washington, Seattle | 92,300 | 80,585 | 86 | | 612 | 879 |
| 90 | First City Bank, Dallas | 88,999 | 118,866 | 62 | | 87,411 | 89,746 |

For definitions and survey information see the story beginning on page 1.

The 1984 correspondent balance totals adue all banks may not be comparable with 1983 totals because of changes in the Federal regulatory report of condition. See the story beginning on page 1 for details.

# Banks by Demand Deposits Due to All Banks

## Banks with Total Correspondent Balances of $10 Million or More

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(Dollar Figures in Thousands)

| Rank | | Demand Deposits Due to All Banks | | Rank | | Time and Savings Deposits Due to All Banks | |
|---|---|---|---|---|---|---|---|
| 6/30/84 | | 6/30/84 | 6/30/83 | 6/30/83 | Gain | 6/30/84 | 6/30/83 |
| 91 | Society National Bank, Cleveland | 88,806 | 44,865 | 141 | + 50 | 0 | 0 |
| 92 | Midlantic National Bank, Newark, N.J. | 88,238 | 55,316 | 121 | + 29 | 0 | 0 |
| 93 | Merchants National Bank, Cedar Rapids, Iowa | 84,712 | 80,415 | 87 | | 800 | 2,400 |
| 94 | First of America-Detroit NA | 82,944 | 64,404 | 105 | + 11 | 0 | 0 |
| 95 | InterFirst Bank Austin NA, Tex. | 81,699 | 68,808 | 98 | + 3 | 14,937 | 56,497 |
| 96 | California First Bank, San Francisco | 80,565 | 7,293 | 342 | +246 | 0 | 750 |
| 97 | Provident National Bank, Philadelphia | 79,805 | 63,920 | 106 | + 9 | 27,057 | 2,727 |
| 98 | First National Bank & Trust Co., Lincoln, Neb. | 79,546 | 78,140 | 89 | | 2,598 | 1,225 |
| 99 | Seattle-First National Bank | 79,176 | 43,526 | 143 | + 44 | 36,990 | 159,641 |
| 100 | AmeriTrust Co. NA, Cleveland | 78,593 | 38,334 | 155 | + 55 | 1,263 | 11,914 |
| 101 | Sovran Bank NA, Richmond | 77,645 | 11,568 | 306 | +205 | 36,467 | 2,500 |
| 102 | Corpus Christi National Bank, Tex. | 74,887 | 49,060 | 131 | + 29 | 11,180 | 8,650 |
| 103 | Omaha National Bank, Neb. | 72,703 | 72,454 | 94 | | 660 | 3,551 |
| 104 | United Virginia Bank, Richmond | 71,966 | 50,295 | 127 | + 23 | 26,191 | 9,388 |
| 105 | Colorado National Bank, Denver | 70,988 | 124,265 | 60 | | 0 | 34,650 |
| 106 | United States National Bank, Portland, Ore. | 70,825 | 55,941 | 119 | + 13 | 0 | 0 |
| 107 | Equitable Bank NA, Baltimore | 69,723 | 54,138 | 123 | + 16 | 7,937 | 0 |
| 108 | Norwest Bank Omaha NA, Neb. | 69,320 | 69,526 | 95 | | 1,350 | 4,150 |
| 109 | Boatmen's Bank & Trust Co., Kansas City, Mo. | 67,428 | 60,506 | 111 | + 2 | 13,230 | 12,700 |
| 110 | Bank of Oklahoma NA, Tulsa | 66,894 | 68,520 | 99 | | 46,226 | 9,293 |
| 111 | First National Bank, Fort Myers, Fla. | 65,542 | 59,806 | 114 | + 3 | 0 | 0 |
| 112 | First Alabama Bank, Birmingham | 65,173 | ........ | ... | | 0 | ........ |
| 113 | Third National Bank, Nashville, Tenn. | 64,859 | 69,374 | 97 | | 13,062 | 15,883 |
| 114 | Frost National Bank, San Antonio, Tex. | 64,330 | 65,055 | 104 | | 100 | 600 |
| 115 | First National Bank & Trust Co., Tulsa | 64,113 | 35,148 | 167 | + 52 | 1,226 | 7,200 |
| 116 | Central Bank of the South, Birmingham, Ala. | 63,854 | 59,818 | 113 | | 2,358 | 4,569 |
| 117 | Midlantic National Bank/North, West Paterson, N.J. | 62,050 | 52,410 | 124 | + 7 | 0 | 0 |
| 118 | Fourth National Bank & Trust Co., Wichita, Kan. | 61,999 | 94,125 | 76 | | 19,471 | 5,316 |
| 119 | First Commercial Bank NA, Little Rock, Ark. | 61,946 | 28,599 | 197 | + 78 | 579 | 515 |
| 120 | Capital Bank & Trust Co., Baton Rouge, La. | 61,794 | 67,519 | 101 | | 34,410 | 30,083 |
| 121 | American Bank & Trust Co., Baton Rouge, La. | 60,669 | 51,064 | 126 | + 5 | 10,431 | 18,636 |
| 122 | American Security Bank NA, Washington, D.C. | 60,516 | 98,189 | 74 | | 51,529 | 164,715 |
| 123 | First American National Bank, Nashville, Tenn. | 59,809 | 85,683 | 81 | | 7,154 | 2,362 |
| 124 | National City Bank, Cleveland | 59,394 | 57,474 | 118 | | 1,551 | 15,285 |
| 125 | First State Bank, Abilene, Tex. | 59,053 | 82,473 | 85 | | 52,226 | 63,437 |
| 126 | First National Bank, Columbia, S.C. | 58,708 | 34,172 | 173 | + 47 | 132 | 0 |
| 127 | First National Bank, Cincinnati | 58,349 | 52,367 | 125 | | 1,550 | 800 |
| 128 | Capital Bank NA, Houston | 57,914 | 58,657 | 116 | | 15,002 | 47,896 |
| 129 | Union Planters National Bank, Memphis, Tenn. | 54,192 | 47,516 | 133 | + 4 | 17,774 | 11,230 |
| 130 | Merchants National Bank & Trust Co., Indianapolis | 53,577 | 38,889 | 154 | + 24 | 11,180 | 55,419 |
| 131 | Bank South NA, Atlanta | 52,940 | 66,559 | 103 | | 15,291 | 15,710 |
| 132 | Norwest Bank Des Moines NA, Iowa | 52,838 | 49,815 | 129 | | 5,621 | 7,960 |
| 133 | Comerica Bank-Detroit | 52,778 | 49,753 | 130 | | 29,613 | 0 |
| 134 | Barnett Bank of Tampa NA, Fla. | 52,186 | 39,350 | 152 | + 18 | 0 | 0 |
| 135 | Hibernia National Bank, New Orleans | 51,342 | 47,218 | 134 | | 214 | 5,900 |
| 136 | Industrial Valley Bank & Trust Co., Philadelphia | 51,269 | 18,949 | 246 | +110 | 0 | 0 |
| 137 | American Fletcher National B & T Co., Indianapolis | 49,792 | 59,235 | 115 | | 147,723 | 62,114 |
| 138 | BancTexas Dallas NA | 49,700 | 61,832 | 110 | | 136,721 | 101,340 |
| 139 | Worthen Bank & Trust Co. NA, Little Rock. Ark. | 49,245 | 30,927 | 187 | + 48 | 410 | 3,445 |
| 140 | SouthTrust Bank of Alabama NA, Birmingham | 48,882 | 43,718 | 142 | + 2 | 10,889 | 6,460 |
| 141 | Key Bank NA, Albany, N.Y. | 48,735 | 41,366 | 145 | + 4 | 0 | 0 |
| 142 | Marine Bank NA, Milwaukee, Wis. | 48,610 | 40,685 | 148 | + 6 | 9,000 | 10,475 |
| 143 | Centerre Bank of Kansas City NA, Mo. | 48,552 | 34,910 | 169 | + 26 | 11,479 | 13,568 |
| 144 | Arizona Bank, Phoenix | 48,141 | 4,822 | 0 | | 191 | 0 |
| 145 | National Bank of Commerce T&S Assn., Lincoln, Neb. | 48,041 | 40,817 | 147 | + 2 | 100 | 0 |
| 146 | First National Bank, Omaha, Neb. | 47,818 | 60,127 | 112 | | 7,947 | 11,690 |
| 147 | Mercantile-Safe Deposit & Trust Co., Baltimore | 47,775 | 32,249 | 180 | + 33 | 0 | 0 |
| 148 | InterFirst Bank Fort Worth NA, Tex. | 47,739 | 47,052 | 135 | | 6,806 | 9,971 |
| 149 | Whitney National Bank, New Orleans | 47,386 | 57,630 | 117 | | 280 | 2,230 |
| 150 | Davenport Bank & Trust Co., Iowa | 47,001 | 16,360 | 262 | +112 | 1,650 | 1,727 |
| 151 | First National Bank, Shreveport, La. | 46,955 | 45,249 | 139 | | 1,400 | 7,202 |
| 152 | American National Bank & Trust Co., Chattanooga, Tenn. | 46,397 | 36,404 | 161 | + 9 | 0 | 0 |
| 153 | Commercial National Bank, Shreveport, La. | 46,220 | 35,382 | 166 | + 13 | 9,600 | 8,252 |
| 154 | Republic National Bank, New York | 44,300 | 35,407 | 165 | + 11 | 235 | 171,289 |
| 155 | Merchandise National Bank, Chicago | 43,972 | ........ | ... | | 0 | ........ |
| 156 | National State Bank, Elizabeth, N.J. | 43,331 | 25,700 | 211 | + 55 | 0 | 0 |
| 157 | Bank of Hawaii, Honolulu | 42,837 | 14,619 | 276 | +119 | 550 | 0 |
| 158 | BayBank Boston NA | 42,694 | ........ | ... | | 1,562 | ........ |
| 159 | Fifth Third Bank, Cincinnati | 42,583 | 37,520 | 158 | | 5,978 | 900 |
| 160 | LaSalle National Bank, Chicago | 42,506 | 34,432 | 172 | + 12 | 4,626 | 11,129 |
| 161 | Central Bank, Monroe, La. | 42,366 | 32,396 | 179 | + 18 | 100 | 110 |
| 162 | J. Henry Schroder Bank & Trust Co., New York | 41,945 | 76,148 | 91 | | 87,224 | 211,514 |
| 163 | BancOhio National Bank, Columbus | 41,369 | 25,644 | 212 | + 49 | 0 | 0 |
| 164 | Texas American Bank/Houston NA | 41,248 | 31,385 | 182 | + 18 | 12,357 | 22,744 |
| 165 | Boston Safe Deposit & Trust Co. | 40,642 | 45,173 | 140 | | 13,969 | 4,500 |
| 166 | Chase Lincoln First Bank NA, Rochester, N.Y. | 40,390 | 31,150 | 184 | + 18 | 0 | 5,000 |
| 167 | Fidelity Bank NA, Oklahoma City, Okla. | 39,599 | 48,834 | 132 | | 16,149 | 46,046 |
| 168 | First Interstate Bank of Oregon NA, Portland | 39,460 | 30,959 | 186 | + 18 | 603 | 515 |
| 169 | AmSouth Bank NA, Birmingham, Ala. | 39,333 | 39,231 | 153 | | 161,829 | 81,886 |
| 170 | National Bank of Commerce, San Antonio, Tex. | 38,928 | 30,867 | 189 | + 19 | 3,104 | 2,882 |
| 171 | Commerce Union Bank, Nashville, Tenn. | 38,806 | 40,014 | 151 | | 994 | 1,460 |
| 172 | Florida National Bank of Jacksonville | 38,305 | 22,708 | 225 | + 53 | 0 | 0 |
| 173 | Security National Bank, Sioux City, Iowa | 37,787 | 46,543 | 136 | | 34 | 0 |
| 174 | Pan American Bank NA, Miami | 37,434 | 32,598 | 178 | + 4 | 0 | 5,000 |
| 175 | First National Bank, Lubbock, Tex. | 36,302 | 30,082 | 191 | + 16 | 7,550 | 8,301 |
| 176 | National Community Bank, Rutherford, N.J. | 35,946 | ........ | ... | | 0 | ........ |
| 177 | Citizens National Bank, Evansville, Ind. | 35,939 | 23,429 | 221 | + 44 | 447 | 924 |
| 178 | BancOne Columbus NA, Ohio | 35,667 | 43,425 | 144 | | 23,000 | 9,000 |
| 179 | First National Bank, Belleville, Ill. | 35,499 | 20,835 | 234 | + 55 | 550 | 700 |
| 180 | State National Bank, El Paso, Tex. | 35,043 | 40,609 | 149 | | 10 | 23,100 |

For definitions and survey information see the story beginning on page 1.

The 1984 correspondent balance totals adue all banks may not be comparable with 1983 totals because of changes in the Federal regulatory report of condition. See the story beginning on page 1 for details.

**Continued on Next Page**

# Banks by Demand Deposits Due to All Banks

## Banks with Total Correspondent Balances of $10 Million or More

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(Dollar Figures in Thousands)

| Rank | | Demand Deposits Due to All Banks | | Rank | | Time and Savings Deposits Due to All Banks | |
|---|---|---|---|---|---|---|---|
| 6/30/84 | | 6/30/84 | 6/30/83 | 6/30/83 | Gain | 6/30/84 | 6/30/83 |
| 181 | Central Penn National Bank, Philadelphia | 34,434 | 21,088 | 232 | + 51 | 275 | 1,059 |
| 182 | Old National Bank, Evansville, Ind | 34,327 | 23,394 | 223 | + 41 | 1,685 | 4,849 |
| 183 | Bankers Trust Co., Des Moines, Iowa | 34,297 | 38,139 | 157 | | 5,781 | 13,822 |
| 184 | Midway National Bank, St. Paul, Minn. | 34,142 | 29,380 | 196 | + 12 | 0 | 0 |
| 185 | Victoria Bank & Trust Co., Tex. | 33,910 | 24,781 | 214 | + 29 | 5,379 | 8,912 |
| 186 | Deposit Guaranty National Bank, Jackson, Miss. | 33,773 | 41,321 | 146 | | 11,724 | 9,083 |
| 187 | Union Trust Company of Maryland, Baltimore | 33,374 | 13,700 | 285 | + 98 | 3,631 | 997 |
| 188 | Michigan National Bank, Detroit | 33,111 | 29,613 | 192 | + 4 | 0 | 0 |
| 189 | Flagship National Bank of Miami | 33,097 | 12,387 | 298 | +109 | 0 | 0 |
| 190 | National Bank of Commerce, Memphis | 33,060 | 33,704 | 174 | | 11,523 | 2,176 |
| 191 | United Jersey Bank, Hackensack, N.J. | 32,143 | 27,685 | 202 | + 11 | 0 | 0 |
| 192 | Shawmut Worcester County Bank NA, Worcester, Mass. | 32,125 | 18,835 | 247 | + 55 | 1,450 | 0 |
| 193 | Old National Bank of Washington, Spokane | 32,096 | 11,048 | 310 | +117 | 0 | 0 |
| 194 | American National Bank & Trust Co., St. Paul, Minn. | 31,996 | 36,812 | 160 | | 7,816 | 2,699 |
| 195 | F&M Marquette National Bank, Minneapolis | 31,742 | 35,102 | 168 | | 6,501 | 3,779 |
| 196 | Barclays Bank of New York NA | 31,079 | 26,442 | 209 | + 13 | 22 | 231 |
| 197 | First American Bank of Knoxville NA, Tenn. | 31,063 | ........ | ... | | 0 | ........ |
| 198 | Texas Commerce Bank-Austin NA | 30,927 | 27,552 | 204 | + 6 | 18,078 | 17,520 |
| 199 | National Bank of Washington, D.C. | 30,855 | 13,051 | 292 | + 93 | 8,245 | 20,057 |
| 200 | First National Bank, Wichita, Kan. | 30,751 | 26,741 | 208 | + 8 | 0 | 0 |
| 201 | Independent State Bank of Minnesota, Minneapolis | 30,660 | ........ | ... | | 5,316 | ........ |
| 202 | First Security Bank of Utah NA, Ogden | 30,556 | 33,183 | 176 | | 0 | 0 |
| 203 | First Security Nat'l Bank & Trust Co., Lexington, Ky. | 30,430 | 27,531 | 205 | + 2 | 497 | 1,497 |
| 204 | First National Bank, Albuquerque, N.M. | 30,160 | 24,206 | 217 | + 13 | 0 | 0 |
| 205 | Citizens Bank, Sheboygan, Wis. | 30,159 | ........ | ... | | 0 | ........ |
| 206 | Barnett Bank of South Florida NA, Miami | 30,018 | 26,988 | 207 | + 1 | 0 | 0 |
| 207 | First National Bank, Topeka, Kan. | 30,017 | 24,703 | 215 | + 8 | 0 | 0 |
| 208 | Zions First National Bank, Salt Lake City, Utah | 29,800 | 28,323 | 199 | | 3,778 | 4,257 |
| 209 | National Bank of Waterloo, Iowa | 29,691 | 27,518 | 206 | | 0 | 0 |
| 210 | First National Bank, Amarillo, Tex. | 29,557 | 27,812 | 201 | | 13,547 | 26,705 |
| 211 | Commercial National Bank, Kansas City, Kan. | 29,233 | 31,184 | 183 | | 200 | 570 |
| 212 | First National Bank, Jackson, Miss. | 28,948 | 45,353 | 138 | | 2,393 | 6,086 |
| 213 | National Bank of Georgia, Atlanta | 28,682 | 19,170 | 244 | + 31 | 19,428 | 18,378 |
| 214 | Continental National Bank, Fort Worth, Tex. | 28,566 | 30,547 | 190 | | 41,675 | 78,158 |
| 215 | United Central Bank of Des Moines NA, Iowa | 28,433 | 37,209 | 159 | | 4,709 | 303 |
| 216 | RepublicBank Houston NA | 28,347 | 33,394 | 175 | | 0 | 0 |
| 217 | General Bank, St. Louis, Mo. | 28,289 | 34,780 | 170 | | 5,522 | 5,362 |
| 218 | First City National Bank of Beaumont, Tex. | 28,144 | 15,446 | 268 | + 50 | 0 | 600 |
| 219 | Amarillo National Bank, Tex. | 28,135 | 25,154 | 213 | | 8,700 | 8,320 |
| 220 | Israel Discount Bank of New York | 28,060 | 45,681 | 137 | | 82 | 585 |
| 221 | Denver National Bank | 27,183 | 92,678 | 77 | | 10,791 | 25,823 |
| 222 | Dai-Ichi Kangyo Bank of California, Los Angeles | 27,180 | 16,640 | 258 | + 36 | 4,000 | 9,000 |
| 223 | Kellogg-Citizens National Bank, Green Bay, Wis. | 26,932 | 30,899 | 188 | | 1,025 | 100 |
| 224 | Georgia Railroad Bank & Trust Co., Augusta | 26,751 | 16,626 | 259 | + 35 | 280 | 720 |
| 225 | Atlantic Bank, New York | 26,729 | 17,117 | 254 | + 29 | 51,452 | 99,174 |
| 226 | Manufacturers & Traders Trust Co., Buffalo, N.Y. | 26,224 | 13,067 | 291 | + 65 | 17 | 54 |
| 227 | First American National Bank-Eastern, Kingsport, Tenn. | 26,043 | 19,602 | 239 | + 12 | 522 | 405 |
| 228 | Consolidated Bank NA, Hialeah, Fla. | 25,816 | ........ | ... | | 0 | ........ |
| 229 | Cullen Center Bank & Trust Co., Houston | 25,720 | 61,851 | 109 | | 4,156 | 26,594 |
| 230 | Boatmen's National Bank, Springfield, Mo. | 25,384 | 21,454 | 230 | | 1,695 | 0 |
| 231 | El Paso National Bank, Tex. | 25,348 | 62,775 | 108 | | 0 | 20,000 |
| 232 | Commonwealth National Bank, Harrisburg, Pa. | 25,153 | 15,371 | 269 | + 37 | 1,700 | 99 |
| 233 | Citizens & Southern National Bank, Charleston, S.C. | 25,092 | 20,809 | 235 | + 2 | 0 | 0 |
| 234 | First American Bank NA, Washington, D.C. | 24,971 | 24,337 | 216 | | 670 | 6,292 |
| 235 | First National Bank, Hutchinson, Kan. | 24,969 | 8,730 | 327 | + 92 | 0 | 0 |
| 236 | First National Bank of Maryland, Baltimore | 24,937 | 38,157 | 156 | | 0 | 7,423 |
| 237 | Rhode Island Hospital Trust National Bank, Providence | 24,663 | 19,706 | 238 | + 1 | 0 | 0 |
| 238 | Exchange National Bank, Chicago | 24,602 | 15,830 | 266 | + 28 | 10,908 | 8,967 |
| 239 | Dominion Bank NA, Roanoke, Va. | 24,578 | 21,353 | 231 | | 0 | 7,303 |
| 240 | First City National Bank Austin, Tex. | 23,992 | 19,181 | 243 | + 3 | 61,643 | 32,795 |
| 241 | Bank of North Dakota, Bismarck | 23,562 | 29,601 | 193 | | 0 | 0 |
| 242 | Independent State Bank, Denver | 23,117 | ........ | ... | | 0 | ........ |
| 243 | Central Trust Co. NA, Cincinnati | 23,076 | N.A. | ... | | 0 | N.A. |
| 244 | City National Bank, Beverly Hills, Calif. | 22,866 | 11,621 | 305 | + 61 | 805 | 4,763 |
| 245 | Allied Lakewood Bank, Dallas | 22,862 | ........ | ... | | 12,394 | ........ |
| 246 | Fleet National Bank, Providence, R.I. | 22,846 | 13,793 | 283 | + 37 | 0 | 42,600 |
| 247 | Commercial National Bank of Peoria, Ill. | 22,423 | 23,024 | 224 | | 0 | 0 |
| 248 | Atlantic National Bank of Florida, Jacksonville | 22,280 | 31,818 | 181 | | 560 | 635 |
| 249 | Union National Bank, Little Rock, Ark. | 22,172 | 29,463 | 195 | | 326 | 2,734 |
| 250 | First Wisconsin National Bank, Eau Claire | 22,097 | 21,717 | 228 | | 0 | 0 |
| 251 | RepublicBank Waco NA, Tex. | 21,844 | 23,625 | 219 | | 400 | 2,700 |
| 252 | Bank of Canton of California, San Francisco | 21,827 | 32,775 | 177 | | 61,241 | 66,500 |
| 253 | United Missouri Bank of St. Louis NA | 21,652 | ........ | ... | | 0 | ........ |
| 254 | Security National Bank, Kansas City, Kan. | 21,596 | 17,707 | 253 | | 18,394 | 200 |
| 255 | Hutchinson National Bank & Trust Co., Kan. | 21,336 | 13,631 | 286 | + 31 | 100 | 650 |
| 256 | First National Bank, Waco, Tex. | 20,930 | 21,716 | 229 | | 4,086 | 5,421 |
| 257 | Continental Bank, Phoenix, Ariz. | 20,924 | ........ | ... | | 0 | ........ |
| 258 | Central National Bank, Cleveland | 20,729 | 36,224 | 163 | | 106,081 | 12,103 |
| 259 | Kanawha Valley Bank NA, Charleston, W. Va. | 20,552 | 19,416 | 242 | | 100 | 300 |
| 260 | Suburban Bank, Bethesda, Md. | 20,484 | ........ | ... | | 7,270 | ........ |
| 261 | First City Bank of Corpus Christi, Tex. | 20,458 | 28,309 | 200 | | 3,640 | 4,850 |
| 262 | Lloyds Bank California, Los Angeles | 20,213 | 16,863 | 256 | | 1,127 | 8,700 |
| 263 | Old Kent Bank & Trust Co., Grand Rapids, Mich. | 20,063 | 14,811 | 273 | + 10 | 0 | 0 |
| 264 | United States Trust Co., New York | 19,873 | 28,448 | 198 | | 37,160 | 80,278 |
| 265 | Alamo National Bank, San Antonio, Tex. | 19,772 | 17,951 | 251 | | 1,837 | 5,520 |
| 266 | Ouachita National Bank, Monroe, La. | 19,748 | 19,875 | 237 | | 0 | 0 |
| 267 | Colonial Bank, Waterbury, Conn. | 19,530 | 5,589 | 0 | | 0 | 98 |
| 268 | Bank of New England-West NA, Springfield, Mass. | 19,500 | 12,539 | 297 | + 29 | 0 | 0 |
| 269 | RepublicBank Lubbock NA, Tex. | 19,388 | 22,387 | 226 | | 7,819 | 8,840 |
| 270 | Fidelity National Bank, Baton Rouge, La. | 19,317 | ........ | ... | | 2,632 | ........ |

For definitions and survey information see the story beginning on page 1.

The 1984 correspondent balance totals adue all banks may not be comparable with 1983 totals because of changes in the Federal regulatory report of condition. See the story beginning on page 1 for details.

# Banks by Demand Deposits Due to All Banks

## Banks with Total Correspondent Balances of $10 Million or More

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(Dollar Figures in Thousands)

| Rank | | Demand Deposits Due to All Banks | | Rank | | Time and Savings Deposits Due to All Banks | |
|---|---|---|---|---|---|---|---|
| 6/30/84 | | 6/30/84 | 6/30/83 | 6/30/83 | Gain | 6/30/84 | 6/30/83 |
| 271 | First Interstate Bank of Arizona NA, Phoenix | 19,155 | 12,105 | 301 | + 30 | 0 | 0 |
| 272 | United New Mexico Bank, Albuquerque | 19,072 | ........ | ... | | 200 | ........ |
| 273 | Louisiana National Bank, Baton Rouge, La. | 18,967 | 20,920 | 233 | | 6,446 | 9,819 |
| 274 | Fidelity Union Bank/First National State, Newark, N.J. | 18,955 | 22,263 | 227 | | 491 | 125 |
| 275 | First Hawaiian Bank, Honolulu | 18,774 | 7,246 | 344 | + 69 | 850 | 0 |
| 276 | Bank Leumi Trust Co., New York | 18,621 | 29,589 | 194 | | 3,807 | 103 |
| 277 | Capital City First National Bank, Tallahasse, Fla. | 18,536 | 15,877 | 265 | | 257 | 21 |
| 278 | Commerce Bank of St. Louis NA, Mo. | 18,430 | 18,463 | 249 | | 0 | 0 |
| 279 | Drovers Bank, Chicago | 18,395 | 17,004 | 255 | | 913 | 1,253 |
| 280 | First National Bank, Elkhart, Ind. | 18,274 | 23,988 | 218 | | 105 | 0 |
| 281 | United Bank of Arizona, Phoenix | 18,152 | 13,786 | 284 | + 3 | 0 | 0 |
| 282 | Lincoln National Bank & Trust Co., Fort Wayne, Ind. | 18,095 | 20,111 | 236 | | 227 | 5 |
| 283 | Bankers Trust of South Carolina, Columbia | 17,387 | 26,225 | 210 | | 70 | 0 |
| 284 | Barnett Bank of Central Florida NA, Winter Park | 17,179 | 11,904 | 304 | + 20 | 0 | 0 |
| 285 | Fort Wayne National Bank, Ind. | 17,155 | 5,403 | 0 | | 0 | 0 |
| 286 | BayBank Middlesex, Burlington, Mass. | 17,120 | 14,069 | 281 | | 0 | 0 |
| 287 | UnibancTrust, Chicago | 16,996 | 18,673 | 248 | | 14,035 | 14,037 |
| 288 | Huntington National Bank, Columbus, Ohio | 16,808 | 27,560 | 203 | | 0 | 0 |
| 289 | American National Bank, Austin, Tex. | 16,588 | 16,453 | 260 | | 40,120 | 3,962 |
| 290 | Citibank (Delaware), New Castle | 16,267 | ........ | ... | | 0 | ........ |
| 291 | Merchants National Bank, Mobile, Ala. | 16,188 | 12,309 | 299 | + 8 | 0 | 0 |
| 292 | InterFirst Bank Tyler NA, Tex. | 16,024 | 12,997 | 293 | + 1 | 3,297 | 22,290 |
| 293 | Union Trust Co., Stamford, Conn. | 15,975 | 13,269 | 288 | | 493 | 0 |
| 294 | Bank of New Jersey, Camden | 15,880 | ........ | ... | | 0 | ........ |
| 295 | South Carolina National Bank, Columbia | 15,856 | 9,505 | 321 | + 26 | 0 | 0 |
| 296 | First National Bank & Trust Co., Salina, Kan. | 15,652 | 16,796 | 257 | | 500 | 0 |
| 297 | Oregon Bank, Portland | 15,621 | 17,774 | 252 | | 871 | 1,135 |
| 298 | Chinese American Bank, New York | 15,484 | ........ | ... | | 100 | ........ |
| 299 | Texas Independent Bank, Dallas | 15,295 | ........ | ... | | 69,544 | ........ |
| 300 | First National Bank, Sioux City, Iowa | 15,178 | 19,468 | 241 | | 0 | 0 |
| 301 | Shawmut Bank of Franklin Cty., Greenfield, Mass. | 14,717 | ........ | ... | | 0 | ........ |
| 302 | Maine National Bank, Portland | 14,640 | 16,438 | 261 | | 0 | 0 |
| 303 | Union Bank & Trust Co. NA, Grand Rapids, Mich. | 14,569 | 10,096 | 317 | + 14 | 0 | 0 |
| 304 | Union National Bank, Wichita, Kan. | 14,488 | 14,754 | 274 | | 1,494 | 182 |
| 305 | Madison Bank & Trust Co., Chicago | 14,434 | ........ | ... | | 0 | ........ |
| 306 | Sunwest Bank of Albuquerque NA, N.M. | 14,312 | 14,614 | 277 | | 1,020 | 0 |
| 307 | Charleston National Bank, W. Va. | 14,113 | 18,110 | 250 | | 104 | 0 |
| 308 | Huntington National Bank of Northeast Ohio, Cleveland | 13,920 | 11,365 | 307 | | 0 | 102 |
| 309 | Norstar Bank of Long Island, Hempstead, N.Y. | 13,521 | ........ | ... | | 0 | ........ |
| 310 | Puget Sound National Bank, Tacoma, Wash. | 13,447 | ........ | ... | | 0 | ........ |
| 311 | First City National Bank, Tyler, Tex. | 13,400 | 9,889 | 319 | + 8 | 10,625 | 12,975 |
| 312 | Equibank, Pittsburgh | 13,329 | 18,989 | 245 | | 4,412 | 6,922 |
| 313 | Valley National Bank, Des Moines, Iowa | 13,305 | 8,716 | 328 | + 15 | 700 | 1,050 |
| 314 | InterFirst Bank Wichita Falls NA, Tex. | 13,210 | 6,881 | 0 | | 8,239 | 11,450 |
| 315 | Commercial National Bank, Tulsa, Okla. | 13,209 | ........ | ... | | 1,900 | ........ |
| 316 | First City National Bank, El Paso, Tex. | 13,138 | ........ | ... | | 150 | ........ |
| 317 | First Bankers NA, Pompano Beach, Fla. | 13,119 | ........ | ... | | 0 | ........ |
| 318 | Preston State Bank, Dallas | 13,065 | 14,570 | 278 | | 0 | 105 |
| 319 | Essexbank, Peabody, Mass. | 12,646 | ........ | ... | | 411 | ........ |
| 320 | Merrill Trust Co., Bangor, Me. | 12,538 | 9,047 | 326 | + 6 | 149 | ........ |
| 321 | Capital Bank, North Bay Village, Miami | 12,526 | ........ | ... | | 2,300 | ........ |
| 322 | Indian Head National Bank, Nashua, N.H. | 12,515 | 8,601 | 330 | + 8 | 0 | 0 |
| 323 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 12,474 | 9,387 | 322 | | 0 | 0 |
| 324 | Genesee Merchants Bank & Trust Co., Flint, Mich. | 12,399 | ........ | ... | | 0 | ........ |
| 325 | First Interstate Bank of Billings NA | 12,318 | 12,596 | 296 | | 486 | 130 |
| 326 | Casco Northern Bank NA, Portland, Me. | 12,309 | 5,061 | 0 | | 143 | 150 |
| 327 | RepublicBank Tyler, Tex. | 12,295 | 7,332 | 341 | + 14 | 2,042 | 3,688 |
| 328 | First Bank (NA) Duluth, Minn. | 12,293 | ........ | ... | | 0 | ........ |
| 329 | Blount National Bank, Maryville, Tenn. | 12,290 | ........ | ... | | 200 | ........ |
| 330 | Colorado National Bank-Pueblo | 11,879 | N.A. | ... | | 16 | N.A. |
| 331 | First National Bank, Mobile, Ala. | 11,819 | 11,939 | 302 | | 3,628 | 385 |
| 332 | Corn Belt Bank, Bloomington, Ill. | 11,759 | ........ | ... | | 1,235 | ........ |
| 333 | American Bank & Trust Co., New Orleans | 11,664 | 11,104 | 309 | | 282 | 8 |
| 334 | First Alabama Bank of Montgomery NA | 11,615 | 13,916 | 282 | | 100 | 0 |
| 335 | Merchants National Bank, Topeka, Kan. | 11,524 | 15,040 | 272 | | 108 | 650 |
| 336 | Simmons First National Bank, Pine Bluff, Ark. | 11,378 | 9,055 | 324 | | 1,560 | 500 |
| 337 | Illinois National Bank, Springfield | 11,349 | 13,178 | 290 | | 0 | 0 |
| 338 | First National Bank of St. Joseph, Mo. | 11,287 | 15,773 | 267 | | 0 | 0 |
| 339 | InterFirst Bank Fannin, Houston | 11,237 | 13,252 | 289 | | 13,364 | 10,662 |
| 340 | Security Trust Co., Rochester, N.Y. | 11,233 | 40,425 | 150 | | 3,311 | 0 |
| 341 | Norwest Bank Midland NA, Minn. | 11,195 | 10,820 | 313 | | 5,415 | 6,463 |
| 342 | First National Bank, West Monroe, La. | 10,809 | 10,302 | 315 | | 0 | 0 |
| 343 | United Bank of Fort Collins NA, Colo. | 10,740 | ........ | ... | | 0 | ........ |
| 344 | First-Citizens Bank & Trust Co., Raleigh, N.C. | 10,718 | 6,728 | 0 | | 109 | 101 |
| 345 | Sun Bank of Tampa Bay, Tampa, Fla. | 10,701 | 63,514 | 107 | | 0 | 0 |
| 346 | First National Bank, Rochester, Minn. | 10,683 | ........ | ... | | 0 | ........ |
| 347 | Hamilton Bank, Lancaster, Pa. | 10,632 | 2,655 | 0 | | 8,857 | 6,338 |
| 348 | RepublicBank San Antonio NA, Tex. | 10,557 | ........ | ... | | 3,820 | ........ |
| 349 | First National Bank, Champaign, Ill. | 10,490 | ........ | ... | | 0 | ........ |
| 350 | Southwest Bank, Vista, Calif. | 10,323 | ........ | ... | | 233 | ........ |
| 351 | Michigan National Bank, Lansing | 10,176 | 774 | 0 | | 0 | 0 |
| 352 | F & M Bank & Trust Co., Tulsa, Okla. | 10,134 | 8,147 | 332 | | 2,368 | 2,426 |
| 353 | McAllen State Bank, Tex. | 10,064 | 8,122 | 333 | | 2,549 | 2,549 |
| 354 | UBAF Arab American Bank, New York | 10,045 | 6,801 | 0 | | 0 | 831,589 |

For definitions and survey information see the story beginning on page 1.

The 1984 correspondent balance total due all banks may not be comparable with 1983 totals because of changes in the Federal regulatory report of condition. See the story beginning on page 1 for details.

# Largest Banks in Interbank Deposits

## Banks with Total Interbank Deposits of $10 Million or More
## Ranked by Size of Total Deposits Due to All Banks

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(Dollar Figures in Thousands)

| Rank 6/30/84 | | Dep. Due To Banks 6/30/84 | % of Total Dep. | Rank 6/30/83 | Gain |
|---|---|---|---|---|---|
| 1 | Manufacturers Hanover Trust Co., New York (b) | 3,758,403 | 8.2 | 2 | +1 |
| 2 | Bank of America NT&SA, San Francisco (b) | 3,645,000 | 4.0 | 1 | |
| 3 | Bankers Trust Co., New York (b) | 3,128,871 | 11.2 | 8 | +5 |
| 4 | Chase Manhattan Bank NA, New York (b) | 2,855,056 | 4.4 | 7 | +3 |
| 5 | Morgan Guaranty Trust Co., New York (b) | 2,257,056 | 5.6 | 6 | +1 |
| 6 | First National Bank of Chicago (b) | 1,942,399 | 6.9 | 10 | +4 |
| 7 | Chemical Bank, New York | 1,853,069 | 5.1 | 5 | |
| 8 | Citibank NA, New York (b) | 1,600,478 | 2.0 | 3 | |
| 9 | Irving Trust Co., New York (b) | 1,539,219 | 13.1 | 9 | |
| 10 | Continental Illinois Nat'l Bank & Trust Co., Chicago (b) | 1,024,275 | 5.9 | 4 | |
| 11 | First National Bank, Boston (b) | 871,624 | 7.1 | 20 | +9 |
| 12 | Security Pacific National Bank, Los Angeles (b) | 783,960 | 2.7 | 14 | +2 |
| 13 | Mellon Bank NA, Pittsburgh (b) | 776,530 | 5.7 | 19 | +6 |
| 14 | First Interstate Bank of California, Los Angeles (b) | 676,455 | 4.3 | 17 | +3 |
| 15 | Philadelphia National Bank (b) | 635,737 | 14.8 | 18 | +3 |
| 16 | Union Bank, Los Angeles | 624,252 | 10.1 | 57 | +41 |
| 17 | First City National Bank, Houston | 493,555 | 8.6 | 15 | |
| 18 | Northern Trust Co., Chicago (b) | 473,874 | 11.9 | 23 | +5 |
| 19 | RepublicBank Dallas NA (b) | 450,910 | 4.8 | 25 | +6 |
| 20 | InterFirst Bank Houston NA | 415,058 | 41.1 | 75 | +55 |
| 21 | MBank Dallas NA | 400,703 | 9.5 | 29 | +8 |
| 22 | National Bank of Detroit | 399,509 | 5.0 | 37 | +15 |
| 23 | Norwest Bank Minneapolis NA | 375,795 | 9.0 | 35 | +12 |
| 24 | Marine Midland Bank NA, Buffalo, N.Y. (b) | 368,342 | 2.1 | 11 | |
| 25 | InterFirst Bank Dallas NA (b) | 359,535 | 5.1 | 28 | +3 |
| 26 | Wells Fargo Bank NA, San Francisco (b) | 345,413 | 1.8 | 21 | |
| 27 | Centerre Bank NA, St. Louis, Mo. | 342,343 | 15.2 | 33 | +6 |
| 28 | Mercantile Trust Co. NA, St. Louis, Mo. | 327,339 | 14.8 | 32 | +4 |
| 29 | Crocker National Bank, San Francisco (b) | 314,111 | 1.7 | 13 | |
| 30 | Harris Trust & Savings Bank, Chicago (b) | 309,180 | 6.2 | 38 | +8 |
| 31 | Allied Bank of Texas, Houston | 305,925 | 10.5 | 42 | +11 |
| 32 | First National Bank of Atlanta | 298,531 | 7.6 | 39 | +7 |
| 33 | Connecticut National Bank, Hartford | 297,005 | 7.1 | 26 | |
| 34 | Texas Commerce Bank NA, Houston (b) | 282,374 | 4.9 | 12 | |
| 35 | First Tennessee Bank NA, Memphis | 277,959 | 11.5 | 55 | +20 |
| 36 | United Bank of Denver NA | 269,201 | 15.9 | 45 | +9 |
| 37 | Indiana National Bank, Indianapolis | 259,950 | 12.4 | 43 | +6 |
| 38 | First Wisconsin National Bank, Milwaukee (b) | 247,099 | 10.2 | 41 | +3 |
| 39 | First National State Bank of New Jersey, Newark | 232,680 | 12.4 | 61 | +22 |
| 40 | Bank of New York (b) | 229,503 | 2.4 | 30 | |
| 41 | State Street Bank & Trust Co., Boston (b) | 216,116 | 8.4 | 64 | +23 |
| 42 | European American Bank & Trust Co., New York (b) | 215,220 | 4.5 | 27 | |
| 43 | American National Bank & Trust Co., Chicago | 213,580 | 9.4 | 50 | +7 |
| 44 | Citizens & Southern National Bank, Atlanta (b) | 209,866 | 4.5 | 49 | +5 |
| 45 | Southeast Bank NA, Miami | 201,931 | 3.0 | 91 | +46 |
| 46 | AmSouth Bank NA, Birmingham, Ala. (b) | 201,162 | 6.8 | 86 | +40 |
| 47 | First National Bank & Trust Co., Oklahoma City | 200,662 | 11.9 | 81 | +34 |
| 48 | American Fletcher National B & T Co., Indianapolis | 197,515 | 8.2 | 85 | +37 |
| 49 | First National Bank, Minneapolis (b) | 194,322 | 4.3 | 53 | +4 |
| 50 | Bank of New England NA, Boston (b) | 189,623 | 5.6 | 77 | +27 |
| 51 | Boatmen's National Bank, St. Louis, Mo. | 189,302 | 24.1 | 59 | +8 |
| 52 | First Pennsylvania Bank NA, Philadelphia | 186,773 | 4.9 | 118 | +66 |
| 53 | BancTexas Dallas NA | 186,421 | 27.5 | 67 | +14 |
| 54 | Pittsburgh National Bank (b) | 183,795 | 3.9 | 60 | +6 |
| 55 | First National Bank St. Paul, Minn. | 179,962 | 7.7 | 47 | |
| 56 | Valley National Bank, Phoenix, Ariz. | 179,537 | 2.6 | 150 | +94 |
| 57 | Central Bank of Denver | 177,922 | 21.9 | 65 | +8 |
| 58 | Citibank (South Dakota) NA, Sioux Falls | 176,877 | 8.3 | ... | |
| 59 | First City Bank, Dallas | 176,410 | 20.8 | 52 | |
| 60 | Savings Banks Trust Co., New York | 172,939 | 93.3 | ... | |
| 61 | Community Bank, Huntington Park, Calif. | 167,073 | 30.3 | 73 | +12 |
| 62 | Bank of the Southwest NA, Houston | 162,729 | 7.0 | 44 | |
| 63 | Brown Brothers Harriman & Co., New York | 161,578 | 23.3 | 63 | |
| 64 | NCNB National Bank of North Carolina, Charlotte (b) | 159,399 | 2.3 | 51 | |
| 65 | Manufacturers Hanover Bank (Delaware), Wilmington | 159,219 | 19.1 | ... | |
| 66 | First National Bank of Commerce, New Orleans | 159,161 | 11.2 | 58 | |
| 67 | Texas American Bank/Fort Worth NA | 155,005 | 8.7 | 71 | +4 |
| 68 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 153,248 | 7.6 | 48 | |
| 69 | Maryland National Bank, Baltimore | 151,775 | 4.1 | 76 | +7 |
| 70 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. (b) | 150,199 | 2.6 | 100 | +30 |
| 71 | Liberty National Bank & Trust Co., Louisville, Ky. | 149,659 | 13.1 | 106 | +35 |
| 72 | First National Bank of Florida, Tampa | 148,020 | 9.5 | 74 | +2 |
| 73 | First National Bank, Kansas City, Mo. | 145,961 | 17.9 | 80 | +7 |
| 74 | Manufacturers National Bank, Detroit | 143,949 | 3.6 | 96 | +22 |
| 75 | Fidelity Bank, Philadelphia (b) | 142,708 | 3.8 | 109 | +34 |
| 76 | United Missouri Bank of Kansas City NA | 142,132 | 15.5 | 70 | |
| 77 | First National Bank, Louisville, Ky. | 140,317 | 6.4 | 46 | |
| 78 | Industrial Bank of Japan Trust Co., New York | 138,462 | 8.2 | 22 | |
| 79 | Rainier National Bank, Seattle (b) | 138,423 | 2.7 | 78 | |
| 80 | Mellon Bank (East), Philadelphia | 138,117 | 5.5 | 87 | +7 |
| 81 | United Oklahoma Bank, Oklahoma City | 134,318 | 46.8 | 92 | +11 |
| 82 | Commerce Bank of Kansas City NA, Mo. | 133,271 | 15.9 | 79 | |
| 83 | J. Henry Schroder Bank & Trust Co., New York (b) | 129,169 | 8.8 | 36 | |
| 84 | Connecticut Bank & Trust Co. NA, Hartford (b) | 128,778 | 3.0 | 84 | |
| 85 | Central National Bank, Cleveland | 126,810 | 7.5 | 170 | +85 |
| 86 | Riggs National Bank, Washington, D.C. (b) | 123,262 | 3.4 | 31 | |
| 87 | Liberty National Bank & Trust Co., Oklahoma City | 121,417 | 7.3 | 62 | |
| 88 | M&I Marshall & Ilsley Bank, Milwaukee, Wis. | 119,753 | 15.4 | 82 | |
| 89 | Central Bank, Oakland, Calif. | 118,421 | 11.3 | 188 | +99 |
| 90 | Trust Company Bank, Atlanta | 117,269 | 5.3 | 93 | +3 |
| 91 | Seattle-First National Bank | 116,166 | 1.9 | 56 | |
| 92 | First Interstate Bank of Denver NA | 114,627 | 7.2 | 268 | +176 |
| 93 | Sovran Bank NA, Richmond | 114,112 | 2.0 | 316 | +223 |
| 94 | Sun Bank NA, Orlando, Fla. | 113,879 | 5.7 | 121 | +27 |
| 95 | Bank of Oklahoma NA, Tulsa | 113,120 | 8.6 | 120 | +25 |
| 96 | California Canadian Bank, San Francisco | 112,869 | 26.4 | 68 | |
| 97 | American Security Bank NA, Washington, D.C. (b) | 112,045 | 3.7 | 40 | |
| 98 | First State Bank, Abilene, Tex. | 111,279 | 25.2 | 72 | |
| 99 | Banco de Ponce, P.R. | 108,885 | 7.1 | 97 | |
| 100 | Bank of California NA, San Francisco (b) | 108,860 | 4.5 | 101 | +1 |

For definitions, see story on Page 1

| Rank 6/30/84 | | Dep. Due To Banks 6/30/84 | % of Total Dep. | Rank 6/30/83 | Gain |
|---|---|---|---|---|---|
| 101 | Provident National Bank, Philadelphia | 106,862 | 3.9 | 131 | +30 |
| 102 | NCNB National Bank of Florida NA, Tampa | 105,519 | 4.1 | 123 | +21 |
| 103 | Bank of Tokyo Trust Co., New York | 99,851 | 2.4 | ... | |
| 104 | Texas Commerce Bank-Dallas NA | 98,704 | 32.0 | 128 | +24 |
| 105 | United Virginia Bank, Richmond | 98,157 | 2.3 | 139 | +34 |
| 106 | National Westminster Bank USA, New York (b) | 96,871 | 1.5 | 24 | |
| 107 | InterFirst Bank Austin NA, Tex. | 96,636 | 8.6 | 83 | |
| 108 | Capital Bank & Trust Co., Baton Rouge, La. | 96,204 | 22.6 | 105 | |
| 109 | Shawmut Bank of Boston NA (b) | 95,347 | 4.6 | 66 | |
| 110 | Peoples National Bank of Washington, Seattle | 92,912 | 5.5 | 117 | +7 |
| 111 | Society National Bank, Cleveland | 88,806 | 4.7 | 177 | +66 |
| 112 | Midlantic National Bank, Newark, N.J. | 88,238 | 4.2 | 149 | +37 |
| 113 | Corpus Christi National Bank, Tex. | 86,067 | 15.8 | 142 | +29 |
| 114 | First City National Bank Austin, Tex. | 85,635 | 13.3 | 160 | +46 |
| 115 | Merchants National Bank, Cedar Rapids, Iowa | 85,512 | 21.3 | 114 | |
| 116 | Banco de Santander-Puerto Rico, Hato Rey | 85,269 | 10.0 | ... | |
| 117 | Texas Independent Bank, Dallas | 84,839 | 85.3 | ... | |
| 118 | Bank of Canton of California, San Francisco | 83,068 | 17.7 | 104 | |
| 119 | First of America-Detroit NA | 82,944 | 9.5 | 133 | +14 |
| 120 | Comerica Bank-Detroit | 82,391 | 1.5 | 167 | +47 |
| 121 | First National Bank & Trust Co., Lincoln, Neb. | 82,144 | 14.0 | 119 | |
| 122 | Fourth National Bank & Trust Co., Wichita, Kan. | 81,470 | 9.0 | 103 | |
| 123 | Boatmen's Bank & Trust Co., Kansas City, Mo. | 80,658 | 32.1 | 125 | +2 |
| 124 | California First Bank, San Francisco | 80,565 | 1.9 | 371 | +247 |
| 125 | AmeriTrust Co. NA, Cleveland | 79,856 | 1.8 | 165 | +40 |
| 126 | Atlantic Bank, New York | 78,181 | 16.6 | 89 | |
| 127 | Third National Bank, Nashville, Tenn. | 77,921 | 4.9 | 113 | |
| 128 | Equitable Bank NA, Baltimore | 77,660 | 3.5 | 153 | +25 |
| 129 | Mitsui Manufacturers Bank, Los Angeles | 75,683 | 5.2 | 181 | +52 |
| 130 | Chase Manhattan Bank (USA) NA, Wilmington, Del. | 75,000 | 11.1 | ... | |
| 131 | Fuji Bank & Trust Co., New York | 73,575 | 3.9 | 34 | |
| 132 | Omaha National Bank, Neb. | 73,363 | 11.2 | 122 | |
| 133 | Capital Bank NA, Houston | 72,916 | 9.5 | 98 | |
| 134 | Union Planters National Bank, Memphis, Tenn. | 71,966 | 4.8 | 140 | +6 |
| 135 | American Bank & Trust Co., Baton Rouge, La. | 71,100 | 13.5 | 130 | |
| 136 | Colorado National Bank, Denver | 70,988 | 7.5 | 69 | |
| 137 | United States National Bank, Portland, Ore. | 70,825 | 1.6 | 147 | +10 |
| 138 | Norwest Bank Omaha NA, Neb. | 70,670 | 16.4 | 124 | |
| 139 | Continental National Bank, Fort Worth, Tex. | 70,241 | 13.1 | 95 | |
| 140 | Bank South NA, Atlanta | 68,231 | 6.2 | 116 | |
| 141 | First American National Bank, Nashville, Tenn. | 66,963 | 4.7 | 111 | |
| 142 | Central Bank of the South, Birmingham, Ala. | 66,212 | 3.6 | 134 | |
| 143 | First National Bank, Fort Myers, Fla. | 65,542 | 19.0 | 138 | |
| 144 | First National Bank & Trust Co., Tulsa | 65,339 | 7.4 | 180 | +36 |
| 145 | First Alabama Bank, Birmingham | 65,173 | 11.9 | ... | |
| 146 | Merchants National Bank & Trust Co., Indianapolis | 64,757 | 4.4 | 108 | |
| 147 | Frost National Bank, San Antonio, Tex. | 64,430 | 4.8 | 132 | |
| 148 | First Commercial Bank NA, Little Rock, Ark. | 62,525 | 9.6 | 230 | +82 |
| 149 | Midlantic National Bank/North, West Paterson, N.J. | 62,050 | 5.6 | 159 | +10 |
| 150 | National City Bank, Cleveland | 60,945 | 2.3 | 126 | |
| 151 | Centerre Bank of Kansas City NA, Mo. | 60,031 | 22.2 | 169 | +18 |
| 152 | First National Bank, Cincinnati | 59,899 | 5.2 | 155 | +3 |
| 153 | SouthTrust Bank of Alabama NA, Birmingham | 59,771 | 5.1 | 166 | +13 |
| 154 | First National Bank, Columbia, S.C. | 58,840 | 4.3 | 204 | +50 |
| 155 | BancOne Columbus NA, Ohio | 58,667 | 4.2 | 158 | +3 |
| 156 | Norwest Bank Des Moines NA, Iowa | 58,459 | 7.4 | 141 | |
| 157 | Marine Bank NA, Milwaukee, Wis. | 57,610 | 5.7 | 163 | +6 |
| 158 | United States Trust Co., New York | 57,033 | 3.3 | 94 | |
| 159 | American National Bank, Austin, Tex. | 56,708 | 13.4 | 274 | +115 |
| 160 | Commercial National Bank, Shreveport, La. | 55,820 | 6.7 | 178 | +18 |
| 161 | First National Bank, Omaha, Neb. | 55,765 | 12.8 | 127 | |
| 162 | Fidelity Bank NA, Oklahoma City, Okla. | 55,748 | 10.0 | 107 | |
| 163 | Boston Safe Deposit & Trust Co. | 54,611 | 3.9 | 168 | +5 |
| 164 | InterFirst Bank Fort Worth NA, Tex. | 54,545 | 5.4 | 143 | |
| 165 | Texas American Bank/Houston NA | 53,605 | 17.2 | 154 | |
| 166 | Chicago-Toyko Bank | 53,010 | 19.4 | 262 | +96 |
| 167 | Barnett Bank of Tampa NA, Fla. | 52,186 | 9.8 | 190 | +23 |
| 168 | Hibernia National Bank, New Orleans | 51,556 | 4.0 | 156 | |
| 169 | Industrial Valley Bank & Trust Co., Philadelphia | 51,269 | 3.2 | 282 | +113 |
| 170 | Scotiabank de Puerto Rico, Hato Rey | 49,999 | 14.0 | ... | |
| 171 | Worthen Bank & Trust Co. NA, Little Rock. Ark. | 49,655 | 7.8 | 203 | +32 |
| 172 | Texas Commerce Bank-Austin NA | 49,005 | 5.7 | 176 | +4 |
| 173 | Key Bank NA, Albany, N.Y. | 48,735 | 4.1 | 184 | +11 |
| 174 | Davenport Bank & Trust Co., Iowa | 48,651 | 8.7 | 290 | +116 |
| 175 | Fifth Third Bank, Cincinnati | 48,561 | 4.3 | 192 | +17 |
| 176 | First National Bank, Shreveport, La. | 48,355 | 5.6 | 157 | |
| 177 | Arizona Bank, Phoenix | 48,332 | 2.0 | ... | |
| 178 | National Bank of Commerce T&S Assn., Lincoln, Neb. | 48,141 | 15.5 | 185 | +7 |
| 179 | National Bank of Georgia, Atlanta | 48,110 | 5.4 | 195 | +16 |
| 180 | Mercantile-Safe Deposit & Trust Co., Baltimore | 47,775 | 6.9 | 217 | +37 |
| 181 | Whitney National Bank, New Orleans | 47,666 | 3.0 | 137 | |
| 182 | LaSalle National Bank, Chicago | 47,132 | 5.0 | 175 | |
| 183 | American National Bank & Trust Co., Chattanooga, Tenn. | 46,397 | 6.4 | 199 | +16 |
| 184 | Deposit Guaranty National Bank, Jackson, Miss. | 45,497 | 2.7 | 164 | |
| 185 | Chemical Bank (Delaware), Wilmington | 44,931 | 3.1 | ... | |
| 186 | American Bank & Trust Co., Lafayette, La. | 44,675 | 16.6 | 148 | |
| 187 | National Bank of Commerce, Memphis | 44,583 | 5.4 | 201 | +14 |
| 188 | Republic National Bank, New York (b) | 44,535 | 0.6 | 54 | |
| 189 | Balboa National Bank, National City, Calif. | 44,500 | 62.4 | ... | |
| 190 | BayBank Boston NA | 44,256 | 34.3 | ... | |
| 191 | Merchandise National Bank, Chicago | 43,972 | 23.1 | ... | |
| 192 | First National Bank, Lubbock, Tex. | 43,852 | 45.4 | 193 | +1 |
| 193 | Bank of Hawaii, Honolulu | 43,387 | 1.4 | 311 | +118 |
| 194 | National State Bank, Elizabeth, N.J. | 43,331 | 4.0 | 247 | +53 |
| 195 | First National Bank, Amarillo, Tex. | 43,104 | 5.8 | 152 | |
| 196 | Central Bank, Monroe, La. | 42,466 | 12.8 | 214 | +18 |
| 137 | National Bank of Commerce, San Antonio, Tex. | 42,032 | 4.9 | 205 | +8 |
| 198 | BancOhio National Bank, Columbus | 41,369 | 0.9 | 248 | +50 |
| 199 | Chase Lincoln First Bank NA, Rochester, N.Y. | 40,390 | 1.3 | 200 | +1 |
| 200 | Bankers Trust Co., Des Moines, Iowa | 40,078 | 9.6 | 161 | |

# Largest Banks in Interbank Deposits

| Rank 6/30/84 | | Dep. Due To Banks 6/30/84 | % of Total Dep. | Rank 6/30/83 | Gain |
|---|---|---|---|---|---|
| 201 | First Interstate Bank of Oregon NA, Portland | 40,063 | 1.0 | 220 | +19 |
| 202 | Security National Bank, Kansas City, Kan. | 39,990 | 16.0 | 292 | +90 |
| 203 | American National Bank & Trust Co., St. Paul, Minn. | 39,812 | 13.1 | 189 | |
| 204 | Commerce Union Bank, Nashville, Tenn. | 39,800 | 3.3 | 183 | |
| 205 | Victoria Bank & Trust Co., Tex. | 39,289 | 7.6 | 206 | +1 |
| 206 | National Bank of Washington, D.C. | 39,100 | 3.9 | 211 | +5 |
| 207 | Florida National Bank of Jacksonville | 38,305 | 1.0 | 265 | +58 |
| 208 | F&M Marquette National Bank, Minneapolis | 38,243 | 4.0 | 191 | |
| 209 | Denver National Bank | 37,974 | 16.1 | 88 | |
| 210 | Security National Bank, Sioux City, Iowa | 37,821 | 15.9 | 172 | |
| 211 | Pan American Bank NA, Miami | 37,434 | 5.3 | 194 | |
| 212 | Union Trust Company of Maryland, Baltimore | 37,005 | 2.9 | 309 | +97 |
| 213 | Amarillo National Bank, Tex. | 36,835 | 7.4 | 207 | |
| 214 | Citizens National Bank, Evansville, Ind. | 36,386 | 7.6 | 254 | +40 |
| 215 | First National Bank, Belleville, Ill. | 36,049 | 12.8 | 270 | +55 |
| 216 | Old National Bank, Evansville, Ind. | 36,012 | 7.0 | 235 | +19 |
| 217 | Independent State Bank of Minnesota, Minneapolis | 35,976 | 99.9 | ... | |
| 218 | National Community Bank, Rutherford, N.J. | 35,946 | 2.8 | ... | |
| 219 | Exchange National Bank, Chicago | 35,510 | 3.6 | 251 | +32 |
| 220 | Allied Lakewood Bank, Dallas | 35,256 | 8.1 | ... | |
| 221 | Unitedbank-Houston | 35,114 | 14.6 | 182 | |
| 222 | State National Bank, El Paso, Tex. | 35,053 | 4.9 | 135 | |
| 223 | Central Penn National Bank, Philadelphia | 34,709 | 4.3 | 267 | +44 |
| 224 | BancTexas Houston | 34,163 | 20.7 | 302 | +78 |
| 225 | Midway National Bank, St. Paul, Minn | 34,142 | 17.9 | 229 | +4 |
| 226 | General Bank, St. Louis, Mo. | 33,811 | 11.6 | 187 | |
| 227 | Zions First National Bank, Salt Lake City, Utah | 33,578 | 2.1 | 213 | |
| 228 | Shawmut Worcester County Bank NA, Worcester, Mass. | 33,575 | 4.8 | 284 | +56 |
| 229 | United Central Bank of Des Moines NA, Iowa | 33,142 | 12.5 | 196 | |
| 230 | Michigan National Bank, Detroit | 33,111 | 2.4 | 227 | |
| 231 | Flagship National Bank of Miami | 33,097 | 4.4 | 326 | +95 |
| 232 | United Jersey Bank, Hackensack, N.J. | 32,143 | 1.6 | 236 | +4 |
| 233 | Old National Bank of Washington, Spokane | 32,096 | 2.7 | 338 | +105 |
| 234 | First National Bank, Jackson, Miss. | 31,341 | 2.3 | 162 | |
| 235 | Dai-Ichi Kangyo Bank of California, Los Angeles | 31,180 | 23.6 | 249 | +14 |
| 236 | Barclays Bank of New York NA | 31,101 | 2.4 | 243 | +7 |
| 237 | First American Bank of Knoxville NA, Tenn. | 31,063 | 4.7 | ... | |
| 238 | UnibancTrust, Chicago | 31,031 | 7.8 | 212 | |
| 239 | First Security Nat'l Bank & Trust Co., Lexington, Ky. | 30,927 | 5.7 | 232 | |
| 240 | First National Bank, Wichita, Kan. | 30,751 | 6.5 | 242 | +2 |
| 241 | First Security Bank of Utah NA, Ogden | 30,556 | 1.5 | 209 | |
| 242 | First National Bank, Albuquerque, N.M. | 30,160 | 4.8 | 255 | +13 |
| 243 | Citizens Bank, Sheboygan, Wis. | 30,159 | 7.4 | ... | |
| 244 | Barnett Bank of South Florida NA, Miami | 30,018 | 1.4 | 241 | |
| 245 | First National Bank, Topeka, Kan. | 30,017 | 11.0 | 252 | +7 |
| 246 | Cullen Center Bank & Trust Co., Houston | 29,876 | 7.4 | 110 | |
| 247 | National Bank of Waterloo, Iowa | 29,691 | 13.8 | 238 | |
| 248 | Commercial National Bank, Kansas City, Kan. | 29,433 | 14.5 | 219 | |
| 249 | United Bank of Texas, Austin | 28,378 | 11.2 | ... | |
| 250 | RepublicBank Houston NA | 28,347 | 2.0 | 208 | |
| 251 | First City National Bank of Beaumont, Tex. | 28,144 | 7.9 | 299 | +48 |
| 252 | Israel Discount Bank of New York | 28,142 | 0.9 | 173 | |
| 253 | Kellogg-Citizens National Bank, Green Bay, Wis. | 27,957 | 9.6 | 223 | |
| 254 | Sunrise Bank of California, Citrus Heights | 27,800 | 27.2 | ... | |
| 255 | Suburban Bank, Bethesda, Md. | 27,754 | 1.5 | ... | |
| 256 | RepublicBank Lubbock NA, Tex. | 27,207 | 7.2 | 221 | |
| 257 | Boatmen's National Bank, Springfield, Mo. | 27,079 | 10.4 | 271 | +14 |
| 258 | Georgia Railroad Bank & Trust Co., Augusta | 27,031 | 6.0 | 293 | +35 |
| 259 | Commonwealth National Bank, Harrisburg, Pa. | 26,853 | 2.7 | 306 | +47 |
| 260 | First American National Bank-Eastern, Kingsport, Tenn. | 26,565 | 6.7 | 276 | +16 |
| 261 | Manufacturers & Traders Trust Co., Buffalo, N.Y. | 26,241 | 1.6 | 321 | +60 |
| 262 | Consolidated Bank NA, Hialeah, Fla. | 25,816 | 5.7 | ... | |
| 263 | First American Bank NA, Washington, D.C. | 25,641 | 3.3 | 225 | |
| 264 | Louisiana National Bank, Baton Rouge, La. | 25,413 | 2.9 | 224 | |
| 265 | El Paso National Bank, Tex. | 25,348 | 4.1 | 115 | |
| 266 | Old Stone Bank, Providence, R.I. | 25,202 | 1.7 | 102 | |
| 267 | Citizens & Southern National Bank, Charleston, S.C. | 25,092 | 1.4 | 273 | +6 |
| 268 | First National Bank, Waco, Tex. | 25,016 | 9.8 | 240 | |
| 269 | First National Bank, Hutchinson, Kan. | 24,969 | 18.9 | 363 | +94 |
| 270 | First National Bank of Maryland, Baltimore (b) | 24,937 | 0.9 | 174 | |
| 271 | Rhode Island Hospital Trust National Bank, Providence | 24,663 | 1.7 | 279 | +8 |
| 272 | InterFirst Bank Fannin, Houston | 24,601 | 5.3 | 258 | |
| 273 | Dominion Bank NA, Roanoke, Va. | 24,578 | 1.6 | 234 | |
| 274 | Banco de San Juan, Santurce, P.R. | 24,156 | 7.5 | 347 | +73 |
| 275 | First City Bank of Corpus Christi, Tex. | 24,098 | 6.4 | 210 | |
| 276 | First City National Bank, Tyler, Tex. | 24,025 | 7.6 | 264 | |
| 277 | Mitsubishi Bank of California, Los Angeles | 23,917 | 3.1 | 233 | |
| 278 | City National Bank, Beverly Hills, Calif. | 23,671 | 1.5 | 298 | +20 |
| 279 | Bank of North Dakota, Bismarck | 23,562 | 4.6 | 228 | |
| 280 | Independent State Bank, Denver | 23,117 | 94.4 | ... | |
| 281 | Central Trust Co. NA, Cincinnati | 23,076 | 1.9 | ... | |
| 282 | Fleet National Bank, Providence, R.I. (b) | 22,846 | 0.7 | 145 | |
| 283 | Atlantic National Bank of Florida, Jacksonville | 22,840 | 0.9 | 215 | |
| 284 | Allied Mercantile Bank, Houston | 22,569 | 8.0 | ... | |
| 285 | Union National Bank, Little Rock, Ark. | 22,498 | 5.0 | 218 | |
| 286 | Bank Leumi Trust Co., New York | 22,428 | 1.0 | 226 | |
| 287 | Commercial National Bank of Peoria, Ill. | 22,423 | 7.0 | 263 | |
| 288 | RepublicBank Waco NA, Tex. | 22,244 | 7.1 | 244 | |
| 289 | First Wisconsin National Bank, Eau Claire | 22,097 | 13.6 | 269 | |
| 290 | Fidelity National Bank, Baton Rouge, La. | 21,949 | 3.6 | ... | |
| 291 | United Missouri Bank of St. Louis NA | 21,652 | 50.1 | ... | |
| 292 | Alamo National Bank, San Antonio, Tex. | 21,609 | 3.9 | 260 | |
| 293 | Bank of Virginia, Richmond | 21,496 | 0.7 | 272 | |
| 294 | InterFirst Bank Wichita Falls NA, Tex. | 21,449 | 6.3 | 286 | |
| 295 | Hutchinson National Bank & Trust Co., Kan. | 21,436 | 15.9 | 314 | +19 |
| 296 | Citizens Bank, Ogden, Utah | 21,431 | 27.5 | ... | |
| 297 | Lloyds Bank California, Los Angeles | 21,340 | 0.9 | 250 | |
| 298 | Banco Popular de Puerto Rico, San Juan | 21,144 | 0.8 | 231 | |
| 299 | Continental Bank, Phoenix, Ariz. | 20,924 | 5.9 | ... | |
| 300 | Guaranty Bank & Trust Co., Alexandria, La. | 20,765 | 6.6 | ... | |
| 301 | Kanawha Valley Bank NA, Charleston, W. Va. | 20,652 | 5.3 | 278 | |
| 302 | Roig Commercial Bank, Humacao, P.R. | 20,077 | 12.9 | ... | |
| 303 | Old Kent Bank & Trust Co., Grand Rapids, Mich. | 20,063 | 1.0 | 308 | +5 |
| 304 | Ouachita National Bank, Monroe, La. | 19,748 | 4.8 | 277 | |
| 305 | First Hawaiian Bank, Honolulu | 19,624 | 0.9 | 376 | +71 |
| 306 | Allied American Bank, Houston | 19,531 | 9.1 | ... | |
| 307 | Colonial Bank, Waterbury, Conn. | 19,530 | 1.6 | ... | |
| 308 | Bank of New England-West NA, Springfield, Mass. | 19,500 | 2.8 | 325 | +17 |
| 309 | Hamilton Bank, Lancaster, Pa. | 19,489 | 1.0 | 361 | +52 |
| 310 | Fidelity Union Bank/First National State, Newark, N.J. | 19,446 | 0.5 | 266 | |
| 311 | Center National Bank, Woodland Hills, Calif. | 19,400 | 33.6 | ... | |
| 312 | InterFirst Bank Tyler NA, Tex. | 19,321 | 5.5 | 202 | |
| 313 | Drovers Bank, Chicago | 19,308 | 10.9 | 287 | |
| 314 | Bank of Commerce, San Diego, Calif. | 19,303 | 27.3 | ... | |
| 315 | United New Mexico Bank, Albuquerque | 19,272 | 10.4 | ... | |
| 316 | First Interstate Bank of Arizona NA, Phoenix | 19,155 | 0.4 | 330 | +14 |
| 317 | Capital City First National Bank, Tallahasse, Fla. | 18,793 | 12.4 | 300 | |
| 318 | RepublicBank First National Midland, Tex. | 18,492 | 2.9 | ... | |
| 319 | Commerce Bank of St. Louis NA, Mo. | 18,430 | 9.4 | 285 | |
| 320 | First National Bank, Elkhart, Ind. | 18,379 | 3.8 | 256 | |
| 321 | Lincoln National Bank & Trust Co., Fort Wayne, Ind. | 18,322 | 3.1 | 275 | |
| 322 | Allied Champions Bank, Houston | 18,268 | 7.8 | ... | |
| 323 | United Bank of Arizona, Phoenix | 18,152 | 1.5 | 318 | |
| 324 | Equibank, Pittsburgh | 17,741 | 0.7 | 246 | |
| 325 | Bankers Trust of South Carolina, Columbia | 17,457 | 1.4 | 245 | |
| 326 | Imperial Bank, Los Angeles | 17,456 | 1.5 | ... | |
| 327 | Banco di Roma (Chicago) | 17,438 | 12.1 | 171 | |
| 328 | Barnett Bank of Central Florida NA, Winter Park | 17,179 | 1.8 | 332 | +4 |
| 329 | Fort Wayne National Bank, Ind. | 17,155 | 3.0 | ... | |
| 330 | BayBank Middlesex, Burlington, Mass. | 17,120 | 1.0 | 315 | |
| 331 | Huntington National Bank, Columbus, Ohio | 16,808 | 0.6 | 237 | |
| 332 | Norwest Bank Midland NA, Minn. | 16,610 | 6.4 | 294 | |
| 333 | Oregon Bank, Portland | 16,492 | 2.0 | 283 | |
| 334 | Union Trust Co., Stamford, Conn. | 16,468 | 1.1 | 319 | |
| 335 | Citibank (Delaware), New Castle | 16,267 | 63.3 | ... | |
| 336 | Merchants National Bank, Mobile, Ala. | 16,188 | 3.1 | 329 | |
| 337 | First National Bank & Trust Co., Salina, Kan. | 16,152 | 14.9 | 296 | |
| 338 | Abilene National Bank, Tex. | 16,053 | 5.2 | 146 | |
| 339 | Union National Bank, Wichita, Kan. | 15,982 | 6.3 | 307 | |
| 340 | Bank of New Jersey, Camden | 15,880 | 2.5 | ... | |
| 341 | South Carolina National Bank, Columbia | 15,856 | 1.0 | 356 | +15 |
| 342 | Chinese American Bank, New York | 15,584 | 7.3 | ... | |
| 343 | First National Bank, Mobile, Ala. | 15,447 | 2.9 | 328 | |
| 344 | Banco Central Corp., Hato Rey, P.R. | 15,380 | 2.3 | ... | |
| 345 | Sunwest Bank of Albuquerque NA, N.M. | 15,332 | 1.4 | 312 | |
| 346 | Bossier Bank & Trust Co., Bossier City, La. | 15,261 | 6.3 | 216 | |
| 347 | First National Bank, Sioux City, Iowa | 15,178 | 11.0 | 281 | |
| 348 | Commercial National Bank, Tulsa, Okla. | 15,109 | 32.0 | ... | |
| 349 | Texas American Bank/Dallas | 15,015 | 5.0 | ... | |
| 350 | Heights State Bank, Houston | 14,974 | 6.4 | ... | |
| 351 | Capital Bank, North Bay Village, Miami | 14,826 | 3.9 | ... | |
| 352 | Guaranty Bank & Trust Co., Lafayette, La. | 14,737 | 2.3 | 288 | |
| 353 | Shawmut Bank of Franklin Cty., Greenfield, Mass. | 14,717 | 19.1 | ... | |
| 354 | Maine National Bank, Portland | 14,640 | 2.8 | 297 | |
| 355 | Union Bank & Trust Co. NA, Grand Rapids, Mich. | 14,569 | 2.3 | 348 | |
| 356 | Security Trust Co., Rochester, N.Y. | 14,544 | 1.2 | 186 | |
| 357 | Madison Bank & Trust Co., Chicago | 14,434 | 14.2 | ... | |
| 358 | Fourth National Bank, Tulsa, Okla. | 14,411 | 4.0 | 367 | +9 |
| 359 | RepublicBank San Antonio NA, Tex. | 14,377 | 5.0 | ... | |
| 360 | RepublicBank Tyler, Tex. | 14,337 | 5.8 | 340 | |
| 361 | Charleston National Bank, W. Va. | 14,217 | 5.2 | 289 | |
| 362 | Valley National Bank, Des Moines, Iowa | 14,005 | 8.3 | 352 | |
| 363 | Huntington National Bank of Northeast Ohio, Cleveland | 13,920 | 1.5 | 335 | |
| 364 | Norstar Bank of Long Island, Hempstead, N.Y. | 13,521 | 1.7 | ... | |
| 365 | Commercial Bank & Trust Co., Muskogee, Okla. | 13,472 | 9.0 | ... | |
| 366 | Puget Sound National Bank, Tacoma, Wash. | 13,447 | 1.2 | ... | |
| 367 | First City National Bank, El Paso, Tex. | 13,288 | 4.7 | ... | |
| 368 | First Bankers NA, Pompano Beach, Fla. | 13,119 | 3.9 | ... | |
| 369 | Preston State Bank, Dallas | 13,065 | 2.6 | 310 | |
| 370 | Essexbank, Peabody, Mass. | 13,057 | 3.8 | ... | |
| 371 | Corn Belt Bank, Bloomington, Ill. | 12,994 | 9.8 | ... | |
| 372 | Simmons First National Bank, Pine Bluff, Ark. | 12,938 | 4.9 | 355 | |
| 373 | County Bank & Trust, Santa Cruz, Calif. | 12,881 | 3.0 | ... | |
| 374 | First Interstate Bank of Billings NA | 12,804 | 5.3 | 323 | |
| 375 | National City Bank, Minneapolis | 12,702 | 4.0 | 327 | |
| 376 | Merrill Trust Co., Bangor, Me. | 12,687 | 4.2 | 359 | |
| 377 | McAllen State Bank, Tex. | 12,613 | 2.1 | 342 | |
| 378 | Indian Head National Bank, Nashua, N.H. | 12,515 | 3.5 | 365 | |
| 379 | F & M Bank & Trust Co., Tulsa, Okla. | 12,502 | 4.9 | 343 | |
| 380 | Blount National Bank, Maryville, Tenn. | 12,490 | 8.9 | ... | |
| 381 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 12,474 | 1.2 | 357 | |
| 382 | Casco Northern Bank NA, Portland, Me. | 12,452 | 1.8 | ... | |
| 383 | Genesee Merchants Bank & Trust Co., Flint, Mich. | 12,399 | 1.4 | ... | |
| 384 | First Bank (NA) Duluth, Minn. | 12,293 | 4.8 | ... | |
| 385 | Western Bank-Westheimer, Houston | 12,098 | 4.3 | 304 | |
| 386 | American Bank & Trust Co., New Orleans | 11,946 | 3.5 | 337 | |
| 387 | First City National Bank, Midland, Tex. | 11,907 | 3.0 | ... | |
| 388 | First Victoria National Bank, Tex. | 11,906 | 4.0 | ... | |
| 389 | Colorado National Bank-Pueblo | 11,895 | 10.8 | ... | |
| 390 | First-Wichita National Bank, Wichita Falls, Tex. | 11,818 | 3.2 | 291 | |
| 391 | First Alabama Bank of Montgomery NA | 11,715 | 2.5 | 317 | |
| 392 | Merchants National Bank, Topeka, Kan. | 11,632 | 5.6 | 303 | |
| 393 | Republic National Bank, Miami | 11,353 | 1.8 | ... | |
| 394 | Illinois National Bank, Springfield | 11,349 | 5.3 | 320 | |
| 395 | First National Bank of St. Joseph, Mo. | 11,287 | 5.5 | 301 | |
| 396 | First Union National Bank, Charlotte, N.C. (b) | 11,174 | 0.2 | 257 | |
| 397 | First-Citizens Bank & Trust Co., Raleigh, N.C. | 10,827 | 0.6 | ... | |
| 398 | First National Bank, West Monroe, La. | 10,809 | 10.5 | 346 | |
| 399 | RepublicBank Lufkin, Tex. | 10,743 | 7.1 | ... | |
| 400 | United Bank of Fort Collins NA, Colo. | 10,740 | 6.3 | ... | |
| 401 | Sun Bank of Tampa Bay, Tampa, Fla. | 10,701 | 2.4 | 136 | |
| 402 | First National Bank, Rochester, Minn. | 10,683 | 5.3 | ... | |
| 403 | First Bank NA, Milwaukee | 10,584 | 2.1 | 313 | |
| 404 | Dubuque Bank & Trust Co., Iowa | 10,582 | 6.2 | ... | |
| 405 | Southwest Bank, Vista, Calif. | 10,556 | 4.2 | ... | |
| 406 | First National Bank, Champaign, Ill. | 10,490 | 8.1 | ... | |
| 407 | BayBank Norfolk County Trust Co., Dedham, Mass. | 10,456 | 1.4 | ... | |
| 408 | City National Bank, Fort Smith, Ark. | 10,431 | 5.1 | 373 | |
| 409 | Michigan National Bank, Lansing | 10,176 | 0.7 | ... | |
| 410 | California Overseas Bank, Los Angeles | 10,151 | 10.3 | 322 | |
| 411 | Security National Bank, Anchorage, Alaska | 10,100 | 22.5 | ... | |
| 412 | UBAF Arab American Bank, New York | 10,045 | 1.1 | 16 | |

# 1984 CORRESPONDENT BANKING SURVEY

## Banks with Demand Deposits Due U.S. Banks of $10 Million or More

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(Dollar Figures in Thousands)

| FEDERAL RESERVE DISTRICT 1 | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | |
| **CONNECTICUT** | | | | | | | | | | |
| Connecticut National Bank, Hartford | 276,817 | 20,188 | 297,005 | 4,133,210 | 6.7 | 404,965 | 19,680 | 424,645 | 3,152,970 | 12.8 |
| Colonial Bank, Waterbury, Conn. | 19,289 | 241 | 19,530 | 1,213,079 | 1.6 | 5,385 | 302 | 5,687 | 1,103,239 | 0.5 |
| **MAINE** | | | | | | | | | | |
| Maine National Bank, Portland | 14,596 | 44 | 14,640 | 520,528 | 2.8 | 16,406 | 32 | 16,438 | 479,282 | 3.4 |
| Merrill Trust Co., Bangor, Me. | 12,538 | 149 | 12,687 | 304,880 | 4.1 | 9,047 | 0 | 9,047 | 311,768 | 2.9 |
| Casco Northern Bank NA, Portland, Me. | 12,184 | 268 | 12,452 | 685,077 | 1.8 | 5,061 | 150 | 5,211 | 432,537 | 1.2 |
| **MASSACHUSETTS** | | | | | | | | | | |
| First National Bank, Boston | 726,193 | 145,431 | 871,624 | 5,519,176 | 13.2 | 543,722 | 177,500 | 721,222 | 4,783,711 | 11.4 |
| State Street Bank & Trust Co., Boston | 170,021 | 46,095 | 216,116 | 2,122,290 | 8.0 | 91,899 | 74,803 | 166,702 | 2,139,227 | 4.3 |
| Bank of New England NA, Boston | 132,358 | 57,265 | 189,623 | 2,910,746 | 4.5 | 74,510 | 55,978 | 130,488 | 2,349,650 | 3.2 |
| Shawmut Bank of Boston NA | 85,484 | 9,863 | 95,347 | 1,809,033 | 4.7 | 138,161 | 25,275 | 163,436 | 2,030,429 | 6.8 |
| BayBank Boston NA | 42,694 | 1,562 | 44,256 | 106,478 | 40.1 | ........ | ........ | ........ | ........ | .... |
| Boston Safe Deposit & Trust Co. | 40,642 | 13,969 | 54,611 | 1,388,075 | 2.9 | 45,173 | 4,500 | 49,673 | 506,967 | 8.9 |
| Shawmut Worcester County Bank NA, Worcester, Mass. | 32,120 | 1,455 | 33,575 | 700,699 | 4.6 | 18,828 | 7 | 18,835 | 641,094 | 2.9 |
| Bank of New England-West NA, Springfield, Mass. | 19,475 | 25 | 19,500 | 691,835 | 2.8 | 12,514 | 25 | 12,539 | 566,853 | 2.2 |
| BayBank Middlesex, Burlington, Mass. | 17,120 | 0 | 17,120 | 1,668,501 | 1.0 | 14,069 | 0 | 14,069 | 1,376,171 | 1.0 |
| Shawmut Bank of Franklin Cty., Greenfield, Mass. | 14,717 | 0 | 14,717 | 77,003 | 19.1 | ........ | ........ | ........ | ........ | .... |
| Essexbank, Peabody, Mass. | 12,646 | 411 | 13,057 | 345,899 | 3.7 | ........ | ........ | ........ | ........ | .... |
| **NEW HAMPSHIRE** | | | | | | | | | | |
| Indian Head National Bank, Nashua, N.H. | 12,515 | 0 | 12,515 | 354,532 | 3.5 | 8,601 | 0 | 8,601 | 295,437 | 2.9 |
| **RHODE ISLAND** | | | | | | | | | | |
| Rhode Island Hospital Trust National Bank, Providence | 21,383 | 3,280 | 24,663 | 1,403,461 | 1.5 | 19,474 | 232 | 19,706 | 1,369,038 | 1.4 |
| Fleet National Bank, Providence, R.I. | 11,974 | 10,872 | 22,846 | 2,536,212 | 0.5 | 6,899 | 49,494 | 56,393 | 2,405,356 | 0.3 |

| FEDERAL RESERVE DISTRICT 2 | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | |
| **CONNECTICUT** | | | | | | | | | | |
| Connecticut Bank & Trust Co. NA, Hartford | 122,363 | 6,415 | 128,778 | 3,851,064 | 3.2 | 116,533 | 6,116 | 122,649 | 3,369,051 | 3.5 |
| Union Trust Co., Stamford, Conn. | 15,550 | 918 | 16,468 | 1,478,040 | 1.1 | 11,912 | 1,357 | 13,269 | 1,311,339 | 0.9 |
| **NEW JERSEY** | | | | | | | | | | |
| First National State Bank of New Jersey, Newark | 177,492 | 55,188 | 232,680 | 1,776,107 | 10.0 | 130,275 | 45,597 | 175,872 | 1,657,390 | 7.9 |
| Midlantic National Bank, Newark, N.J. | 85,692 | 2,546 | 88,238 | 1,841,303 | 4.7 | 52,944 | 2,372 | 55,316 | 1,564,659 | 3.4 |
| Midlantic National Bank/North, West Paterson, N.J. | 60,212 | 1,838 | 62,050 | 1,110,058 | 5.4 | 49,323 | 3,087 | 52,410 | 1,046,265 | 4.7 |
| National State Bank, Elizabeth, N.J. | 43,331 | 0 | 43,331 | 1,089,139 | 4.0 | 25,700 | 0 | 25,700 | 972,393 | 2.6 |
| National Community Bank, Rutherford, N.J. | 35,216 | 730 | 35,946 | 1,295,446 | 2.7 | ........ | ........ | ........ | ........ | .... |
| United Jersey Bank, Hackensack, N.J. | 29,952 | 2,191 | 32,143 | 1,981,040 | 1.5 | 26,096 | 1,589 | 27,685 | 1,832,937 | 1.4 |
| Fidelity Union Bank/First National State, Newark, N.J. | 16,681 | 2,765 | 19,446 | 3,626,148 | 0.5 | 21,036 | 1,352 | 22,388 | 2,598,090 | 0.8 |
| **NEW YORK** | | | | | | | | | | |
| Manufacturers Hanover Trust Co., New York | 1,576,150 | 2,182,253 | 3,758,403 | 20,590,807 | 7.7 | 1,160,309 | 3,729,018 | 4,889,327 | 21,175,740 | 5.5 |
| Chase Manhattan Bank NA, New York | 1,117,237 | 1,737,819 | 2,855,056 | 23,234,712 | 4.8 | 1,018,145 | 2,565,683 | 3,583,828 | 24,317,980 | 4.2 |
| Bankers Trust Co., New York | 716,890 | 2,411,981 | 3,128,871 | 9,137,433 | 7.8 | 584,612 | 2,511,672 | 3,096,284 | 9,297,424 | 6.3 |
| Morgan Guaranty Trust Co., New York | 669,504 | 1,587,552 | 2,257,056 | 12,936,660 | 5.2 | 957,646 | 2,739,608 | 3,697,254 | 16,513,499 | 5.8 |
| Citibank NA, New York | 398,000 | 1,202,478 | 1,600,478 | 25,244,000 | 1.6 | 130,000 | 4,274,277 | 4,404,277 | 26,356,000 | 0.5 |
| Irving Trust Co., New York | 394,109 | 1,145,110 | 1,539,219 | 5,228,709 | 7.5 | 272,026 | 1,618,815 | 1,890,841 | 5,476,611 | 5.0 |
| Chemical Bank, New York | 391,744 | 1,458,808 | 1,850,552 | 20,259,978 | 1.9 | 643,298 | 3,187,338 | 3,830,636 | 22,757,365 | 2.8 |
| Savings Banks Trust Co., New York | 168,065 | 4,874 | 172,939 | 185,384 | 90.7 | ........ | ........ | ........ | ........ | .... |
| Bank of New York | 148,938 | 80,565 | 229,503 | 6,778,429 | 2.2 | 159,985 | 176,796 | 336,781 | 6,938,875 | 2.3 |
| European American Bank & Trust Co., New York | 105,297 | 109,923 | 215,220 | 3,831,719 | 2.7 | 53,355 | 319,962 | 373,317 | 3,419,718 | 1.6 |
| Marine Midland Bank NA, Buffalo, N.Y. | 76,787 | 291,555 | 368,342 | 9,634,039 | 0.8 | 114,291 | 1,287,817 | 1,402,108 | 9,574,374 | 1.2 |
| Key Bank NA, Albany, N.Y. | 48,574 | 161 | 48,735 | 1,196,188 | 4.1 | 41,260 | 106 | 41,366 | 1,088,272 | 3.8 |
| Chase Lincoln First Bank NA, Rochester, N.Y. | 38,284 | 2,106 | 40,390 | 3,125,001 | 1.2 | 29,239 | 6,911 | 36,150 | 2,971,764 | 1.0 |
| National Westminster Bank USA, New York | 37,398 | 59,473 | 96,871 | 4,367,752 | 0.9 | 20,636 | 451,716 | 472,352 | 4,345,691 | 0.5 |
| Barclays Bank of New York NA | 28,153 | 2,948 | 31,101 | 1,320,137 | 2.1 | 22,847 | 3,826 | 26,673 | 1,225,579 | 1.9 |
| Manufacturers & Traders Trust Co., Buffalo, N.Y. | 21,315 | 4,926 | 26,241 | 1,600,859 | 1.3 | 7,747 | 5,374 | 13,121 | 1,487,595 | 0.5 |
| United States Trust Co., New York | 19,474 | 37,559 | 57,033 | 1,562,707 | 1.2 | 26,979 | 81,747 | 108,726 | 1,422,888 | 1.9 |
| Norstar Bank of Long Island, Hempstead, N.Y. | 13,521 | 0 | 13,521 | 774,808 | 1.7 | ........ | ........ | ........ | ........ | .... |
| J. Henry Schroder Bank & Trust Co., New York | 11,723 | 117,446 | 129,169 | 634,551 | 1.8 | 24,282 | 263,380 | 287,662 | 708,360 | 3.4 |
| Security Trust Co., Rochester, N.Y. | 11,233 | 3,311 | 14,544 | 1,223,454 | 0.9 | 40,415 | 10 | 40,425 | 688,914 | 5.9 |
| Republic National Bank, New York | 10,660 | 33,875 | 44,535 | 2,679,164 | 0.4 | 7,398 | 199,298 | 206,696 | 3,554,239 | 0.2 |

| FEDERAL RESERVE DISTRICT 3 | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | |
| **DELAWARE** | | | | | | | | | | |
| Manufacturers Hanover Bank (Delaware), Wilmington | 129,163 | 30,056 | 159,219 | 596,869 | 21.6 | ........ | ........ | ........ | ........ | .... |
| Citibank (Delaware), New Castle | 16,267 | 0 | 16,267 | 25,702 | 63.3 | ........ | ........ | ........ | ........ | .... |
| **NEW JERSEY** | | | | | | | | | | |
| Bank of New Jersey, Camden | 15,880 | 0 | 15,880 | 634,772 | 2.5 | ........ | ........ | ........ | ........ | .... |
| **PENNSYLVANIA** | | | | | | | | | | |
| Philadelphia National Bank | 361,181 | 274,556 | 635,737 | 3,626,198 | 10.0 | 498,434 | 257,934 | 756,368 | 4,012,899 | 12.4 |
| First Pennsylvania Bank NA, Philadelphia | 152,519 | 34,254 | 186,773 | 2,934,307 | 5.2 | 55,177 | 25,201 | 80,378 | 2,586,689 | 2.1 |
| Mellon Bank (East), Philadelphia | 125,204 | 12,913 | 138,117 | 2,527,812 | 5.0 | 91,108 | 29,301 | 120,409 | 2,298,768 | 4.0 |
| Fidelity Bank, Philadelphia | 82,411 | 60,297 | 142,708 | 2,800,833 | 2.9 | 55,543 | 38,065 | 93,608 | 2,543,064 | 2.2 |
| Provident National Bank, Philadelphia | 75,134 | 31,728 | 106,862 | 2,510,331 | 3.0 | 57,832 | 8,815 | 66,647 | 2,300,410 | 2.5 |
| Industrial Valley Bank & Trust Co., Philadelphia | 51,250 | 19 | 51,269 | 1,529,803 | 3.4 | 18,929 | 20 | 18,949 | 1,492,201 | 1.3 |
| Central Penn National Bank, Philadelphia | 34,006 | 703 | 34,709 | 791,692 | 4.3 | 20,606 | 1,541 | 22,147 | 724,032 | 2.8 |
| Commonwealth National Bank, Harrisburg, Pa. | 25,153 | 1,700 | 26,853 | 1,001,080 | 2.5 | 15,371 | 99 | 15,470 | 2,376,726 | 0.6 |
| Northeastern Bank of Pennsylvania, Wilkes-Barre | 12,474 | 0 | 12,474 | 153,789 | 8.1 | 9,374 | 13 | 9,387 | 991,516 | 0.9 |
| Hamilton Bank, Lancaster, Pa. | 10,621 | 8,868 | 19,489 | 1,881,185 | 0.6 | 2,630 | 6,363 | 8,993 | 1,790,682 | 0.1 |

Federal Reserve Dist. 3 Continues on Next Page

# 1984 CORRESPONDENT BANKING SURVEY

## FEDERAL RESERVE DISTRICT 4

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | |
| **KENTUCKY** | | | | | | | | | | |
| First Security Nat'l Bank & Trust Co., Lexington, Ky. | 30,430 | 497 | 30,927 | 541,681 | 5.6 | 27,531 | 1,497 | 29,028 | 495,746 | 5.6 |
| **OHIO** | | | | | | | | | | |
| Society National Bank, Cleveland | 86,709 | 2,097 | 88,806 | 1,843,981 | 4.7 | 42,651 | 2,214 | 44,865 | 1,605,493 | 2.7 |
| AmeriTrust Co. NA, Cleveland | 68,608 | 11,248 | 79,856 | 4,359,803 | 1.6 | 31,746 | 18,502 | 50,248 | 4,121,684 | 0.8 |
| First National Bank, Cincinnati | 56,679 | 3,220 | 59,899 | 1,149,480 | 4.9 | 48,985 | 4,182 | 53,167 | 1,021,128 | 4.8 |
| National City Bank, Cleveland | 55,554 | 5,391 | 60,945 | 2,354,643 | 2.4 | 53,373 | 19,386 | 72,759 | 2,130,678 | 2.5 |
| Fifth Third Bank, Cincinnati | 42,383 | 6,178 | 48,561 | 1,121,515 | 3.8 | 37,126 | 1,294 | 38,420 | 972,252 | 3.8 |
| BancOhio National Bank, Columbus | 40,622 | 747 | 41,369 | 4,366,234 | 0.9 | 19,401 | 6,243 | 25,644 | 4,270,878 | 0.5 |
| BancOne Columbus NA, Ohio | 35,429 | 23,238 | 58,667 | 1,377,360 | 2.6 | 43,195 | 9,230 | 52,425 | 1,066,179 | 4.1 |
| Central Trust Co. NA, Cincinnati | 21,663 | 1,413 | 23,076 | 1,184,702 | 1.8 | N.A. | N.A. | N.A. | N.A. | .... |
| Central National Bank, Cleveland | 19,319 | 107,491 | 126,810 | 1,578,136 | 1.2 | 31,086 | 17,241 | 48,327 | 1,539,027 | 2.0 |
| Huntington National Bank, Columbus, Ohio | 15,350 | 1,458 | 16,808 | 2,976,070 | 0.5 | 25,493 | 2,067 | 27,560 | 2,909,892 | 0.9 |
| Huntington National Bank of Northeast Ohio, Cleveland | 11,726 | 2,194 | 13,920 | 797,059 | 1.5 | 8,981 | 2,486 | 11,467 | 816,505 | 1.1 |
| **PENNSYLVANIA** | | | | | | | | | | |
| Mellon Bank NA, Pittsburgh | 288,469 | 488,061 | 776,530 | 9,723,621 | 3.0 | 278,208 | 455,943 | 734,151 | 9,094,792 | 3.1 |
| Pittsburgh National Bank | 167,005 | 16,790 | 183,795 | 4,368,865 | 3.8 | 162,078 | 14,037 | 176,115 | 4,262,310 | 3.8 |
| Equibank, Pittsburgh | 11,626 | 6,115 | 17,741 | 2,497,051 | 0.5 | 17,132 | 8,779 | 25,911 | 2,453,193 | 0.7 |

## FEDERAL RESERVE DISTRICT 5

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | |
| **DISTRICT OF COLUMBIA** | | | | | | | | | | |
| National Bank of Washington, D.C. | 25,147 | 13,953 | 39,100 | 895,641 | 2.8 | 6,646 | 26,462 | 33,108 | 783,471 | 0.8 |
| Riggs National Bank, Washington, D.C. | 21,388 | 101,874 | 123,262 | 2,469,801 | 0.9 | 13,447 | 309,180 | 322,627 | 2,194,442 | 0.6 |
| American Security Bank NA, Washington, D.C. | 19,004 | 93,041 | 112,045 | 2,230,797 | 0.9 | 24,214 | 238,690 | 262,904 | 2,111,297 | 1.1 |
| First American Bank NA, Washington, D.C. | 16,362 | 9,279 | 25,641 | 756,984 | 2.2 | 15,061 | 15,568 | 30,629 | 642,335 | 2.3 |
| **MARYLAND** | | | | | | | | | | |
| Maryland National Bank, Baltimore | 150,375 | 1,400 | 151,775 | 3,526,453 | 4.3 | 127,032 | 4,665 | 131,697 | 2,943,240 | 4.3 |
| Equitable Bank NA, Baltimore | 60,786 | 16,874 | 77,660 | 2,117,567 | 2.9 | 51,279 | 2,859 | 54,138 | 2,044,021 | 2.5 |
| Mercantile-Safe Deposit & Trust Co., Baltimore | 47,775 | 0 | 47,775 | 693,276 | 6.9 | 32,249 | 0 | 32,249 | 619,383 | 5.2 |
| Union Trust Company of Maryland, Baltimore | 32,182 | 4,823 | 37,005 | 1,222,523 | 2.6 | 11,633 | 3,064 | 14,697 | 1,122,201 | 1.0 |
| Suburban Bank, Bethesda, Md. | 20,484 | 7,270 | 27,754 | 1,898,663 | 1.1 | ........ | ........ | ........ | ........ | .... |
| First National Bank of Maryland, Baltimore | 20,077 | 4,860 | 24,937 | 2,221,716 | 0.9 | 33,005 | 12,575 | 45,580 | 1,834,895 | 1.8 |
| **NORTH CAROLINA** | | | | | | | | | | |
| Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | 137,436 | 12,763 | 150,199 | 5,334,812 | 2.6 | 95,674 | 8,889 | 104,563 | 4,621,275 | 2.1 |
| NCNB National Bank of North Carolina, Charlotte | 127,549 | 31,850 | 159,399 | 5,420,814 | 2.4 | 181,648 | 27,150 | 208,798 | 4,762,940 | 3.8 |
| First-Citizens Bank & Trust Co., Raleigh, N.C. | 10,718 | 109 | 10,827 | 1,746,712 | 0.6 | 6,728 | 101 | 6,829 | 1,569,046 | 0.4 |
| **SOUTH CAROLINA** | | | | | | | | | | |
| First National Bank, Columbia, S.C. | 57,776 | 1,064 | 58,840 | 1,359,315 | 4.3 | 33,915 | 257 | 34,172 | 1,177,201 | 2.9 |
| Citizens & Southern National Bank, Charleston, S.C. | 24,518 | 574 | 25,092 | 1,737,077 | 1.4 | 20,378 | 431 | 20,809 | 1,430,625 | 1.4 |
| Bankers Trust of South Carolina, Columbia | 17,295 | 162 | 17,457 | 1,272,372 | 1.4 | 26,096 | 129 | 26,225 | 1,227,368 | 2.1 |
| South Carolina National Bank, Columbia | 15,058 | 798 | 15,856 | 1,662,969 | 0.9 | 6,459 | 3,046 | 9,505 | 1,533,694 | 0.4 |
| **VIRGINIA** | | | | | | | | | | |
| Sovran Bank NA, Richmond | 76,686 | 37,426 | 114,112 | 5,834,401 | 1.3 | 11,054 | 3,014 | 14,068 | 3,225,368 | 0.3 |
| United Virginia Bank, Richmond | 70,091 | 28,066 | 98,157 | 4,222,199 | 1.7 | 48,293 | 11,390 | 59,683 | 3,670,301 | 1.3 |
| Dominion Bank NA, Roanoke, Va. | 24,569 | 9 | 24,578 | 1,573,390 | 1.6 | 21,352 | 7,304 | 28,656 | 1,332,077 | 1.6 |
| **WEST VIRGINIA** | | | | | | | | | | |
| Kanawha Valley Bank NA, Charleston, W. Va. | 20,552 | 100 | 20,652 | 386,439 | 5.3 | 19,416 | 300 | 19,716 | 358,577 | 5.4 |
| Charleston National Bank, W. Va. | 14,113 | 104 | 14,217 | 272,240 | 5.2 | 18,110 | 0 | 18,110 | 272,754 | 6.6 |

## FEDERAL RESERVE DISTRICT 6

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | |
| **ALABAMA** | | | | | | | | | | |
| First Alabama Bank, Birmingham | 65,173 | 0 | 65,173 | 547,696 | 11.9 | ........ | ........ | ........ | ........ | .... |
| Central Bank of the South, Birmingham, Ala. | 63,845 | 2,367 | 66,212 | 1,862,608 | 3.4 | 59,818 | 4,569 | 64,387 | 1,702,603 | 3.5 |
| SouthTrust Bank of Alabama NA, Birmingham | 48,833 | 10,938 | 59,771 | 987,727 | 4.9 | 43,402 | 6,776 | 50,178 | 882,728 | 4.9 |
| AmSouth Bank NA, Birmingham, Ala. | 38,185 | 162,977 | 201,162 | 2,962,499 | 1.3 | 38,258 | 82,859 | 121,117 | 1,702,389 | 2.2 |
| Merchants National Bank, Mobile, Ala. | 15,920 | 268 | 16,188 | 519,208 | 3.1 | 11,633 | 676 | 12,309 | 485,258 | 2.4 |
| First Alabama Bank of Montgomery NA | 11,615 | 100 | 11,715 | 466,470 | 2.5 | 13,916 | 0 | 13,916 | 451,073 | 3.1 |
| First National Bank, Mobile, Ala. | 11,452 | 3,995 | 15,447 | 539,950 | 2.1 | 8,612 | 3,712 | 12,324 | 526,691 | 1.6 |
| **FLORIDA** | | | | | | | | | | |
| Southeast Bank NA, Miami | 197,426 | 4,505 | 201,931 | 6,419,815 | 3.1 | 71,573 | 44,401 | 115,974 | 5,890,603 | 1.2 |
| First National Bank of Florida, Tampa | 147,660 | 360 | 148,020 | 1,555,829 | 9.5 | 133,831 | 572 | 134,403 | 1,102,121 | 12.1 |
| Sun Bank NA, Orlando, Fla. | 112,372 | 1,507 | 113,879 | 2,001,321 | 5.6 | 74,743 | 1,424 | 76,167 | 1,503,615 | 5.0 |
| NCNB National Bank of Florida NA, Tampa | 105,519 | 0 | 105,519 | 2,492,774 | 4.2 | 74,198 | 0 | 74,198 | 1,226,549 | 6.0 |
| First National Bank, Fort Myers, Fla. | 65,542 | 0 | 65,542 | 344,675 | 19.0 | 59,806 | 0 | 59,806 | 334,160 | 17.9 |
| Barnett Bank of Tampa NA, Fla. | 52,186 | 0 | 52,186 | 530,220 | 9.8 | 39,350 | 0 | 39,350 | 244,329 | 16.1 |
| Florida National Bank of Jacksonville | 38,305 | 0 | 38,305 | 3,879,784 | 1.0 | 22,500 | 208 | 22,708 | 680,687 | 3.3 |
| Pan American Bank NA, Miami | 37,434 | 0 | 37,434 | 669,735 | 5.6 | 18,373 | 19,225 | 37,598 | 665,756 | 2.8 |
| Barnett Bank of South Florida NA, Miami | 29,322 | 696 | 30,018 | 2,182,357 | 1.3 | 26,065 | 923 | 26,988 | 1,726,793 | 1.5 |
| Flagship National Bank of Miami | 25,328 | 7,769 | 33,097 | 752,701 | 3.4 | 3,904 | 8,483 | 12,387 | 741,950 | 0.5 |
| Atlantic National Bank of Florida, Jacksonville | 22,247 | 593 | 22,840 | 2,672,083 | 0.8 | 29,383 | 3,070 | 32,453 | 2,308,329 | 1.3 |
| Capital City First National Bank, Tallahasse, Fla. | 18,536 | 257 | 18,793 | 151,157 | 12.3 | 15,877 | 21 | 15,898 | 147,619 | 10.8 |
| Barnett Bank of Central Florida NA, Winter Park | 17,179 | 0 | 17,179 | 952,190 | 1.8 | 11,904 | 0 | 11,904 | 691,554 | 1.7 |
| First Bankers NA, Pompano Beach, Fla. | 13,119 | 0 | 13,119 | 339,952 | 3.9 | ........ | ........ | ........ | ........ | .... |
| **GEORGIA** | | | | | | | | | | |
| First National Bank of Atlanta | 155,890 | 142,641 | 298,531 | 3,666,354 | 4.3 | 172,031 | 95,404 | 267,435 | 2,845,743 | 6.0 |
| Trust Company Bank, Atlanta | 110,608 | 6,661 | 117,269 | 2,126,468 | 5.2 | 107,178 | 4,339 | 111,517 | 1,692,549 | 6.3 |
| Citizens & Southern National Bank, Atlanta | 109,859 | 100,007 | 209,866 | 4,241,311 | 2.6 | 161,886 | 59,042 | 220,928 | 3,494,861 | 4.6 |
| Bank South NA, Atlanta | 52,776 | 15,455 | 68,231 | 1,083,551 | 4.9 | 66,388 | 15,881 | 82,269 | 891,667 | 7.4 |
| Georgia Railroad Bank & Trust Co., Augusta | 26,751 | 280 | 27,031 | 448,854 | 6.0 | 16,626 | 720 | 17,346 | 369,215 | 4.5 |
| National Bank of Georgia, Atlanta | 26,005 | 22,105 | 48,110 | 869,190 | 3.0 | 19,170 | 18,378 | 37,548 | 548,680 | 3.5 |

Federal Reserve Dist. 6 Continues on Next Page

# 1984 CORRESPONDENT BANKING SURVEY

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **LOUISIANA** | | | | | | | | | | |
| First National Bank of Commerce, New Orleans | 154,116 | 5,045 | 159,161 | 1,413,965 | 10.9 | 184,095 | 9,388 | 193,483 | 1,545,622 | 11.9 |
| Capital Bank & Trust Co., Baton Rouge, La. | 61,794 | 34,410 | 96,204 | 424,763 | 14.5 | 67,519 | 30,083 | 97,602 | 392,872 | 17.2 |
| American Bank & Trust Co., Baton Rouge, La. | 60,669 | 10,431 | 71,100 | 527,125 | 11.5 | 51,064 | 18,636 | 69,700 | 504,805 | 10.1 |
| Hibernia National Bank, New Orleans | 49,839 | 1,717 | 51,556 | 1,181,794 | 4.2 | 45,238 | 7,880 | 53,118 | 1,000,057 | 4.5 |
| Whitney National Bank, New Orleans | 45,135 | 2,531 | 47,666 | 1,605,198 | 2.8 | 54,792 | 5,068 | 59,860 | 1,594,855 | 3.4 |
| Fidelity National Bank, Baton Rouge, La. | 19,317 | 2,632 | 21,949 | 610,938 | 3.2 | ........ | ........ | ........ | ........ | .... |
| Louisiana National Bank, Baton Rouge, La. | 18,967 | 6,446 | 25,413 | 862,709 | 2.2 | 20,920 | 9,819 | 30,739 | 844,209 | 2.5 |
| American Bank & Trust Co., New Orleans | 11,569 | 377 | 11,946 | 340,060 | 3.4 | 10,861 | 251 | 11,112 | 351,805 | 3.1 |
| **MISSISSIPPI** | | | | | | | | | | |
| Deposit Guaranty National Bank, Jackson, Miss. | 33,143 | 12,354 | 45,497 | 1,626,325 | 2.0 | 40,911 | 9,493 | 50,404 | 1,440,829 | 2.8 |
| First National Bank, Jackson, Miss. | 28,946 | 2,395 | 31,341 | 1,371,907 | 2.1 | 45,343 | 6,096 | 51,439 | 1,238,060 | 3.7 |
| **TENNESSEE** | | | | | | | | | | |
| Third National Bank, Nashville, Tenn. | 64,651 | 13,270 | 77,921 | 1,573,427 | 4.1 | 68,873 | 16,384 | 85,257 | 1,273,532 | 5.4 |
| First American National Bank, Nashville, Tenn. | 57,430 | 9,533 | 66,963 | 1,372,645 | 4.2 | 85,467 | 2,578 | 88,045 | 1,215,142 | 7.0 |
| American National Bank & Trust Co., Chattanooga, Tenn. | 46,397 | 0 | 46,397 | 726,253 | 6.4 | 36,404 | 0 | 36,404 | 670,970 | 5.4 |
| Commerce Union Bank, Nashville, Tenn. | 35,317 | 4,483 | 39,800 | 1,160,483 | 3.0 | 40,014 | 1,460 | 41,474 | 1,070,670 | 3.7 |
| First American Bank of Knoxville NA, Tenn. | 31,063 | 0 | 31,063 | 664,556 | 4.7 | ........ | ........ | ........ | ........ | .... |
| First American National Bank-Eastern, Kingsport, Tenn. | 26,043 | 522 | 26,565 | 395,979 | 6.6 | 19,602 | 405 | 20,007 | 304,210 | 6.4 |
| Blount National Bank, Maryville, Tenn. | 12,290 | 200 | 12,490 | 140,186 | 8.8 | ........ | ........ | ........ | ........ | .... |

## FEDERAL RESERVE DISTRICT 7

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | | | DUE TO BANKS | | | | |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| **ILLINOIS** | | | | | | | | | | |
| First National Bank of Chicago | 634,813 | 1,307,586 | 1,942,399 | 13,644,004 | 4.7 | 544,549 | 1,244,732 | 1,789,281 | 13,286,374 | 4.1 |
| Continental Illinois Nat'l Bank & Trust Co., Chicago | 317,243 | 707,032 | 1,024,275 | 6,888,650 | 4.6 | 911,790 | 3,193,213 | 4,105,003 | 13,035,708 | 7.0 |
| Harris Trust & Savings Bank, Chicago | 220,775 | 88,405 | 309,180 | 3,727,982 | 5.9 | 195,092 | 83,698 | 278,790 | 3,395,879 | 5.7 |
| American National Bank & Trust Co., Chicago | 207,830 | 5,750 | 213,580 | 1,827,485 | 11.4 | 211,165 | 6,430 | 217,595 | 1,695,074 | 12.5 |
| Northern Trust Co., Chicago | 190,973 | 282,901 | 473,874 | 3,134,052 | 6.1 | 251,213 | 223,540 | 474,753 | 3,349,970 | 7.5 |
| Merchandise National Bank, Chicago | 43,972 | 0 | 43,972 | 190,114 | 23.1 | ........ | ........ | ........ | ........ | .... |
| LaSalle National Bank, Chicago | 42,243 | 4,889 | 47,132 | 919,221 | 4.6 | 32,625 | 12,936 | 45,561 | 871,413 | 3.7 |
| Exchange National Bank, Chicago | 23,157 | 12,353 | 35,510 | 892,263 | 2.6 | 14,204 | 10,593 | 24,797 | 842,676 | 1.7 |
| Commercial National Bank of Peoria, Ill. | 22,423 | 0 | 22,423 | 322,258 | 7.0 | 23,024 | 0 | 23,024 | 293,667 | 7.8 |
| Drovers Bank, Chicago | 18,395 | 913 | 19,308 | 177,279 | 10.4 | 17,004 | 1,253 | 18,257 | 177,337 | 9.6 |
| UnibancTrust, Chicago | 16,352 | 14,679 | 31,031 | 394,381 | 4.1 | 16,019 | 16,691 | 32,710 | 419,035 | 3.8 |
| Madison Bank & Trust Co., Chicago | 14,434 | 0 | 14,434 | 101,722 | 14.2 | ........ | ........ | ........ | ........ | .... |
| Corn Belt Bank, Bloomington, Ill. | 11,759 | 1,235 | 12,994 | 133,091 | 8.8 | ........ | ........ | ........ | ........ | .... |
| Illinois National Bank, Springfield | 11,349 | 0 | 11,349 | 214,977 | 5.3 | 13,178 | 0 | 13,178 | 236,537 | 5.6 |
| First National Bank, Champaign, Ill. | 10,490 | 0 | 10,490 | 128,853 | 8.1 | ........ | ........ | ........ | ........ | .... |
| **INDIANA** | | | | | | | | | | |
| Indiana National Bank, Indianapolis | 248,969 | 10,981 | 259,950 | 2,097,466 | 11.9 | 218,669 | 16,825 | 235,494 | 1,868,858 | 11.7 |
| Merchants National Bank & Trust Co., Indianapolis | 51,927 | 12,830 | 64,757 | 1,410,783 | 3.7 | 37,970 | 56,338 | 94,308 | 1,344,391 | 2.8 |
| American Fletcher National B & T Co., Indianapolis | 48,723 | 148,792 | 197,515 | 2,261,483 | 2.2 | 57,134 | 64,215 | 121,349 | 2,004,046 | 2.9 |
| First National Bank, Elkhart, Ind. | 18,274 | 105 | 18,379 | 479,429 | 3.8 | 23,988 | 0 | 23,988 | 433,072 | 5.5 |
| Lincoln National Bank & Trust Co., Fort Wayne, Ind. | 18,095 | 227 | 18,322 | 588,144 | 3.1 | 20,111 | 5 | 20,116 | 510,025 | 3.9 |
| Fort Wayne National Bank, Ind. | 17,155 | 0 | 17,155 | 576,130 | 3.0 | 5,403 | 0 | 5,403 | 493,594 | 1.1 |
| **IOWA** | | | | | | | | | | |
| Merchants National Bank, Cedar Rapids, Iowa | 84,640 | 872 | 85,512 | 401,292 | 21.1 | 80,288 | 2,527 | 82,815 | 389,621 | 20.6 |
| Norwest Bank Des Moines NA, Iowa | 52,722 | 5,737 | 58,459 | 771,675 | 6.8 | 49,530 | 8,245 | 57,775 | 708,821 | 7.0 |
| Davenport Bank & Trust Co., Iowa | 47,001 | 1,650 | 48,651 | 557,406 | 8.4 | 16,360 | 1,727 | 18,087 | 467,124 | 3.5 |
| Security National Bank, Sioux City, Iowa | 37,787 | 34 | 37,821 | 238,243 | 15.9 | 46,543 | 0 | 46,543 | 249,719 | 18.6 |
| Bankers Trust Co., Des Moines, Iowa | 34,297 | 5,781 | 40,078 | 417,501 | 8.2 | 38,139 | 13,822 | 51,961 | 400,144 | 9.5 |
| National Bank of Waterloo, Iowa | 29,691 | 0 | 29,691 | 215,264 | 13.8 | 27,518 | 0 | 27,518 | 194,807 | 14.1 |
| United Central Bank of Des Moines NA, Iowa | 28,433 | 4,709 | 33,142 | 264,516 | 10.7 | 37,209 | 303 | 37,512 | 254,183 | 14.6 |
| First National Bank, Sioux City, Iowa | 15,178 | 0 | 15,178 | 137,993 | 11.0 | 19,468 | 0 | 19,468 | 162,023 | 12.0 |
| Valley National Bank, Des Moines, Iowa | 13,305 | 700 | 14,005 | 168,576 | 7.9 | 8,716 | 1,050 | 9,766 | 169,029 | 5.2 |
| **MICHIGAN** | | | | | | | | | | |
| National Bank of Detroit | 329,670 | 69,839 | 399,509 | 6,965,123 | 4.7 | 240,820 | 39,626 | 280,446 | 6,244,208 | 3.9 |
| Manufacturers National Bank, Detroit | 127,801 | 16,148 | 143,949 | 3,664,067 | 3.5 | 95,276 | 13,193 | 108,469 | 3,437,712 | 2.8 |
| First of America-Detroit NA | 82,944 | 0 | 82,944 | 863,144 | 9.6 | 62,695 | 1,709 | 64,404 | 803,470 | 7.8 |
| Comerica Bank-Detroit | 49,051 | 33,340 | 82,391 | 5,010,894 | 1.0 | 46,246 | 3,507 | 49,753 | 4,085,788 | 1.1 |
| Michigan National Bank, Detroit | 32,341 | 770 | 33,111 | 1,402,269 | 2.3 | 28,511 | 1,102 | 29,613 | 1,373,016 | 2.1 |
| Old Kent Bank & Trust Co., Grand Rapids, Mich. | 20,063 | 0 | 20,063 | 1,402,709 | 1.4 | 14,811 | 0 | 14,811 | 1,232,895 | 1.2 |
| Union Bank & Trust Co. NA, Grand Rapids, Mich. | 14,569 | 0 | 14,569 | 635,270 | 2.3 | 10,096 | 0 | 10,096 | 554,956 | 1.8 |
| Genesee Merchants Bank & Trust Co., Flint, Mich. | 12,399 | 0 | 12,399 | 869,779 | 1.4 | ........ | ........ | ........ | ........ | .... |
| Michigan National Bank, Lansing | 10,176 | 0 | 10,176 | 1,369,986 | 0.7 | 724 | 50 | 774 | 1,473,155 | 0.0 |
| **WISCONSIN** | | | | | | | | | | |
| First Wisconsin National Bank, Milwaukee | 186,959 | 60,140 | 247,099 | 2,194,962 | 8.5 | 180,077 | 73,157 | 253,234 | 2,129,062 | 8.5 |
| M&I Marshall & Ilsley Bank, Milwaukee, Wis. | 119,133 | 620 | 119,753 | 777,355 | 15.3 | 124,682 | 1,000 | 125,682 | 779,964 | 16.0 |
| Marine Bank NA, Milwaukee, Wis. | 45,959 | 11,651 | 57,610 | 974,626 | 4.7 | 38,580 | 12,580 | 51,160 | 886,218 | 4.4 |
| Citizens Bank, Sheboygan, Wis. | 30,159 | 0 | 30,159 | 405,709 | 7.4 | ........ | ........ | ........ | ........ | .... |
| Kellogg-Citizens National Bank, Green Bay, Wis. | 26,932 | 1,025 | 27,957 | 291,487 | 9.2 | 30,899 | 100 | 30,999 | 260,009 | 11.9 |

## FEDERAL RESERVE DISTRICT 8

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | | | DUE TO BANKS | | | | |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| **ARKANSAS** | | | | | | | | | | |
| First Commercial Bank NA, Little Rock, Ark. | 61,946 | 579 | 62,525 | 650,873 | 9.5 | 28,599 | 515 | 29,114 | 298,451 | 9.6 |
| Worthen Bank & Trust Co. NA, Little Rock. Ark. | 49,245 | 410 | 49,655 | 638,238 | 7.7 | 30,927 | 3,445 | 34,372 | 524,743 | 5.9 |
| Union National Bank, Little Rock, Ark. | 22,127 | 371 | 22,498 | 452,334 | 4.9 | 29,412 | 2,785 | 32,197 | 429,548 | 6.8 |
| Simmons First National Bank, Pine Bluff, Ark. | 11,378 | 1,560 | 12,938 | 262,728 | 4.3 | 9,055 | 500 | 9,555 | 239,394 | 3.8 |
| **ILLINOIS** | | | | | | | | | | |
| First National Bank, Belleville, Ill. | 35,499 | 550 | 36,049 | 281,662 | 12.6 | 20,835 | 700 | 21,535 | 233,649 | 8.9 |
| **INDIANA** | | | | | | | | | | |
| Citizens National Bank, Evansville, Ind. | 35,939 | 447 | 36,386 | 481,244 | 7.5 | 23,429 | 924 | 24,353 | 429,460 | 5.5 |
| Old National Bank, Evansville, Ind. | 34,327 | 1,685 | 36,012 | 511,893 | 6.7 | 23,394 | 4,849 | 28,243 | 479,116 | 4.9 |
| **KENTUCKY** | | | | | | | | | | |
| First National Bank, Louisville, Ky. | 132,635 | 7,682 | 140,317 | 2,023,473 | 6.6 | 150,759 | 74,788 | 225,547 | 1,751,293 | 8.6 |
| Liberty National Bank & Trust Co., Louisville, Ky. | 130,494 | 19,165 | 149,659 | 1,142,189 | 11.4 | 87,035 | 9,968 | 97,003 | 1,051,176 | 8.3 |
| Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 122,015 | 31,233 | 153,248 | 1,843,849 | 6.6 | 201,372 | 19,624 | 220,996 | 1,590,693 | 12.7 |

Federal Reserve Dist. 8 Continues on Next Page

# 1984 CORRESPONDENT BANKING SURVEY

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **MISSOURI** | | | | | | | | | | |
| Centerre Bank NA, St. Louis, Mo. | 238,305 | 104,038 | 342,343 | 1,877,100 | 12.7 | 184,643 | 111,538 | 296,181 | 1,638,007 | 11.3 |
| Mercantile Trust Co. NA, St. Louis, Mo. | 204,589 | 122,750 | 327,339 | 1,911,709 | 10.7 | 232,113 | 83,740 | 315,853 | 1,708,898 | 13.6 |
| Boatmen's National Bank, St. Louis, Mo. | 173,435 | 15,867 | 189,302 | 777,827 | 22.3 | 173,664 | 9,307 | 182,971 | 695,797 | 25.0 |
| General Bank, St. Louis, Mo. | 28,289 | 5,522 | 33,811 | 290,598 | 9.7 | 34,780 | 5,362 | 40,142 | 202,647 | 17.2 |
| Boatmen's National Bank, Springfield, Mo. | 25,384 | 1,695 | 27,079 | 261,357 | 9.7 | 21,454 | 0 | 21,454 | 207,710 | 10.3 |
| United Missouri Bank of St. Louis NA | 21,652 | 0 | 21,652 | 43,180 | 50.1 | ........ | ........ | ........ | ........ | .... |
| Commerce Bank of St. Louis NA, Mo. | 18,430 | 0 | 18,430 | 195,330 | 9.4 | 18,463 | 0 | 18,463 | 142,948 | 12.9 |
| **TENNESSEE** | | | | | | | | | | |
| First Tennessee Bank NA, Memphis | 274,768 | 3,191 | 277,959 | 2,418,204 | 11.4 | 201,009 | 4,605 | 205,614 | 1,451,227 | 13.9 |
| Union Planters National Bank, Memphis, Tenn. | 53,248 | 18,718 | 71,966 | 1,486,239 | 3.6 | 46,425 | 12,321 | 58,746 | 1,190,990 | 3.9 |
| National Bank of Commerce, Memphis | 33,060 | 11,523 | 44,583 | 820,762 | 4.0 | 33,339 | 2,541 | 35,880 | 707,285 | 4.7 |

## FEDERAL RESERVE DISTRICT 9

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | | | DUE TO BANKS | | | | |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| **MINNESOTA** | | | | | | | | | | |
| Norwest Bank Minneapolis NA | 216,037 | 159,758 | 375,795 | 3,173,474 | 6.8 | 206,840 | 81,691 | 288,531 | 2,891,379 | 7.2 |
| First National Bank St. Paul, Minn. | 167,058 | 12,904 | 179,962 | 2,125,536 | 7.9 | 208,794 | 16,619 | 225,413 | 1,749,203 | 11.9 |
| First National Bank, Minneapolis | 118,284 | 76,038 | 194,322 | 2,772,377 | 4.3 | 181,644 | 26,573 | 208,217 | 2,341,941 | 7.8 |
| Midway National Bank, St. Paul, Minn | 34,142 | 0 | 34,142 | 190,357 | 17.9 | 29,380 | 0 | 29,380 | 166,967 | 17.6 |
| American National Bank & Trust Co., St. Paul, Minn. | 31,996 | 7,816 | 39,812 | 304,400 | 10.5 | 36,812 | 2,699 | 39,511 | 261,170 | 14.1 |
| F&M Marquette National Bank, Minneapolis | 31,668 | 6,575 | 38,243 | 944,730 | 3.4 | 35,046 | 3,835 | 38.881 | 1,002,807 | 3.5 |
| Independent State Bank of Minnesota, Minneapolis | 30,660 | 5,316 | 35,976 | 36,010 | 85.1 | ........ | ........ | ........ | ........ | .... |
| First Bank (NA) Duluth, Minn. | 12,278 | 15 | 12,293 | 256,016 | 4.8 | ........ | ........ | ........ | ........ | .... |
| Norwest Bank Midland NA, Minn. | 11,149 | 5,461 | 16,610 | 257,865 | 4.3 | 10,787 | 6,496 | 17,283 | 243,059 | 4.4 |
| First National Bank, Rochester, Minn. | 10,683 | 0 | 10,683 | 200,310 | 5.3 | ........ | ........ | ........ | ........ | .... |
| **MONTANA** | | | | | | | | | | |
| First Interstate Bank of Billings NA | 12,318 | 486 | 12,804 | 242,899 | 5.1 | 12,596 | 130 | 12,726 | 210,552 | 6.0 |
| **NORTH DAKOTA** | | | | | | | | | | |
| Bank of North Dakota, Bismarck | 23,562 | 0 | 23,562 | 510,448 | 4.6 | 29,601 | 0 | 29,601 | 511,285 | 5.8 |
| **WISCONSIN** | | | | | | | | | | |
| First Wisconsin National Bank, Eau Claire | 22,097 | 0 | 22,097 | 163,026 | 13.6 | 21,717 | 0 | 21,717 | 157,159 | 13.8 |

## FEDERAL RESERVE DISTRICT 10

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | | | DUE TO BANKS | | | | |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| **COLORADO** | | | | | | | | | | |
| United Bank of Denver NA | 153,300 | 115,901 | 269,201 | 1,654,168 | 9.3 | 142,773 | 87,982 | 230,755 | 1,527,917 | 9.3 |
| Central Bank of Denver | 101,407 | 76,515 | 177,922 | 812,817 | 12.5 | 99,656 | 64,638 | 164,294 | 836,044 | 11.9 |
| First Interstate Bank of Denver NA | 94,032 | 20,595 | 114,627 | 1,435,285 | 6.6 | 14,702 | 7,204 | 21,906 | 288,349 | 5.1 |
| Colorado National Bank, Denver | 70,516 | 472 | 70,988 | 947,413 | 7.4 | 123,744 | 35,171 | 158,915 | 974,492 | 12.7 |
| Independent State Bank, Denver | 23,117 | 0 | 23,117 | 24,487 | 94.4 | ........ | ........ | ........ | ........ | .... |
| Colorado National Bank-Pueblo | 11,879 | 16 | 11,895 | 110,591 | 10.7 | N.A. | N.A. | N.A. | N.A. | .... |
| United Bank of Fort Collins NA, Colo. | 10,740 | 0 | 10,740 | 170,073 | 6.3 | ........ | ........ | ........ | ........ | .... |
| **KANSAS** | | | | | | | | | | |
| Fourth National Bank & Trust Co., Wichita, Kan. | 61,796 | 19,674 | 81,470 | 904,817 | 6.8 | 94,105 | 5,336 | 99,441 | 757,848 | 12.4 |
| First National Bank, Wichita, Kan. | 30,751 | 0 | 30,751 | 469,513 | 6.5 | 26,741 | 0 | 26,741 | 411,528 | 6.5 |
| First National Bank, Topeka, Kan. | 30,017 | 0 | 30,017 | 273,436 | 11.0 | 24,703 | 0 | 24,703 | 261,323 | 9.5 |
| Commercial National Bank, Kansas City, Kan. | 29,233 | 200 | 29,433 | 203,571 | 14.4 | 31,184 | 570 | 31,754 | 188,946 | 16.5 |
| First National Bank, Hutchinson, Kan. | 24,969 | 0 | 24,969 | 132,168 | 18.9 | 8,730 | 0 | 8,730 | 111,855 | 7.8 |
| Security National Bank, Kansas City, Kan. | 21,596 | 18,394 | 39,990 | 250,668 | 8.6 | 17,707 | 200 | 17,907 | 181,254 | 9.8 |
| Hutchinson National Bank & Trust Co., Kan. | 21,336 | 100 | 21,436 | 135,118 | 15.8 | 13,631 | 650 | 14,281 | 136,863 | 10.0 |
| First National Bank & Trust Co., Salina, Kan. | 15,652 | 500 | 16,152 | 108,066 | 14.5 | 16,796 | 0 | 16,796 | 110,951 | 15.1 |
| Union National Bank, Wichita, Kan. | 14,488 | 1,494 | 15,982 | 251,983 | 5.7 | 14,754 | 182 | 14,936 | 236,025 | 6.3 |
| Merchants National Bank, Topeka, Kan. | 11,524 | 108 | 11,632 | 207,421 | 5.6 | 15,040 | 650 | 15,690 | 198,403 | 7.6 |
| **MISSOURI** | | | | | | | | | | |
| United Missouri Bank of Kansas City NA | 139,008 | 3,124 | 142,132 | 916,088 | 15.2 | 143,734 | 6,464 | 150,198 | 808,861 | 17.8 |
| Commerce Bank of Kansas City NA, Mo. | 130,264 | 3,007 | 133,271 | 837,353 | 15.6 | 112,950 | 16,186 | 129,136 | 702,848 | 16.1 |
| First National Bank, Kansas City, Mo. | 101,403 | 44,558 | 145,961 | 817,490 | 12.4 | 93,614 | 34,502 | 128,116 | 810,530 | 11.5 |
| Boatmen's Bank & Trust Co., Kansas City, Mo. | 67,419 | 13,239 | 80,658 | 251,110 | 26.8 | 60,497 | 12,709 | 73,206 | 242,684 | 24.9 |
| Centerre Bank of Kansas City NA, Mo. | 48,183 | 11,848 | 60,031 | 270,409 | 17.8 | 34,494 | 13,984 | 48,478 | 261,628 | 13.2 |
| First National Bank of St. Joseph, Mo. | 11,287 | 0 | 11,287 | 206,181 | 5.5 | 15,773 | 0 | 15,773 | 206,297 | 7.6 |
| **NEBRASKA** | | | | | | | | | | |
| First National Bank & Trust Co., Lincoln, Neb. | 79,456 | 2,688 | 82,144 | 587,755 | 13.5 | 78,092 | 1,273 | 79,365 | 508,493 | 15.4 |
| Omaha National Bank, Neb. | 72,576 | 787 | 73,363 | 654,433 | 11.1 | 72,254 | 3,751 | 76,005 | 621,591 | 11.6 |
| Norwest Bank Omaha NA, Neb. | 69,320 | 1,350 | 70,670 | 430,698 | 16.1 | 69,520 | 4,156 | 73,676 | 419,959 | 16.6 |
| National Bank of Commerce T&S Assn., Lincoln, Neb. | 47,982 | 159 | 48,141 | 310,242 | 15.5 | 40,738 | 79 | 40,817 | 281,369 | 14.5 |
| First National Bank, Omaha, Neb. | 47,807 | 7,958 | 55,765 | 435,093 | 11.0 | 60,110 | 11,707 | 71,817 | 413,969 | 14.5 |
| **NEW MEXICO** | | | | | | | | | | |
| First National Bank, Albuquerque, N.M. | 30,160 | 0 | 30,160 | 628,671 | 4.8 | 24,206 | 0 | 24,206 | 630,255 | 3.8 |
| United New Mexico Bank, Albuquerque | 19,072 | 200 | 19,272 | 185,066 | 10.3 | ........ | ........ | ........ | ........ | .... |
| Sunwest Bank of Albuquerque NA, N.M. | 14,301 | 1,031 | 15,332 | 1,090,267 | 1.3 | 14,605 | 9 | 14,614 | 1,013,402 | 1.4 |
| **OKLAHOMA** | | | | | | | | | | |
| United Oklahoma Bank, Oklahoma City | 125,061 | 9,257 | 134,318 | 287,163 | 43.6 | 99,839 | 12,538 | 112,377 | 256,451 | 38.9 |
| Liberty National Bank & Trust Co., Oklahoma City | 105,940 | 15,477 | 121,417 | 1,640,083 | 6.5 | 118,293 | 53,310 | 171,603 | 1,602,357 | 7.4 |
| First National Bank & Trust Co., Oklahoma City | 104,217 | 96,445 | 200,662 | 1,612,730 | 6.5 | 103,853 | 22,990 | 126,843 | 1,906,100 | 5.4 |
| Bank of Oklahoma NA, Tulsa | 66,894 | 46,226 | 113,120 | 1,267,971 | 5.3 | 68,520 | 9,293 | 77,813 | 1,108,416 | 6.2 |
| First National Bank & Trust Co., Tulsa | 63,649 | 1,690 | 65,339 | 825,376 | 7.7 | 34,808 | 7,540 | 42,348 | 845,438 | 4.1 |
| Fidelity Bank NA, Oklahoma City, Okla. | 39,599 | 16,149 | 55,748 | 555,517 | 7.1 | 48,797 | 46,083 | 94,880 | 641,804 | 7.6 |
| Commercial National Bank, Tulsa, Okla. | 13,209 | 1,900 | 15,109 | 47,162 | 28.0 | ........ | ........ | ........ | ........ | .... |
| F & M Bank & Trust Co., Tulsa, Okla. | 10,134 | 2,368 | 12,502 | 256,652 | 3.9 | 8,147 | 2,426 | 10,573 | 236,229 | 3.4 |

## FEDERAL RESERVE DISTRICT 11

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | | | DUE TO BANKS | | | | |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| **LOUISIANA** | | | | | | | | | | |
| First National Bank, Shreveport, La. | 46,955 | 1,400 | 48,355 | 856,504 | 5.5 | 45,249 | 7,202 | 52,451 | 755,286 | 6.0 |
| Commercial National Bank, Shreveport, La. | 46,220 | 9,600 | 55,820 | 827,625 | 5.6 | 35,382 | 8,252 | 43,634 | 716,408 | 4.9 |

Federal Reserve Dist. 11 Continues on Next Page

# 1984 CORRESPONDENT BANKING SURVEY

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Central Bank, Monroe, La. | 42,366 | 100 | 42,466 | 332,598 | 12.7 | 32,396 | 110 | 32,506 | 312,946 | 10.4 |
| Ouachita National Bank, Monroe, La. | 19,748 | 0 | 19,748 | 407,855 | 4.8 | 19,875 | 0 | 19,875 | 430,415 | 4.6 |
| First National Bank, West Monroe, La. | 10,809 | 0 | 10,809 | 103,013 | 10.5 | 10,302 | 0 | 10,302 | 108,946 | 9.5 |
| **TEXAS** | | | | | | | | | | |
| MBank Dallas NA | 368,396 | 32,307 | 400,703 | 3,423,089 | 10.8 | 316,600 | 31,389 | 347,989 | 2,750,199 | 11.5 |
| RepublicBank Dallas NA | 340,470 | 110,440 | 450,910 | 6,464,903 | 5.3 | 321,285 | 137,967 | 459,252 | 5,706,396 | 5.6 |
| InterFirst Bank Dallas NA | 338,160 | 21,375 | 359,535 | 3,101,839 | 10.9 | 343,912 | 19,758 | 363,670 | 5,326,461 | 6.5 |
| Texas Commerce Bank NA, Houston | 233,577 | 48,797 | 282,374 | 4,007,403 | 5.8 | 1,085,092 | 106,916 | 1,192,008 | 4,570,293 | 23.7 |
| First City National Bank, Houston | 206,077 | 287,478 | 493,555 | 4,620,435 | 4.5 | 994,208 | 41,059 | 1,035,267 | 5,424,567 | 18.3 |
| Allied Bank of Texas, Houston | 157,685 | 148,240 | 305,925 | 2,903,207 | 5.4 | 196,034 | 46,981 | 243,015 | 1,913,807 | 10.2 |
| InterFirst Bank Houston NA | 141,317 | 273,741 | 415,058 | 915,034 | 15.4 | 123,024 | 10,473 | 133,497 | 836,730 | 14.7 |
| Texas American Bank/Fort Worth NA | 136,439 | 18,566 | 155,005 | 1,584,794 | 8.6 | 127,967 | 20,224 | 148,191 | 1,421,644 | 9.0 |
| Bank of the Southwest NA, Houston | 109,886 | 52,843 | 162,729 | 1,949,624 | 5.6 | 218,398 | 16,362 | 234,760 | 1,948,260 | 11.2 |
| Texas Commerce Bank-Dallas NA | 97,204 | 1,500 | 98,704 | 308,120 | 31.5 | 69,455 | 934 | 70,389 | 220,293 | 31.5 |
| First City Bank, Dallas | 88,999 | 87,411 | 176,410 | 798,030 | 11.2 | 118,866 | 89,746 | 208,612 | 759,786 | 15.6 |
| InterFirst Bank Austin NA, Tex. | 81,699 | 14,937 | 96,636 | 1,119,344 | 7.3 | 68,808 | 56,497 | 125,305 | 1,058,553 | 6.5 |
| Corpus Christi National Bank, Tex. | 74,887 | 11,180 | 86,067 | 545,261 | 13.7 | 49,060 | 8,650 | 57,710 | 517,039 | 9.5 |
| First State Bank, Abilene, Tex. | 59,053 | 52,226 | 111,279 | 441,490 | 13.4 | 82,473 | 63,437 | 145,910 | 458,781 | 18.0 |
| Frost National Bank, San Antonio, Tex. | 57,589 | 6,841 | 64,430 | 1,346,907 | 4.3 | 55,676 | 9,979 | 65,655 | 1,276,431 | 4.4 |
| Capital Bank NA, Houston | 56,361 | 16,555 | 72,916 | 657,225 | 8.6 | 56,165 | 50,388 | 106,553 | 774,246 | 7.3 |
| BancTexas Dallas NA | 49,700 | 136,721 | 186,421 | 662,482 | 7.5 | 61,830 | 101,342 | 163,172 | 663,572 | 9.3 |
| InterFirst Bank Fort Worth NA, Tex. | 46,922 | 7,623 | 54,545 | 951,591 | 4.9 | 45,983 | 11,040 | 57,023 | 1,026,560 | 4.5 |
| Texas American Bank/Houston NA | 41,248 | 12,357 | 53,605 | 308,426 | 13.4 | 31,385 | 22,744 | 54,129 | 290,384 | 10.8 |
| National Bank of Commerce, San Antonio, Tex. | 37,912 | 4,120 | 42,032 | 855,095 | 4.4 | 30,731 | 3,018 | 33,749 | 800,821 | 3.8 |
| First National Bank, Lubbock, Tex. | 36,302 | 7,550 | 43,852 | 96,536 | 37.6 | 30,082 | 8,301 | 38,383 | 389,796 | 7.7 |
| Victoria Bank & Trust Co., Tex. | 33,910 | 5,379 | 39,289 | 515,344 | 6.6 | 24,781 | 8,912 | 33,693 | 479,211 | 5.2 |
| State National Bank, El Paso, Tex. | 33,269 | 1,784 | 35,053 | 710,071 | 4.7 | 36,943 | 26,766 | 63,709 | 659,016 | 5.6 |
| Texas Commerce Bank-Austin NA | 30,927 | 18,078 | 49,005 | 863,125 | 3.6 | 27,552 | 17,520 | 45,072 | 754,428 | 3.7 |
| First National Bank, Amarillo, Tex. | 29,554 | 13,550 | 43,104 | 738,269 | 4.0 | 27,809 | 26,708 | 54,517 | 722,460 | 3.8 |
| First City National Bank of Beaumont, Tex. | 28,144 | 0 | 28,144 | 358,219 | 7.9 | 15,446 | 600 | 16,046 | 343,507 | 4.5 |
| Amarillo National Bank, Tex. | 28,135 | 8,700 | 36,835 | 500,599 | 5.6 | 25,154 | 8,320 | 33,474 | 474,490 | 5.3 |
| Continental National Bank, Fort Worth, Tex. | 28,076 | 42,165 | 70,241 | 510,919 | 5.5 | 30,224 | 78,481 | 108,705 | 533,420 | 5.7 |
| RepublicBank Houston NA | 26,239 | 2,108 | 28,347 | 1,146,754 | 2.3 | 33,394 | 0 | 33,394 | 1,155,069 | 2.9 |
| Cullen Center Bank & Trust Co., Houston | 25,636 | 4,240 | 29,876 | 402,600 | 6.4 | 61,825 | 26,620 | 88,445 | 476,159 | 13.0 |
| First City National Bank Austin, Tex. | 23,992 | 61,643 | 85,635 | 641,565 | 3.7 | 19,181 | 32,795 | 51,976 | 532,581 | 3.6 |
| El Paso National Bank, Tex. | 23,356 | 1,992 | 25,348 | 614,788 | 3.8 | 59,900 | 22,875 | 82,775 | 638,500 | 9.4 |
| Allied Lakewood Bank, Dallas | 22,862 | 12,394 | 35,256 | 436,837 | 5.2 | ........ | ........ | ........ | ........ | .... |
| RepublicBank Waco NA, Tex. | 21,844 | 400 | 22,244 | 312,656 | 7.0 | 23,625 | 2,700 | 26,325 | 295,495 | 8.0 |
| First National Bank, Waco, Tex. | 20,930 | 4,086 | 25,016 | 255,332 | 8.2 | 21,716 | 5,421 | 27,137 | 247,113 | 8.8 |
| First City Bank of Corpus Christi, Tex. | 20,458 | 3,640 | 24,098 | 373,801 | 5.5 | 28,309 | 4,850 | 33,159 | 350,072 | 8.1 |
| Alamo National Bank, San Antonio, Tex. | 19,772 | 1,837 | 21,609 | 557,315 | 3.5 | 17,951 | 5,520 | 23,471 | 498,049 | 3.6 |
| RepublicBank Lubbock NA, Tex. | 19,388 | 7,819 | 27,207 | 379,490 | 5.1 | 22,387 | 8,840 | 31,227 | 382,286 | 5.9 |
| American National Bank, Austin, Tex. | 16,543 | 40,165 | 56,708 | 397,716 | 4.2 | 16,453 | 3,962 | 20,415 | 428,916 | 3.8 |
| InterFirst Bank Tyler NA, Tex. | 16,024 | 3,297 | 19,321 | 354,022 | 4.5 | 12,997 | 22,290 | 35,287 | 335,704 | 3.9 |
| Texas Independent Bank, Dallas | 15,295 | 69,544 | 84,839 | 99,458 | 15.4 | ........ | ........ | ........ | ........ | .... |
| First City National Bank, Tyler, Tex. | 13,400 | 10,625 | 24,025 | 314,511 | 4.3 | 9,889 | 12,975 | 22,864 | 299,440 | 3.3 |
| InterFirst Bank Wichita Falls NA, Tex. | 13,210 | 8,239 | 21,449 | 341,362 | 3.9 | 6,881 | 11,450 | 18,331 | 342,771 | 2.0 |
| Preston State Bank, Dallas | 13,065 | 0 | 13,065 | 504,290 | 2.6 | 14,570 | 105 | 14,675 | 427,659 | 3.4 |
| RepublicBank Tyler, Tex. | 12,295 | 2,042 | 14,337 | 249,180 | 4.9 | 7,332 | 3,688 | 11,020 | 219,313 | 3.3 |
| First City National Bank, El Paso, Tex. | 11,995 | 1,293 | 13,288 | 281,347 | 4.3 | ........ | ........ | ........ | ........ | .... |
| InterFirst Bank Fannin, Houston | 11,229 | 13,372 | 24,601 | 457,174 | 2.5 | 13,170 | 10,744 | 23,914 | 471,622 | 2.8 |
| RepublicBank San Antonio NA, Tex. | 10,557 | 3,820 | 14,377 | 284,708 | 3.7 | ........ | ........ | ........ | ........ | .... |

## FEDERAL RESERVE DISTRICT 12

| | June 30, 1984 | | | | | June 30, 1983 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. | DUE TO BANKS | | | Total Deposits | Demand Dep. Due Banks As % of Total Dep. |
| | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | | Demand Dep. Due US Banks | Other Dep. Due All Banks | Total Dep. Due All Banks | | |
| **ARIZONA** | | | | | | | | | | |
| Valley National Bank, Phoenix, Ariz. | 157,372 | 22,165 | 179,537 | 6,685,318 | 2.3 | 44,635 | 10,662 | 55,297 | 6,149,104 | 0.7 |
| Arizona Bank, Phoenix | 47,258 | 1,074 | 48,332 | 2,436,587 | 1.9 | 3,540 | 1,282 | 4,822 | 2,116,075 | 0.2 |
| Continental Bank, Phoenix, Ariz. | 20,924 | 0 | 20,924 | 351,888 | 5.9 | ........ | ........ | ........ | ........ | .... |
| United Bank of Arizona, Phoenix | 17,994 | 158 | 18,152 | 1,223,586 | 1.5 | 13,688 | 98 | 13,786 | 984,530 | 1.4 |
| First Interstate Bank of Arizona NA, Phoenix | 17,171 | 1,984 | 19,155 | 4,290,331 | 0.4 | 10,575 | 1,530 | 12,105 | 3,841,946 | 0.3 |
| **CALIFORNIA** | | | | | | | | | | |
| Bank of America NT&SA, San Francisco | 1,160,000 | 2,485,000 | 3,645,000 | 57,353,000 | 2.0 | 508,628 | 4,520,913 | 5,029,541 | 57,824,142 | 0.9 |
| Union Bank, Los Angeles | 594,662 | 29,590 | 624,252 | 5,506,107 | 10.8 | 99,131 | 100,975 | 200,106 | 4,739,328 | 2.1 |
| First Interstate Bank of California, Los Angeles | 508,728 | 167,727 | 676,455 | 12,597,250 | 4.0 | 490,331 | 273,021 | 763,352 | 12,652,204 | 3.9 |
| Security Pacific National Bank, Los Angeles | 500,585 | 283,375 | 783,960 | 21,855,856 | 2.3 | 296,731 | 746,625 | 1,043,356 | 20,719,256 | 1.4 |
| Wells Fargo Bank NA, San Francisco | 170,221 | 175,192 | 345,413 | 17,459,081 | 1.0 | 183,402 | 455,816 | 639,218 | 17,004,953 | 1.1 |
| Community Bank, Huntington Park, Calif. | 157,729 | 9,344 | 167,073 | 552,218 | 28.6 | 125,820 | 11,150 | 136,970 | 476,044 | 26.4 |
| Crocker National Bank, San Francisco | 155,239 | 158,872 | 314,111 | 13,459,330 | 1.2 | 214,739 | 849,263 | 1,064,002 | 13,283,360 | 1.6 |
| California First Bank, San Francisco | 71,321 | 9,244 | 80,565 | 3,833,795 | 1.9 | 693 | 7,350 | 8,043 | 3,230,493 | 0.0 |
| Bank of California NA, San Francisco | 33,344 | 75,516 | 108,860 | 1,658,946 | 2.0 | 22,748 | 80,690 | 103,438 | 1,878,195 | 1.2 |
| City National Bank, Beverly Hills, Calif. | 21,380 | 2,291 | 23,671 | 1,605,723 | 1.3 | 11,111 | 5,273 | 16,384 | 1,511,440 | 0.7 |
| Lloyds Bank California, Los Angeles | 15,197 | 6,143 | 21,340 | 2,280,291 | 0.7 | 11,374 | 14,189 | 25,563 | 2,084,991 | 0.5 |
| Southwest Bank, Vista, Calif. | 10,323 | 233 | 10,556 | 252,151 | 4.1 | ........ | ........ | ........ | ........ | .... |
| **HAWAII** | | | | | | | | | | |
| Bank of Hawaii, Honolulu | 38,270 | 5,117 | 43,387 | 2,744,093 | 1.4 | 6,854 | 7,765 | 14,619 | 2,319,264 | 0.3 |
| First Hawaiian Bank, Honolulu | 14,153 | 5,471 | 19,624 | 2,157,696 | 0.7 | 5,179 | 2,067 | 7,246 | 1,665,944 | 0.3 |
| **OREGON** | | | | | | | | | | |
| United States National Bank, Portland, Ore. | 67,797 | 3,028 | 70,825 | 4,448,011 | 1.5 | 53,326 | 2,615 | 55,941 | 4,091,926 | 1.3 |
| First Interstate Bank of Oregon NA, Portland | 37,209 | 2,854 | 40,063 | 3,889,095 | 1.0 | 26,452 | 5,022 | 31,474 | 3,598,708 | 0.7 |
| Oregon Bank, Portland | 15,563 | 929 | 16,492 | 830,962 | 1.9 | 17,774 | 1,135 | 18,909 | 726,795 | 2.4 |
| **UTAH** | | | | | | | | | | |
| First Security Bank of Utah NA, Ogden | 29,879 | 677 | 30,556 | 1,984,106 | 1.5 | 32,359 | 824 | 33,183 | 1,904,801 | 1.7 |
| Zions First National Bank, Salt Lake City, Utah | 29,748 | 3,830 | 33,578 | 1,482,687 | 2.0 | 28,316 | 4,264 | 32,580 | 1,354,736 | 2.1 |
| **WASHINGTON** | | | | | | | | | | |
| Peoples National Bank of Washington, Seattle | 92,294 | 618 | 92,912 | 1,680,245 | 5.5 | 80,554 | 910 | 81,464 | 1,638,474 | 4.9 |
| Rainier National Bank, Seattle | 66,139 | 72,284 | 138,423 | 4,438,408 | 1.5 | 45,982 | 83,561 | 129,543 | 4,281,783 | 1.1 |
| Seattle-First National Bank | 63,585 | 52,581 | 116,166 | 5,820,266 | 1.1 | 21,666 | 181,501 | 203,167 | 5,506,841 | 0.4 |
| Old National Bank of Washington, Spokane | 32,070 | 26 | 32,096 | 1,180,635 | 2.7 | 11,024 | 24 | 11,048 | 1,123,910 | 1.0 |
| Puget Sound National Bank, Tacoma, Wash. | 13,287 | 160 | 13,447 | 1,085,587 | 1.2 | ........ | ........ | ........ | ........ | .... |

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American Banker

The Daily Financial Services N

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VOL. CL NO. 57 Friday, March 22, 1985 150th Year

## TODAY

THE OHIO THRIFT CRISIS

**A LITTLE DAYLIGHT:** Some institutions eased back into business by allowing customers limited withdrawals, and members of Congress called for insurance laws ........ 1

**ABORTED INVESTIGATION:** The Securities and Exchange Commission dropped an investigation of E.S.M. Government Securities Inc. when a U.S. appeals court refused in 1981 to grant access to E.S.M.'s books and records ........ 3

**UNINSURED AND OPEN:** The Citizens Building and Loan Co. of Jackson, Ohio, hasn't had deposit insurance since opening in 1895, and hasn't closed ........ 6

**COMMENT:** Blessed by fortune, Wells Fargo eschews the national market in favor of prime-based lending ........ 1

**CONSOLIDATION:** Merger activity among the nation's top banking firms entered a phase of consolidation in 1984 ........ 1

**A STAR IS BORN:** A new market in options on Eurodollar futures got off to a good start on Chicago's International Monetary Market ........ 2

**INTERNATIONAL BRIEFING:** A former critic of foreign bank intrusion in Australia has changed his tune 2

**TALKING FISH:** Something called 'Shark' is supplying quotation service to 80 clients........ 2

**RETAILERS READY:** Sears, Roebuck and Co. and J.C. Penney Co. are both ready to offer credit card processing, private-label credit card, and retail lockbox services to other companies ........ 3

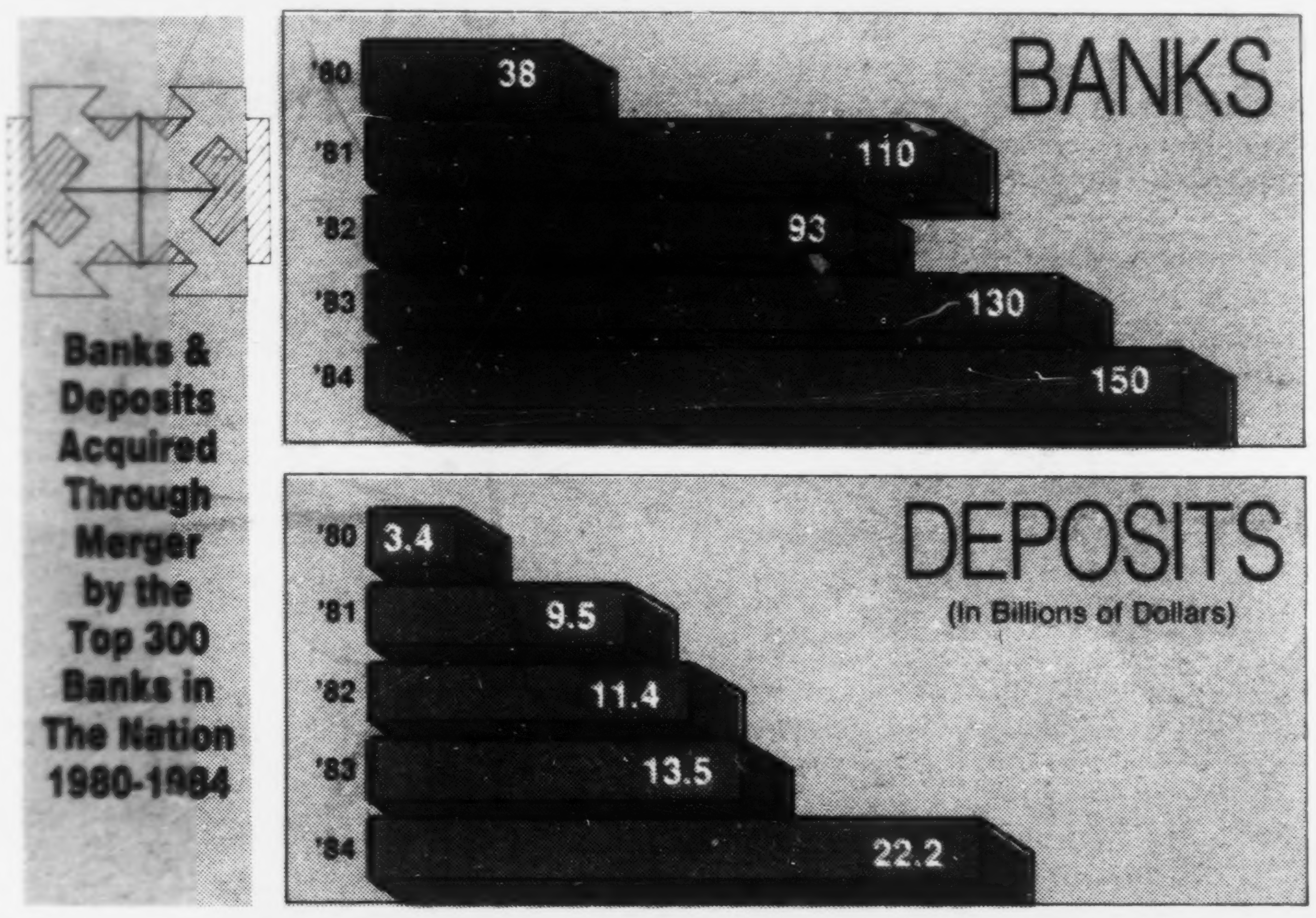
**TEXT:** The Treasury Department regulation requiring banks to report overseas currency transactions — a key element in the recent guilty plea by First National Bank of Boston — is reprinted........ 12

**REQUIRED READING:** In the text of a speech to the Detroit Economic Club, Sears, Roebuck and Co. chairman Edward R. Telling proposes something called a 'family bank' 15

**FEAR FACTOR:** A deep-rooted American fear of big banks is a significant factor in the debate over interstate expansion ........ 16

**BACK PAGE:** Vincent Tese speaks out on deregulation, consumer issues, and how the world of finance has changed as he leaves behind a legacy of trailblazing as New York State banking superintendent to head the New York Urban Development Corp ........ 32

VINCENT TESE



# 1984 Was Year of Consolidation

## The Result: Deposits Acquired Through Mergers Soared

By L. MICHAEL CACACE

NEW YORK — Merger activity among the nation's top banking firms entered a new phase in 1984 — a phase of consolidation of the bank affiliates of previously acquired bank holding companies into larger, more efficient banking units.

As a result of these consolidations, deposits acquired through mergers by the top 300 banks in the nation soared 64% in 1984 to a record level of $22.2 billion. The previous record was set in 1983 when $13.5 billion in deposits was acquired by the top 300 banks through mergers and acquisitions.

These are some of the findings of the *American Banker's* second annual survey of mergers, acquisitions, and title and location changes among the top 300 banks, published in today's edition. Partial acquisitions, such as branch purchases, are also included in the listing starting on page 21.

In 1984, 68 of the top 300 banks acquired 150 other banks, with combined deposits of $22.2 billion. Approximately $9 billion, or 41%, of these deposits came from consolidations of recently acquired banking units of holding companies. These mergers occurred in seven states: Connecticut, Florida, New Jersey, Ohio, Pennsylvania, South Carolina, and Texas.

In 1983, 55 of the top 300 banks acquired 130 other banks, with $13.5 billion in deposits. Of the $13.5 billion, approximately $500 million, or 3.7%, represented consolidations of the banking affiliates of previously acquired holding companies.

The largest merger of this type occurred in New Jersey. In April 1984, Fidelity Union Bancorp., Newark, merged into First National State Bancorp., also in Newark. In November, the $2.7 billion Fidelity Union Bank became part of the $1.9 billion-deposit First National State Bank, under the

➼ Mergers: Page 27

# Quiet Reported As Thrifts Begin To Open Doors

## Limited Service Plan Allows Withdrawal of $750 a Month

One by one, Ohio's privately insured savings institutions quietly began to reopen for limited service on Thursday with no hint of the panic that a week earlier led the governor to declare the most extensive closing of financial institutions since the depths of the Depression.

By early Thursday afternoon, at least 14 applications had been filed with the Ohio Division of Savings and Loan Associations by thrifts that have applied for federal deposit insurance, though a division spokesman said he was unsure how many of those would be able to open today.

This story was reported by Mark Basch in Cincinnati, Richard Ringer in Columbus, Laura Gross in Cleveland, and Robert Garsson in New York. It was written by Mr. Garsson.

In Cincinnati, where the panic began following the Home State Savings Bank failure, Century Savings Bank opened for full service with more reporters present than customers. At least two other thrifts in the Cincinnati area opened for business Thursday, though only for the limited purpose of permitting depositors to withdraw up to $750.

"We've got six tellers and it's six to nothing," said Charles Brigham, president of Federated Savings Bank. A spokesman for Southern Ohio Savings Association echoed his comment, saying the day was no different from any other normal day.

Mr. Brigham said Federated has ap-

➼ Ohio: Page 6

### Wells Fargo 3

# A Concluding Miscellany

By SANFORD ROSE

Wells Fargo executives exhibit a considerable amount of humility and gratitude for a benign providence. "We are blessed," says CEO Carl Reichardt, referring to the advantages Wells derives from the weakness of some competitor institutions. "People come into bank branches and ask to see financial statements. They are wary of banks that are perceived to be weak. Strong banks like us, on the other hand, have a lower cost of deposit acquisition and eventually a lower cost of capital acquisition."

Mr. Reichardt claims that Wells has always been on the low side in the rates it quotes to consumers but has nevertheless managed to garner more than a respectable share of deposits. Others disagree with their CEO. Chief financial officer Frank Newman argues that Wells has matched the highest rates available in the marketplace, although he acknowledges that these rates might be lower than they otherwise would have been because strapped competitors have been prone to hold them down.

➼ Wells Fargo: Page 4

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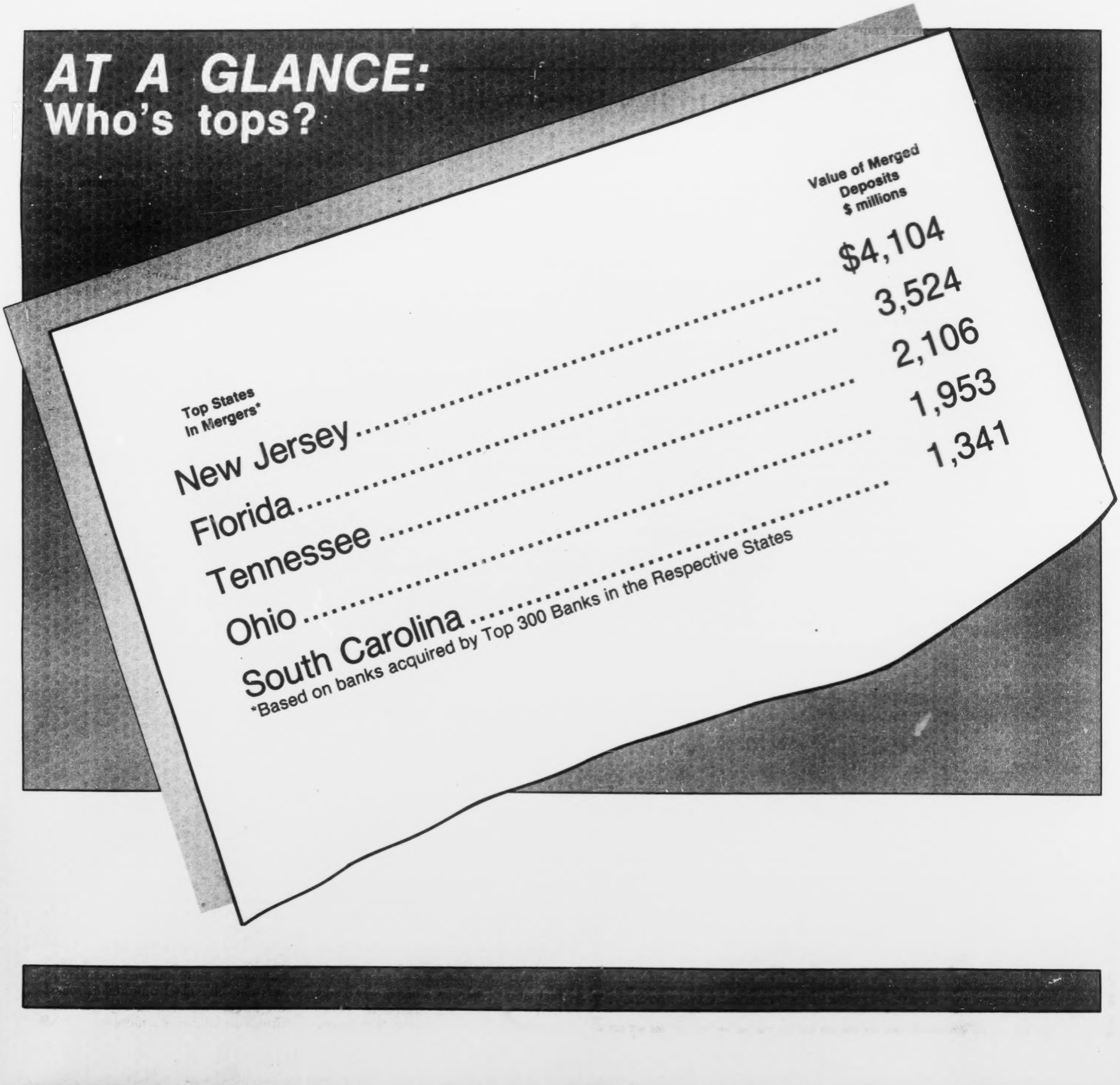
# American Banker
# reviews
# Acquisitions by the Top 300 Banks



**AT A GLANCE:**
**Who's tops?**

| Top States In Mergers* | Value of Merged Deposits $ millions |
|---|---|
| New Jersey | $4,104 |
| Florida | 3,524 |
| Tennessee | 2,106 |
| Ohio | 1,953 |
| South Carolina | 1,341 |

*Based on banks acquired by Top 300 Banks in the Respective States

# Acquisitions, Name and Location Changes Among the Nation's Top 300 Banks in Deposits on December 31, 1984(a)

| Deposit Rank 12/31/84 | Name of Bank | Type of Changes (b) | Former Name of Bank and/or City (if a name or location change) | Name of Bank(s) Merged or Acquired | Total Deposits of Merged Banks on Dec. 31, 1983 | Date of Mergers Name Change etc. |
|---|---|---|---|---|---|---|
| 73 | **AmSouth Bank NA, Birmingham, Ala.** | M | | American National Bank, Gadsden | 84,112,018 | Mar. 16 |
| | | M | | Citizens Bank, Wetumka | 36,631,441 | Apr. 13 |
| 183 | **SouthTrust Bank of Alabama NA, Birmingham** | M | | First Bank, Alabaster | 27,012,000 | Oct. 28 |
| 168 | **United Bank of Arizona, Phoenix** | A | | Bank of Cochise, Sierra Vista | 9,357,499 | Oct. 1 |
| 297 | **Barclays Bank of California, San Francisco** | B (1) | | Union Bank, Los Angeles | | Oct. 19 |
| 205 | **Citytrust, Bridgeport, Conn.** | B (4) | | County Fed. S&L Assn., Westport | | June 30 |
| 42 | **Connecticut Bank & Trust Co. NA, Hartford** | B (2) | | Burritt Mutual Savings Bank, New Britain | | April 30 |
| 45 | **Connecticut National Bank, Hartford** | M | | New Britain Bank & Trust Co. | 112,267,571 | Mar. 31 |
| | | M | | First Bank, New Haven | 652,573,000 | Mar. 31 |
| | | M | | Terryville Trust Co. | 34,763,000 | Mar. 31 |
| 270 | **Sun Bank/South Fla. NA, Fort Lauderdale** | M | | Flagship NB of Broward Cty., Hollywood | 165,379,000 | May 1 |
| 80 | **Atlantic National Bank, Jacksonville, Fla.** | M | | Bank of Green Cove Springs | 42,764,107 | Feb. 1 |
| | | M | | Atlantic Nat'l Bank of Florida, Orange Park | N.A. | Sept. 1 |
| 252 | **Barnett Bank of Jacksonville NA, Fla.** | A | | Century National Bank, Jacksonville | N.A. | Sept. 21 |
| 56 | **Florida National Bank, Jacksonville** | M | | Flagship Bk Charlotte Cty., Punta Gorda | 24,000,000 | Jan.3 |
| | | M | | Flagship First NB of Highlands, Sebring | 72,065,957 | Jan.3 |
| | | M | | Flagship Peoples Bank, Tallahassee | 35,518,000 | Jan.3 |
| | | M | | Flagship Bank of Lake Cty., Tavares | 68,159,493 | Jan.3 |
| | | M | | Royal Trust Bank, Gulfport | 136,730,337 | Mar. 2 |
| | | M | | Royal Trust Bank NA, Miami | 294,028,214 | Mar. 2 |
| | | M | | Royal Trust Bank of Palm Beach NA | 109,298,000 | Mar. 2 |
| | | M | | Royal Trust Bank of Fla. NA, St. Petersburg | 239,051,000 | Mar. 2 |
| | | M | | Lighthouse National Bank, Jupiter | 36,716,000 | Dec. 14 |
| 86 | **Barnett Bank of South Fla. NA, Miami** | M | | Great American Bank, Davie | 60,170,000 | Jan. 27 |
| | | M | | Great American Bank, Fort Lauderdale | 41,400,000 | Jan. 27 |
| | | M | | Bank of Hallandale & Trust Co. | 246,335,133 | July 24 |
| | | M | | Great American Bank, North Miami Beach | 33,001,000 | Dec. 14 |
| | | M | | Great American Bk of Dade Cty., No. Miami | 87,296,000 | Dec. 14 |
| 25 | **Southeast Bank NA, Miami** | M | | Southeast Bank at Bartow NA | 38,494,000 | Apr. 1 |
| | | M | | Southeast Bank of Belle Glade NA | 20,808,000 | Apr. 1 |
| | | M | | Southeast Bank of Lee Cty. NA, Cape Coral | 42,678,000 | Apr. 1 |
| | | M | | Southeast Bk of the Fla Keys NA, Key West | 45,896,000 | Apr. 1 |
| 292 | **First American B & T Co., North Palm Beach, Fla.** | M | | Marine State Bank, Tallahassee | 11,458,245 | Dec. 31 |
| 112 | **Sun Bank NA, Orlando, Fla.** | M | | Flagship Bank of Seminole, Sanford | 100,185,000 | June 1 |
| | | M | | Flagship First Nat'l Bank, Titusville | 34,431,000 | June 1 |
| 147 | **First National Bank of Fla., Tampa** | M | | Flagship Bank of Melbourne NA | N.A. | Jan. 1 |
| | | M | | Flagship First Nat'l Bank, Ormond Bch. | N.A. | Jan. 1 |
| | | M | | First Nat'l Bank of Brevard, Merritt Island | 65,514,000 | Oct. 1 |
| 63 | **NCNB National Bank of Florida, Tampa** | M | | Ellis National Bank of Central Fla., Tampa | 86,993,156 | May 18 |
| | | M | | Ellis Bank of Indian Rocks NA, Largo | 119,584,499 | June 15 |
| | | M | | Ellis Nat'l Bk of Pinellas Cty, St Petersburg | 99,614,000 | June 15 |
| | | M | | Ellis First National Bank, New Port Richey | 205,346,874 | July 13 |
| | | M | | Ellis First National Bank, Tarpon Springs | 77,181,924 | July 13 |
| | | M | | Ellis Springs Bank NA, Tarpon Springs | 45,684,239 | July 13 |
| | | M | | Ellis Fort Myers Bank NA | 29,329,000 | Aug. 17 |
| | | M | | Ellis Bank & Trust Co. NA, Sarasota | 409,064,459 | Aug. 17 |
| | | M | | Ellis First National Bank, Bradenton | 177,630,130 | Sep. 20 |
| | | M | | NCNB National Bank of Fla., De Bary | 79,847,775 | Sep. 20 |
| | | M | | NCNB National Bank of Fla., Avon Park | 25,717,000 | Oct. 18 |
| | | M | | NCNB National Bank of Fla., Jacksonville | 84,650,689 | Dec. 31 |
| 251 | **Barnett Bank of Palm Bch, Cty., W. Palm Beach** | L | Moved from Delray Beach | | | Dec. 5 |
| 216 | **Barnett Bank of Central Fla. NA, Winter Park** | M | | Barnett Bank of Kissimmee | 31,518,270 | Apr. 13 |
| 163 | **Bank South NA, Atlanta** | M | | Bank of Cumming | 59,060,000 | July 25 |
| | | M | | Bank South, Clayton, Forest Park | 109,492,000 | July 25 |
| | | M | | Bank South, Gwinnett, Duluth | 47,782,000 | Aug. 1 |
| | | M | | Bank South, Cobb, Marietta | 44,968,000 | Aug. 1 |
| 38 | **Citizens & Southern National Bank, Atlanta** | M | | Commercial Nat'l Bank, Cedartown | 40,144,000 | May 31 |
| | | M | | Fayette State Bank, Peachtree City | 53,135,201 | May 31 |
| | | M | | Citizens & Southern Bank, Springfield | 40,822,798 | Sep. 1 |
| | | M | | First National Bank, Douglasville | 6,676,140 | Dec. 1 |
| 165 | **First Security Bank of Idaho NA, Boise** | M | | Custer County Bank, Challis | N.A. | May 21 |
| 93 | **American Fletcher NB&T Co., Indianapolis** | A | | Shelby National Bank, Shelbyville | 72,729,382 | Apr. 19 |
| 186 | **Bank of Baltimore** | N,C | Savings Bank of Baltimore | | | Nov. 1 |
| 81 | **First National Bank of Maryland, Baltimore** | M | | Hampstead Bank of Carroll County | 38,569,000 | Apr. 30 |
| | | M | | Frostburg National Bank | 37,139,239 | Dec. 31 |
| 61 | **Maryland National Bank, Baltimore** | M | | Bank of Maryland, Hillcrest Heights | 114,251,000 | June 1 |
| 253 | **Citizens Bank & Trust Co., Riverdale, Md.** | M | | Peoples Security Bank, Landover | 191,660,000 | Mar. 16 |
| 35 | **Comerica Bank-Detroit** | M | | Bank of the Commonwealth, Detroit | 714,809,000 | Jan. 1 |
| 170 | **Michigan National Bank of Detroit** | M | | Michigan NB, Grosse Pointes Woods | 20,165,000 | Sep. 1 |
| 125 | **Old Kent B&T Co., Grand Rapids, Mich.** | M | | Old Kent Bank, Grandville | 5,100,000 | Mar. 4 |
| | | M | | Old Kent Bank, Wyoming | 9,290,000 | Mar. 4 |

(a)—Banks are listed in geographic order, with their respective deposit ranks shown in the left-hand column. (b)—Type of Changes: (A)—The purchase of certain assets and the assumption of certain liabilities of the bank listed. (B)—The acquisition of a branch or branches from the bank listed. The number of branches acquired are shown in parenthesis. (C)—Charter change from savings bank to commercial bank. (L)—Change of location of head office. (M)—Merged the bank listed. (N)—Name change. N.A.—Not available.

# Acquisitions, Name and Location Changes Among the Nation's Top 300 Banks in Deposits on December 31, 1984(a)

| Deposit Rank 12/31/84 | Name of Bank | Type of Changes (b) | Former Name of Bank and/or City (if a name or location change) | Name of Bank(s) Merged or Acquired | Total Deposits of Merged Banks on Dec. 31, 1983 | Date of Mergers Name Change etc. |
|---|---|---|---|---|---|---|
| 291 | **Grenada Bank, Miss.** | A | | Mississippi Bank, Jackson | 242,810,000 | May 11 |
| | | M | | First National Bank, Greenville | 94,989,000 | June 29 |
| 124 | **Deposit Guaranty National Bank, Jackson, Miss.** | M | | Merchants & Farmers Bank, Meridian | 153,943,920 | Nov. 30 |
| 161 | **First National Bank, Jackson** | M | | Merchants & Planters Bank, Hazlehurst | 42,338,177 | Sept. 29 |
| | | M | | State Guaranty Bank, Magee | 37,831,000 | Sept. 29 |
| 250 | **Boatmen's First Nat'l Bank, Kansas City, Mo.** | N | First National Bank | | | 1/28/85 |
| 224 | **Commerce Bank of Kansas City NA, Mo.** | M | | Commerce Bank of Blue Hills, Kansas City | 21,135,180 | Jan. 1 |
| | | M | | Plaza Bank and Trust Co., Kansas City | 87,946,065 | Jan. 1 |
| | | M | | Commerce Bank of Grandview NA | 14,473,293 | Jan. 1 |
| | | M | | Commerce Bank of Independence NA | 21,495,550 | Jan. 1 |
| 267 | **Omaha National Bank, Neb.** | M | | Blair Bank, Inc. | 19,939,000 | Apr. 23 |
| | | M | | Commercial Nat'l B & T Co., Grand Island | 85,020,000 | Aug. 3 |
| 214 | **First Fidelity Bank NA, S Jersey, Burlington Twp.** | N | First National State Bank of S. Jersey | | | Aug. 8 |
| | | B (13) | | Fidelity Union Bk/First Natl State, Newark | | Dec. 1 |
| 140 | **Heritage Bank NA, Jamesburg, N.J.** | M | | City National B&T Co., Salem | 45,006,936 | Mar. 1 |
| 197 | **First Jersey National Bank, Jersey City, N.J.** | B (4) | | First National State Bank, Newark | | Jun. 18 |
| | | M | | Livingston National Bank | 61,642,695 | Nov. 26 |
| 201 | **Horizon Bank NA, Morristown, N.J.** | B (5) | | Bank of New Jersey NA, Camden | | Oct. 1 |
| 34 | **First Fidelity Bank NA, Newark†** | N,M | First National State Bank | Fidelity Union Bk/First Nat'l State, Newark | 442,219,000 | Nov. 1 |
| (†) | **Fidelity Union Bk/First Nat'l State, Newark** | N,L,M | First Nat'l St. Bk Edison, Woodridge | Fidelity Union Bank, Newark | 2,668,258,000 | Apr. 6 |
| | | M | | Burlington County Trust Co.,Morrestown | 267,822,433 | Apr. 6 |
| | | M | | Fidelity Union Bank NA, Morristown | 45,276,000 | Apr. 6 |
| 269 | **Princeton Bank, N.J.** | M | | Bank of New Jersey NA, Camden | 592,676,000 | Dec. 31 |
| 243 | **First National Bank, Toms River, N.J.** | B (5) | | First Jersey Natl Bk./So., Atlantic City | | Feb. 17 |
| | | B (7) | | First Peoples Bank of N.J., Haddon Twp. | | Mar. 19 |
| 204 | **First Fidelity Bank NA/N. Jersey, Totowa** | N | First National State Bank | | | Oct. 24 |
| 160 | **New Jersey National Bank, Trenton** | M | | Citizens United Bank NA, Vineland | 218,089,000 | Oct. 1 |
| 131 | **Midlantic Nat'l Bank/North, West Paterson, N.J.** | N | New Jersey Bank NA | | | Jul. 1 |
| | | M | | Midlantic National Bank/Citizens, Tenafly | 573,829,387 | Sep. 28 |
| 180 | **Key Bank NA, Albany, N.Y.** | B (1) | | Marine Midland Bank NA, Buffalo | | Apr. 1 |
| 189 | **Norstar Bank of Upstate NY, Albany** | N | State Bank of Albany | | | Jul. 1 |
| | | M | | Mohawk National Bank, Schenectady | 149,352,475 | Aug. 1 |
| 290 | **Liberty Norstar Bank NA, Buffalo, N.Y.** | N | Liberty National Bank | | | 1/1/85 |
| 174 | **Long Island Trust Co. NA, Garden City, NY** | B (1) | | Dime Svgs Bank of NY FSB, Brooklyn | | Apr. 2 |
| 256 | **Norstar Bank of Long Island, Hempstead, NY** | M | | Bank of Long Island NA, East Islip | 68,396,000 | Dec. 1 |
| 162 | **Barclays Bank of New York NA** | B (1) | | Chemical Bank, New York | | Apr. 2 |
| 3 | **Chase Manhattan Bank NA, New York** | B (36) | | Chase Lincoln First Bank NA, Rochester | | Aug. 1 |
| 2 | **Citibank NA, New York** | A | | Girod Trust Co., San Juan, P.R. | 260,894,000 | Aug. 20 |
| 33 | **European American Bank, New York** | N | European American Bank & Trust Co. | | | Dec. 31 |
| | | B (2) | | Bankers Trust Co., New York | | Feb. 21 |
| 26 | **National Westminster Bank USA, New York** | B (1) | | Bankers Trust Co., New York | | Feb. 14 |
| 69 | **Chase Lincoln First Bank NA, Rochester, NY** | N | Lincoln First Bank NA | | | Aug. 1 |
| | | B (14) | | Chase Manhattan Bank NA, New York | | Aug. 1 |
| 198 | **Security Norstar Bank, Rochester, N.Y.** | N | Security Trust Co. | | | 1/1/85 |
| | | M | | Bank of Auburn | 86,818,000 | Apr. 1 |
| | | M | | First Bank & Trust Co., Corning | 64,855,463 | Apr. 1 |
| | | M | | First Bank & Trust Co., Ithaca | 83,497,279 | Apr. 1 |
| | | M | | Genesee Country Bank, Le Roy | 72,767,945 | Apr. 1 |
| | | M | | State Bank of Seneca Falls | 35,210,000 | Apr. 1 |
| | | M | | Glen Bank & Trust Co., Watkins Glen | 30,734,000 | Apr. 1 |
| | | M | | First Trust Union Bank, Wellsville | 231,522,953 | Apr. 1 |
| 249 | **Key Bank of Central N.Y., Syracuse** | B (6) | | Bank of New York | | May 29 |
| | | B (1) | | Security Trust Co., Rochester | | June 22 |
| 199 | **Southern National Bank of N.C., Lumberton** | M | | Community Bank of Carolina, Greensboro | 45,253,000 | Mar. 30 |
| | | M | | Cherryville National Bank | 26,573,000 | Mar. 31 |
| | | M | | FNB of Anson Cty., Wadesboro | 41,288,000 | Mar. 31 |
| 200 | **United Carolina Bank, Whiteville, N.C.** | M | | State Bank, Raleigh | 74,406,000 | Sep. 1 |
| 117 | **Branch Banking & Trust Co., Wilson, N.C.** | M | | Bank of Alamance, Graham | 25,306,169 | Jul. 2 |
| | | M | | Carolina Bank, Sanford | 229,441,950 | Jul. 2 |
| 206 | **First National Bank, Akron, Ohio** | M | | Exchange Bank Co., Canal Fulton | 17,865,000 | Dec. 30 |
| | | M | | Twinsburg Banking Co. | 91,714,000 | Dec. 30 |
| 257 | **Society Bank of Eastern Ohio NA, Canton** | N,M,L | First National Bank, Salem | Farmers Nat'l Bank & Trust Co., Ashtabula | 155,323,637 | Sep. 30 |
| | | M | | Harter Bank & Trust Co., Canton | 501,535,000 | Sep. 30 |
| | | M | | Society Bank Eastern Ohio, Youngstown | 104,972,657 | Sep. 30 |
| 126 | **Bank One, Columbus NA, Ohio** | M | | Bank One, Circleville NA | 52,671,000 | Apr. 1 |
| 59 | **Huntington National Bank, Columbus, Ohio** | M | | Huntington NB of N'east Ohio, Cleveland | 945,898,000 | Oct. 31 |
| | | M | | Huntington National Bank, Port Clinton | 48,366,000 | Oct. 31 |
| 187 | **Toledo Trust Co., Ohio** | B (2) | | BancOhio National Bank, Columbus | | Oct. 6 |
| | | M | | Maumee Valley National Bank, Defiance | 141,184,826 | Dec. 21 |
| 233 | **Bank One of Eastern Ohio NA, Youngstown** | M | | First National Bank, East Liverpool | 67,298,583 | Apr. 1 |
| | | M | | Union Savings & Trust Co., Warren | 250,886,065 | May 1 |
| 58 | **First Interstate Bank of Oregon Na, Portland** | A | | Bank of the Northwest, Eugene | 23,973,000 | Aug. 31 |
| 44 | **United States National Bank of Oregon, Portland** | A | | United Bank of Oregon, Oak Grove | 19,879,675 | Mar. 2 |
| | | M | | Bank of Milwaukie | 8,313,000 | June 30 |
| | | M | | Bank of Milton-Freewater | N.A. | July 1 |

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# Acquisitions, Name and Location Changes Among the Nation's Top 300 Banks in Deposits on December 31, 1984[a]

| Deposit Rank 12/31/84 | Name of Bank | Type of Changes (b) | Former Name of Bank and/or City (if a name or location change) | Name of Bank(s) Merged or Acquired | Total Deposits of Merged Banks on Dec. 31, 1983 | Date of Mergers Name Change etc |
|---|---|---|---|---|---|---|
| 278 | **Merchants National Bank, Allentown, Pa.** | M | | Tri-County Bank, Bowmanstown | 64,835,000 | Dec. 15 |
| 46 | **Fidelity Bank NA, Malvern, Pa.** | N,M | Southeast National Bank of Pa. | Fidelity Bank, Philadelphia | 3,758,686,000 | Sep. 14 |
| 82 | **Mellon Bank (East) NA, Philadelphia** | N | Girard Bank | | | June 25 |
| 287 | **Marine Bank, Warren, Pa.** | B (1) | | National Bank of North East | | Apr. 2 |
| 231 | **First Eastern Bank NA, Wilkes-Barre, Pa.** | M | | Scranton National Bank | 114,333,756 | Sep. 15 |
| 176 | **Northeastern Bank of Pa., Wilkes-Barre** | B (1) | | First National Bank, Allentown | | Sep. 8 |
| | | M | | Cement National Bank, Northampton | 205,091,000 | Nov. 12 |
| 83 | **Banco Popular de Puerto Rico, San Juan** | A | | Washington National Bank, Chicago | N.A. | May 18 |
| 139 | **Rhode Island Hospital Tr Nat'l Bk, Providence** | M | | Columbus National Bank, Providence | 157,419,000 | Oct. 1 |
| 166 | **Bankers Trust of South Carolina, Columbia** | B (1) | | First National Bank of S.C., Columbia | | Sep. 4 |
| | | B (1) | | South Carolina National Bank, Columbia | | Sep. 4 |
| 84 | **South Carolina National Bank, Columbia** | M | | First National Bank of S.C., Columbia | 1,340,844,030 | Dec. 1 |
| 182 | **Norwest Bank South Dakota NA, Sioux Falls** | N,M | Norwest Bank Sioux Falls NA | Norwest Bank Aberdeen NA | 322,906,000 | Oct. 1 |
| | | M | | Norwest Bank Black Hills NA,Rapid City | 352,089,984 | Oct. 1 |
| | | M | | Norwest Bank Watertown NA | 99,439,615 | Oct. 1 |
| 65 | **First Tennessee Bank NA, Memphis** | M | | First Tennessee Bank, Jackson | 45,797,000 | Mar. 1 |
| | | M | | First Tennessee Bank, Dyersburg | 47,512,000 | Mar. 12 |
| | | M | | First Tennessee Bank, Jonesboro | 102,496,000 | May 1 |
| | | M | | First Tennessee Bank, Morristown | 42,788,000 | May 1 |
| | | M | | First Tennessee Bank, Mosheim | 23,809,000 | May 1 |
| | | M | | First Tennessee Bank NA, Chattanooga | 499,532,000 | June 1 |
| | | M | | First Tennessee Bank/NA, Kingsport | 79,192,811 | June 1 |
| | | M | | First Tennessee Bank NA, Cookeville | 93,949,000 | Aug. 1 |
| | | M | | First Tennessee Bank NA, Franklin | 116,463,000 | Aug. 1 |
| | | M | | First Tennessee Bank NA, Gallatin | 35,175,000 | Aug. 1 |
| | | M | | First Tennessee Bank NA, Murfreesboro | 35,610,845 | Aug. 1 |
| | | M | | First Tennessee Bank NA, Nashville | 75,243,000 | Aug. 1 |
| | | M | | First Tennessee Bank, Dandridge | 36,310,000 | Sep. 1 |
| | | M | | First Tennessee Bank, Knoxville | 597,653,000 | Sep. 1 |
| | | M | | First Tennessee Bank, Maryville | 190,425,000 | Sep. 1 |
| 171 | **Union Planters National Bank, Memphis** | M | | Hamilton First Bank NA, Clinton | 61,506,965 | Feb. 1 |
| 178 | **Commerce Union Bank, Nashville, Tenn.** | M | | Liberty Bank, Brentwood | 22,304,000 | July 16 |
| 41 | **MBank Dallas NA** | N | Mercantile National Bank | | | Oct. 15 |
| 295 | **MBank El Paso NA, Tex.** | N | State National Bank | | | Oct. 15 |
| 78 | **MBank Houston NA** | N | Capital Bank NA | | | Oct. 15 |
| | | M | | Bank of the Southwest NA, Houston | 2,802,577,000 | Oct. 15 |
| 114 | **First Security Bank of Utah NA, Ogden** | B (5) | | First Security State Bank, Salt Lake City | | June 30 |
| 211 | **First Virginia Bank, Falls Church** | M | | First Virginia Bank-N. Neck, Colonial Beach | 68,319,000 | July 16 |
| 142 | **First American Bank of Virginia, McLean** | B (13) | | First & Merchants Nat'l Bank, Richmond | | Jan. 3 |
| | | B (11) | | Virginia National Bank, Norfolk | | Jan. 3 |
| | | M | | Round Hill National Bank | 28,502,000 | June 30 |
| 71 | **Bank of Virginia, Richmond** | B (1) | | First & Merchants Nat'l Bank, Richmond | | Jan. 3 |
| | | B (1) | | Virginia National Bank, Richmond | | Jan. 3 |
| | | M | | Bank of Montross | 35,103,000 | Sep. 28 |
| 105 | **Central Fidelity Bank, Richmond** | M | | Central Fidelity Bank NA, Lynchburg | 731,836,000 | Feb. 21 |
| | | M | | Central Fidelity Bank NA SW, Abingdon | 70,622,000 | Sep. 4 |
| 52 | **United Virginia Bank, Richmond** | B (1) | | Bank of Virginia, Richmond | | Jan. '84 |
| 141 | **Dominion Bank NA, Roanoke, Va.** | N | First National Exchange Bank | | | Feb. 21 |
| | | M | | First Bassett Bank & Trust | 71,652,1480 | June 15 |
| | | M | | Dominion Bank of Bristol NA, Abingdon | 118,178,000 | Oct. 20 |
| 209 | **M&I Marshall & Ilsley Bank, Milwaukee** | A | | Milwaukee County Bank, West Allis | 118,265,000 | Dec. 31 |

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# Merger Activity Among the Top 300 Banks

## 1984 Compared with 1983

### (Dollar Amounts in Millions)

| State | Number of Acquiring Banks | | Number of Banks Acquired | | Total Deposits In Acquired Banks (a) | |
|---|---|---|---|---|---|---|
| | 1984 | 1983 | 1984 | 1983 | 1984 | 1983 |
| Alabama (b) | 2 | 1 | 3 | 20 | $148 | $1,053 |
| Arizona | 1 | -- | 1 | -- | 9 | ---- |
| California | 0 | 2 | 0 | 7 | 0 | 937 |
| Colorado (e) | 0 | 1 | 0 | 1 | 0 | 258 |
| Connectict | 1 | 2 | 3 | 2 | 800 | 111 |
| Florida (f) | 11 | 6 | 41 | 24 | 3,524 | 3,137 |
| Georgia | 2 | 5 | 8 | 15 | 402 | 913 |
| Idaho | 1 | 1 | 1 | 1 | N.A. | 14 |
| Indiana | 1 | -- | 1 | -- | 73 | ---- |
| Louisiana | 0 | 1 | 0 | 1 | 0 | 481 |
| Maryland | 3 | 2 | 4 | 3 | 382 | 157 |
| Massachusetts | 0 | 1 | 0 | 1 | 0 | 88 |
| Michigan | 3 | -- | 4 | -- | 749 | ---- |
| Mississippi | 3 | 2 | 5 | 2 | 572 | 187 |
| Missouri | 1 | -- | 4 | -- | 145 | ---- |
| Nebraska | 1 | -- | 2 | -- | 105 | ---- |
| New Jersey (d,e) | 5 | 5 | 6 | 5 | 4,104 | 437 |
| New York | 4 | 1 | 10 | 3 | 1,084 | 350 |
| North Carolina | 3 | 5 | 6 | 5 | 442 | 338 |
| Ohio (c) | 6 | 2 | 11 | 3 | 1,953 | 522 |
| Oregon (b) | 2 | 1 | 4 | 3 | 52 | 76 |
| Pennsylvania (d) | 4 | 1 | 4 | 1 | 1,170 | 31 |
| Puerto Rico | 1 | 1 | 1 | 1 | N.A. | 28 |
| Rhode Island | 1 | -- | 1 | -- | 157 | ---- |
| South Carolina | 1 | 3 | 1 | 4 | 1,341 | 268 |
| South Dakota | 1 | 1 | 3 | 5 | 774 | 260 |
| Tennessee | 3 | 3 | 17 | 7 | 2,106 | 570 |
| Texas (d) | 1 | -- | 1 | -- | 861 | ---- |
| Virginia (e,f) | 5 | 7 | 7 | 13 | 1,124 | 3,117 |
| Wisconsin | 1 | 1 | 1 | 3 | 118 | 123 |
| **Totals** | **68** | **55** | **150** | **130** | **$22,195** | **$13,456** |

**(a)**—The 1984 data column has total deposits as of 12/31/83. The 1983 data column has total deposits as of 12/31/82. **(b)**—Deposits for one of the banks merged in 1983 were estimated. **(c)**—During 1984, a bank not ranked among the top 300 banks at yearend 1983, acquired a larger bank that was ranked among the top 300 on 12/31/83. The smaller bank's deposits were used to compute the deposit total in the 1984 "total deposits in acquired banks" column. **(d)**—During 1984, two banks - both ranked among the top 300 on 12/31/83 - merged. And the smaller bank's deposits were used to compute the deposit total in the 1984 "total deposits in acquired banks" column. **(e)**—During 1983, A bank not ranked among the top 300 on 12/31/82 - acquired a larger bank that was ranked among the top 300 on 12/31/82. The smaller bank's deposits were used to compute the deposit total in the 1983 "total deposits in acquired banks" column. **(f)**—During 1983, two banks - both ranked among the top 300 on 12/31/82 - merged. The smaller bank's deposits were used to compute the deposit total in the 1983 "total deposits in acquired banks" column.

# '84 Proved to Be Year of Consolidation Of Previously Acquired Bank Affiliates

**Continued from Page 1**

charter of the latter and with a new title — First Fidelity Bank NA.

The *American Banker*, in tracking the survivor of a merger, follows the charter of the bank. In the case above, First National State is the surviving institution. However, in its calculation of "deposits acquired through merger," the *American Banker* counts the deposits of the smaller of the two institutions merged. Thus, the deposits of First National State Bank are used to measure the impact of that merger on the deposits acquired through merger by the top 300 banks.

The second largest merger of this type occurred in South Carolina. On Nov. 30, 1984, South Carolina National Corp., Columbia, acquired First Bankshares Corp. of South Carolina, also in Columbia. The next day, the $1.3 billion-deposit First National Bank of South Carolina was merged into South Carolina National Bank.

The third largest merger was in Florida. NCNB Corp., Charlotte, N.C., acquired Ellis Banking Corp., Bradenton, in March 1984. And between May and August 1984, NCNB National Bank of Florida, Tampa, absorbed nine of the former bank affiliates of Ellis. These nine banks had total deposits of $1.25 billion.

Listed below are other mergers of this type identified by the *American Banker*:

- In Connecticut, Hartford National Corp. acquired FirstBancorp. Inc., New Haven, on March 31, 1983. On March 31, 1984, the $653 million First Bank, New Haven, was merged into Connecticut National Bank, Hartford, the lead bank of Hartford National Corp.

- In Florida, Florida National Banks of Florida, Jacksonville, acquired Royal Trust Bank Corp., the Florida banking operations of Royal Trustco Ltd., Toronto, in February 1984. Sun Banks Inc., Orlando, acquired Flagship Banks Inc., Miami, at yearend 1983. And Barnett Banks of Florida Inc., Jacksonville, acquired Great American Banks Inc., North Miami, in February 1983.

During 1984, the banking units of these acquired companies were merged into Florida National Bank, Jacksonville; Sun Bank NA, Orlando; and Barnett Bank of South Florida NA, Miami. The combined deposits in the acquired banks totaled approximately $1.2 billion.

- In Ohio, Huntington Bancshares Inc., Columbus, acquired Union Commerce Corp., Cleveland, in March 1983. On Oct. 31, 1984, the $946 million-deposit Huntington National Bank of Northeast Ohio, Cleveland, which was the former Union Commerce Bank, was merged into Huntington National Bank, Columbus.

- In June 1983, Fidelcor Inc., Philadelphia, acquired Southeast National Bancshares of Pennsylvania, Malvern. On Sept. 10, 1984, the $3.8 billion-deposit Fidelity Bank, Philadelphia, and the $809 million-deposit Southeast National Bank of Pennsylvania., Malvern, merged under the latter's charter to form Fidelity Bank NA, Malvern.

- MCorp, Dallas, was formed when Mercantile Texas Corp., Dallas, and Southwest Bancshares Inc., Houston, merged on Oct. 10, 1984. Five days later, the $861 million-deposit Capital Bank NA, Houston, and the $2.8 billion-deposit Bank of the Southwest NA, Houston, merged under Capital Bank's charter and with a new name, MBank Houston NA.

There are three major reasons for the spate of mergers in 1983 and 1984:

First, the prospect of interstate banking has caused banking companies to merge as a protection against possible out-of-state takeovers in the not-too-distant future.

Second, deregulation has increased competition and made it difficult for some smaller banks and some less profitable banks to survive on their own.

And, third, changes in state banking laws — such as the expansion of bank branching powers — has encouraged consolidations.

Among other findings of the survey:

- The $22.2 billion in deposits acquired through mergers accounted for 30% of the $72.4 billion gain in total deposits posted by the top 300 banks last year. In 1983, deposits acquired through mergers accounted for 19% of the deposit gain of the top 300.
- Of all the states, the largest number of mergers last year occurred in Florida. There, 11 of the banks ranked among the top 300 acquired 41 other banks, with deposits of $3.5 billion.
- In terms of deposits acquired through mergers last year, Florida ranked second to New Jersey, where five top banks acquired six other banks, with deposits of $4.1 billion. In 1983, Florida was the top state, with $3.1 billion in such acquired deposits.
- Banks in Tennessee acquired $2.1 billion in deposits of this type last year; banks in Ohio, $1.95 billion; and banks in South Carolina, $1.34 billion.
- In addition to the mergers and acquisitions, 28 of the top 300 banks acquired 142 bank branches from other banks. Also, there were 19 name changes, three location changes, and one charter change. The charter change involved the Savings Bank of Baltimore. On Nov. 1, it became a commercial bank with a new title — the Bank of Baltimore. ■

## The Markets

### Money Market

**Thursday, March 21, 1985**

Federal funds range .......... 8 7/16-8 11/16%
Prime rate (1/16/85).......... 10½%
Discount rate FRB of New York (12/21/84) .......... 8%
Call Loans on Securities:
  To brokers on stock exchange collateral .......... 9½%
  To dealers on U.S. Gov't Securities.......... N.A.

Bankers Accepts. offering rate—discount basis (3/21/85)
30 days—8.60
60 days—8.70
90 days—8.70
120 days—8.85
180 days—9.05

NY. City Banks' CDs — Highest Offering Rate (3/21/85)
14 days—8.15
30 days—8.30
60 days—8.45
90 days—8.55
120 days—8.85
150 days—9.10
180 days—9.20
270 days—9.55
360 days—10.15

Aaa Dealer Comm'l paper—discount basis (3/21/85)
30 days—8.55
60 days—8.625
90 days—8.65

Comm'l Paper Directly Placed—Range disc. Basis (3/21/85)
5-14 days—7-8.45
15-29 days—7-8.65
30-59 days—7-8.65
60-89 days—7-8.65
90-179 days—7-8.70
180-270 days—7-8.90

Eurodollar Deposits—London bid (3/21/85)
Overnight—8 7/16
7 days—8¾
1 mo.—8 13/16
3 mos.—9 3/16
6 mos.—9¾
1 year—10 9/16

NIBOR (6-month) .......... 9 7/8%
LIBOR (6-month).......... 9 15/16%

### Futures Markets

**3-Month Domestic CD Futures (IMM)***

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| June '85 | 90.27 | 90.10 | 90.18 | + 5 | 9.82 |
| Sept '85 | 89.67 | 89.51 | 89.58 | + 9 | 10.42 |
| Dec. '85 | 89.24 | 89.11 | 89.16 | + 7 | 10.84 |
| Mar. '86 | 88.95 | 88.78 | 88.86 | + 9 | 11.14 |
| June '86 | 88.74 | 88.68 | 88.64 | + 6 | 11.36 |
| Sept '86 | 88.52 | 88.51 | 88.43 | + 8 | 11.57 |

As of the previous day's close; Total no. of contracts traded: 824; total open interest: 7,104 and change in open interest: -130.

**3-Month T-Bill Futures (IMM)****

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| June '85 | 91.02 | 90.93 | 90.96 | + 8 | 9.04 |
| Sept. '85 | 90.56 | 90.45 | 90.50 | + 9 | 9.50 |
| Dec. '85 | 90.24 | 90.17 | 90.18 | + 8 | 9.82 |
| Mar. '86 | 89.98 | ..... | 89.94 | + 7 | 10.06 |
| June '86 | 89.79 | 89.74 | 89.76 | + 7 | 10.24 |
| Sept. '86 | 89.61 | ..... | 89.59 | + 8 | 10.41 |
| Dec. '86 | 89.45 | ..... | 89.43 | + 9 | 10.57 |
| Mar. '87 | 89.28 | ..... | 89.28 | +10 | 10.72 |

As of the previous day's close; Total no. of contracts traded: 15,349; total open interest: 40,889 and change in open interest: +472.

**Footnotes to Futures Tables**

*—For 90-day or 3-month domestic certificates of deposit having a face value at maturity of $1 million.

**—For three month U.S. Treasury Bills having a face value at maturity of $1 million.

a—Change from previous day's settlement price in basis points.

b—100.00 minus settlement price.

IMM—Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange.

r—New record high in open interest.

### American Banker Index

**Selected Money Center Bank Stocks***

| | | High | Low | Last |
|---|---|---|---|---|
| Mar. 21...273.0 | 1985 | 293.4 | 242.7 | 273.0 |
| Mar. 20...269.8 | 1984 | 269.6 | 178.4 | 246.3 |
| Mar. 19...267.8 | 1983 | 299.6 | 223.1 | 260.2 |
| Mar. 18...268.3 | 1982 | 268.2 | 168.7 | 233.2 |
| Mar. 15...267.6 | 1981 | 186.0 | 138.0 | 184.2 |

* Based on midday prices.

### Gold Coins

| Coin Name & Weight | $ Value per Coin<br>Mar. 21 | Mar.20 |
|---|---|---|
| Krugerrand (1 Troy oz.) | 337.75 | 337.50 |
| Maple Leaf (1 Troy oz.) | 337.75 | 337.50 |
| Mexican Peso (1 Troy oz.) | 338.75 | 338.50 |
| Chinese Panda (1 Troy oz.) | 347.75 | 347.50 |
| U.S. Armstrong (1 Troy oz.) | 336.75 | 336.50 |
| Mexican 50 Peso (1.2 Troy oz.) | 404.50 | 405.50 |
| Austrian 100 Corona (.98 Troy oz.) | 318.50 | 319.00 |
| Mexican 20 Peso (.48 Troy oz.) | 164.50 | 166.25 |
| S. Afr. ½ Rand (.50 Troy oz.) | 171.00 | 172.00 |
| U.S. Wright (.50 Troy oz.) | 168.50 | 168.25 |
| Austrian 1 Ducat (.11 Troy oz.) | 36.25 | 36.50 |

These quotes represent the N.Y fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

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# Indiana National Names David Givens President

INDIANAPOLIS — David W. Givens was named president of the Indiana National Corp. Thursday in a move seen as strengthening the bank holding company's competitive position and preparing for future growth in its banking and nonbanking activities.

Mr. Givens, formerly a vice chairman, succeeds Thomas M. Miller, who will continue as chairman and chief executive officer of the corporation and of its principal subsidiary, Indiana National Bank. Mr. Givens is also executive vice president-external affairs for the bank.

In his new post, Mr. Givens will have responsibility for all holding company functions except those directly related to the Indiana National Bank. For example, advertising, public relations, and governmental affairs will become holding company responsibilities.

Also under way at the corporation is a major realignment of executive responsibilities at bank and corporate levels.

"We believe the configuration being implemented today will serve our needs more effectively as we move further into development of nonbank financial activities," said Mr. . Miller. "We also are using this same opportunity to prepare our corporation to conduct business as a multibank holding company."

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# Former Old Stone Officer Joins Executive Recruiters

NEW YORK — J. Nicholas Hurd has joined the international executive recruiting firm of Russell Reynolds Associates Inc. as an executive director in its Boston office.

Mr. Hurd was formerly executive vice president of the Old Stone Corp. and of its principal subsidiary, Old Stone Bank, Providence, R.I. ■

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# Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Merger and Acqusition Survey** that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

(1.) How would you **change** the listing to make it more useful?

______________________________

(2.) What do you like **best** about this tabulation?

______________________________

(3.) What do you like **least** about this tabulation?

______________________________

(4.) **How** do you use this information in your work?

______________________________

(5.) What **new** statistical survey would you like to see?

______________________________

**Name and Institution (optional)**______________________________
**Title**______________________________
**Company**______________________________
**Address**______________________________
______________________________
**Phone**______________________________

*Thank you for helping us improve.*

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# Settlement Gives BofA Philadelphia Building

PHILADELPHIA — The Bank of America and Philadelphia developer Jack L. Wolgin settled countersuits over a proposed 19-story hotel and luxury condominium on fashionable Rittenhouse Square here.

The suits involved $39 million in construction loans that the San Francisco bank charged Mr. Wolgin defaulted on.

The settlement came after three weeks of trial before U.S. District Court Judge Raymond Broderick here. Terms were not disclosed, but it was confirmed that Bank of America has taken possession of the building, Rittenhouse Towers, which is now about 75% completed.

The bank had sued to foreclose on the mortgage. Mr. Wolgin's countersuit charged that the bank's delays in paying contractors resulted in cost overruns, forcing him to stop work before completion.

— A. Joseph Newman Jr.

OPERATIONS/TECHNOLOGY
every Wednesday in
American Banker

# American Ba

The Daily Financial Services Newspaper

VOL. CL NO. 62 Friday, March 29, 1985 150th Year

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## TODAY

**RICHER CREAM:** The top 100 bank holding companies rated by net income showed almost a 10% increase in earnings .................................. 1

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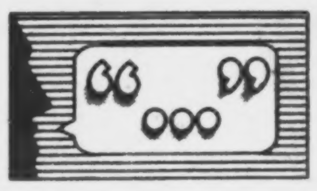

**ESCAPE FROM THE '70s:** A. David Meigs predicts more stability in economic activity and lower interest rates, which should enable banks to work out of the credit quality problems hanging over them from the inflationary 1970s......... 4

**LETTER:** Philip S. Corwin, legislative counsel for the Independent Bankers Association of America, writes that criticism of the Federal Reserve is uninformed.................. 4

**CARDS GET COZIER:** MasterCard and Visa have agreed to cooperate more closely than ever before, but they will not consummate the merger that many bankers supported as a cost-cutting measure .................. 8

**GREAT DEBATE:** The furor over interstate banking was the background for a debate between leading proponents of opposing camps at a stock analysts' meeting in New York ............................................... 19

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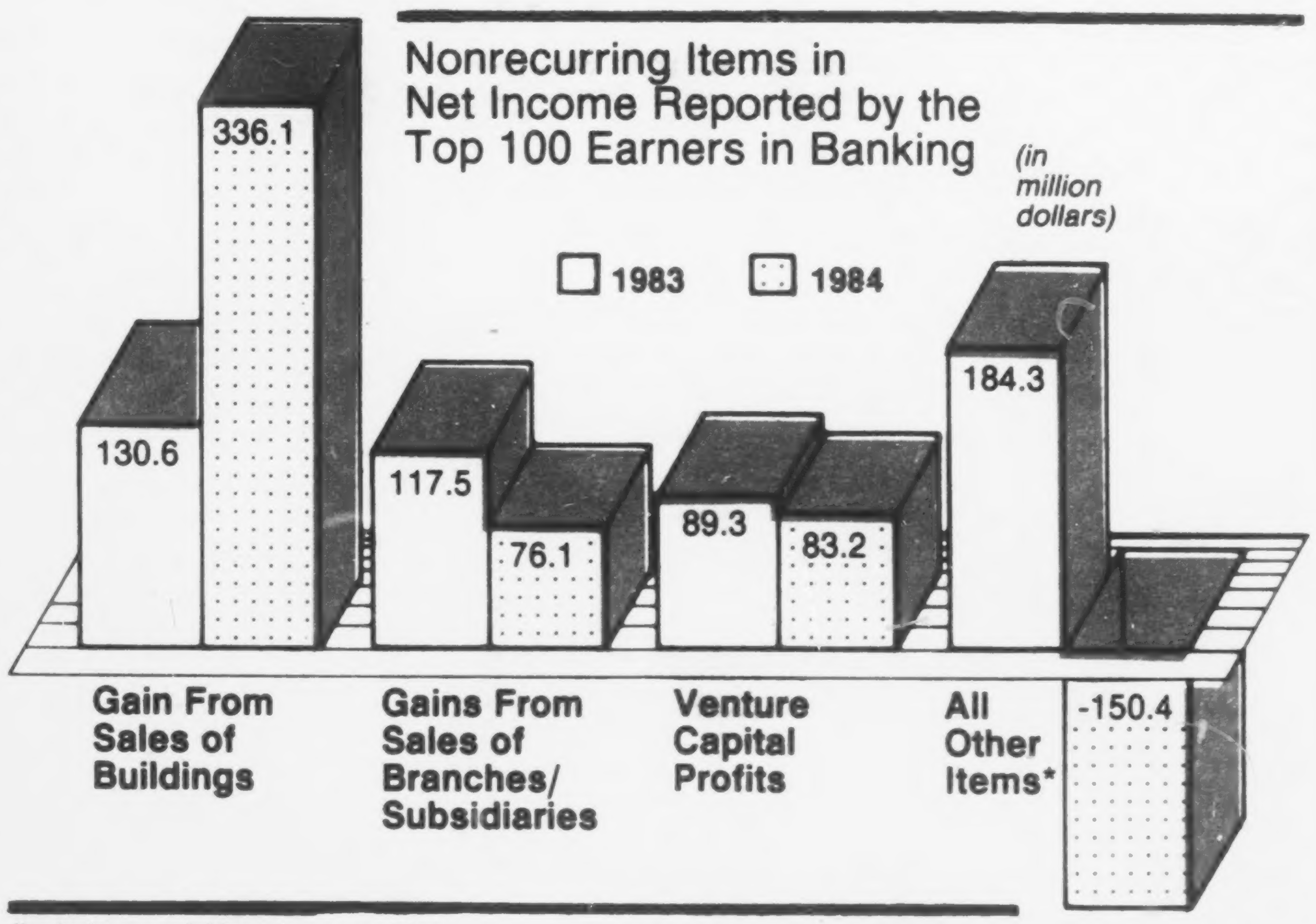


*Includes special loan loss provisions

# Earnings of the Top 100 Banking Firms Almost 10% Higher in 1984 than in '83

By L. MICHAEL CACACE

NEW YORK — The top 100 banking firms, ranked by net income, earned $9.59 billion in 1984. This was up $860 million, or 9.9%, from the $8.73 billion in net income earned by this top group in 1983. And earnings growth would have been 22% higher if three of the top 100 firms had not taken special loan-loss provisions last year.

Summary of Findings, Page 18

These are some of the findings from the *American Banker's* annual bank holding company review, which ranks the top 100 banking companies in net income for the full year 1984; it also ranks the top 100 firms in total assets at yearend 1984.

BankAmerica Corp., San Francisco, Security Pacific Corp., Los Angeles, and the Bank of Boston Corp. — the nation's second, seventh, and 16th largest banking companies in assets, respectively — were the three firms with special loan- or credit-loss provisions last year. Combined, the special loan-loss provisions of these three companies totaled $295 million on a before-tax basis, and approximately $192.9 million on an after-tax basis.

If these special provisions had not been taken, the earnings of the top 100 firms would have totaled $9.78 billion. In 1983, none of the top 100 earners in banking reported the establishment of a special loan-loss provision.

A provision for loan loss is a charge made against income in the ordinary course of banking business. A special provision is considered either unusual or infrequent in the normal course of business and is classified as a "nonrecurring item."

Unlike the special loan-loss provisions, most nonrecurring items bolster net income. They include such things

➡ Top 100: Page 18

# Bank of Boston Discloses More Transactions

## $110 Million in Unreported Cash Found in Affiliates

By ROBERT GARSSON

BOSTON — The Bank of Boston Corp. said Thursday it has discovered an additional $110 million in unreported bank-to-bank cash transactions involving several of its affiliates.

At the bank holding company's annual meeting here, chairman William L. Brown said the transactions were reported to the Treasury Department on Wednesday.

Speaking to reporters after the meeting, Mr. Brown said a review of the Bank of Boston's affiliate banks is 98% complete.

"As we continue to check our affiliates and find unreported transactions, we will report them," he said.

A Treasury official encouraged banks to voluntarily disclose their violations of cash transaction reporting requirements.................. Page 6

Involved, he said, were 1,200 separate transactions dating back to 1980.

Fifty-nine transactions totaling about $73 million were made between Banque de la Republicque d' Haiti, that Caribbean nation's central bank, and the Bank of Boston-International, an Edge Act subsidiary in Miami.

Barry Allen, a spokesman for the Bank of Boston, said after Mr. Brown's press conference that virtually all of the transactions with the Haitian bank involve small denominations in U.S. currency coming into the United States. Neither he nor Mr. Brown were able to explain why the cash was being

➡ Boston: Page 23

# Former Ford Aide Seen As Leading Candidate For FDIC Chairmanship

By JAY ROSENSTEIN

WASHINGTON — L. William Seidman, a former economic adviser to President Ford and now dean of the Arizona State University business school, has emerged as a leading candidate to replace William M. Isaac as chairman of the Federal Deposit Insurance Corp.

It was learned here Thursday that Mr. Seidman, who will turn 64 next month, is under serious consideration by the Reagan administration for the FDIC chairmanship. Sources in the federal government and in Congress, while cautioning that the situation can change daily, said that Mr. Seidman is an associate of Treasury Secretary James Baker and has "come out of nowhere" in the last week to be the apparent frontrunner for the FDIC chairmanship.

➡ Seidman: Page 22

# Capital Guidelines Revision Foreseen

By JOHN P. FORDE

NEW YORK — The increased risk of off-balance-sheet items such as standby letters of credit could force regulators to drastically change their capital guidelines in the near future, a member of the Comptroller of the Currency's office warned bankers and analysts here Wednesday.

'The Great Debate' of Banking, Page 19

This would not mean simply higher capital levels, said Michael Patriarca, deputy comptroller of the currency for multinational banking, but a new measurement of bank risk that is not presently "captured" by federal standards.

The regulator made his comments here before the 15th annual bank stock symposium of the Bank and Financial Analysts Association.

Current capital guidelines, he said,

➡ Capital: Page 23

Your Mid-South Connection for Results

THIRD NATIONAL BANK

Member F.D.I.C.
Nashville, Tennessee

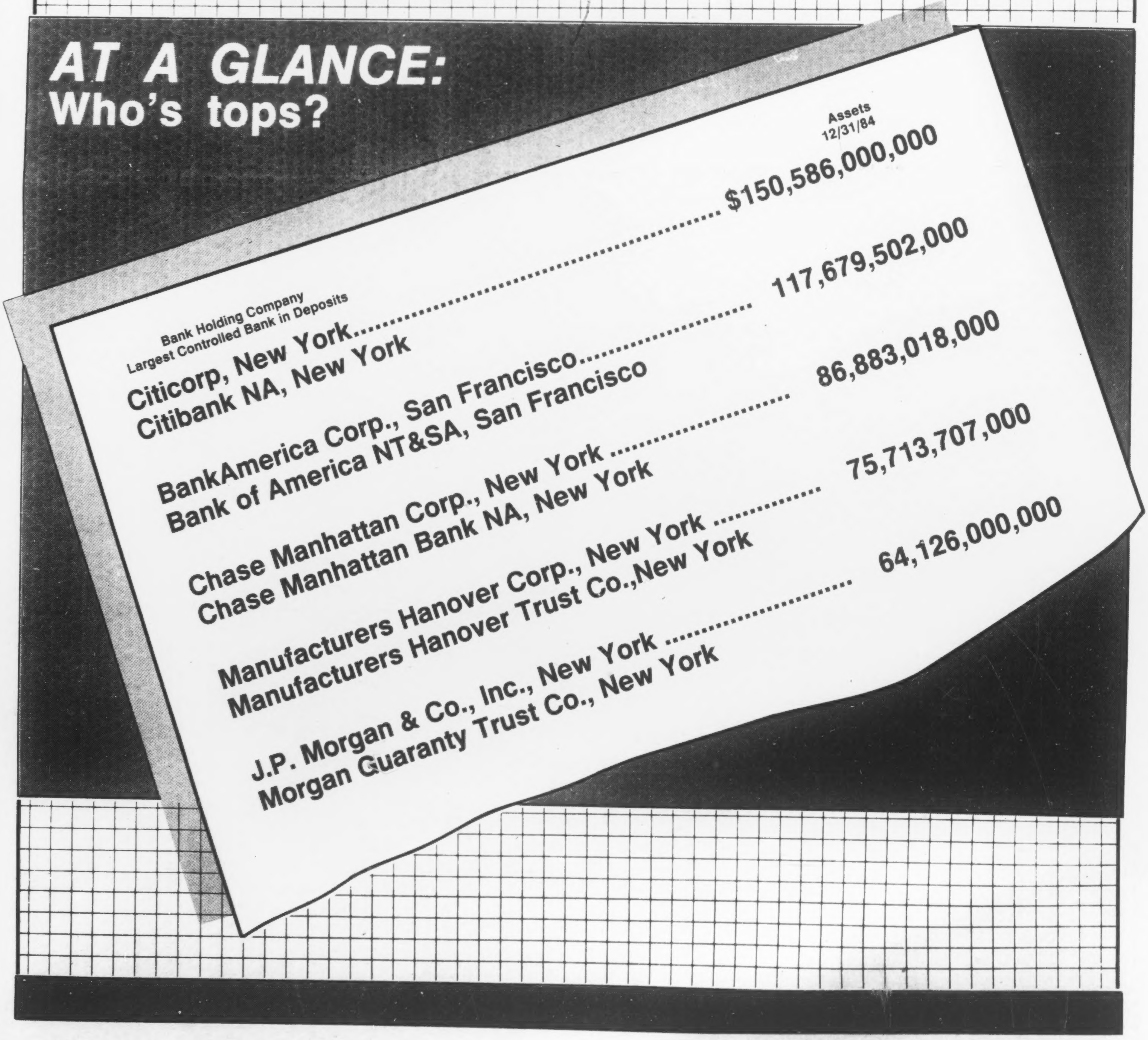
# American Banker

## ranks

# The Top Bank Holding Companies By Assets and Earnings

## AT A GLANCE:

## Who's tops?



| Bank Holding Company<br>Largest Controlled Bank in Deposits | Assets<br>12/31/84 |
|---|---|
| Citicorp, New York<br>Citibank NA, New York | $150,586,000,000 |
| BankAmerica Corp., San Francisco<br>Bank of America NT&SA, San Francisco | 117,679,502,000 |
| Chase Manhattan Corp., New York<br>Chase Manhattan Bank NA, New York | 86,883,018,000 |
| Manufacturers Hanover Corp., New York<br>Manufacturers Hanover Trust Co.,New York | 75,713,707,000 |
| J.P. Morgan & Co., Inc., New York<br>Morgan Guaranty Trust Co., New York | 64,126,000,000 |

# Top 100 Bank Holding Companies in the U.S.*

## Ranked by Assets Dec. 31, 1984, Compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| Rank 12/31/84 | Bank Holding Company<br>Largest Controlled Bank in Deposits | ASSETS (b) 12/31/84 | ASSETS (b) 12/31/83 | Rank 12/31/83 (c) | Gain | DEPOSITS (b) 12/31/84 | DEPOSITS (b) 12/31/83 (c) | Banks Controlled (i) Banks | Banks Controlled (i) Branches |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Citicorp, New York<br>Citibank NA, New York | 150,586,000,000 | 134,655,000,000 | 1 | | 90,349,000,000 | 79,794,000,000 | 6 | 334 |
| 2 | BankAmerica Corp., San Francisco<br>Bank of America NT&SA, San Francisco | 117,679,502,000 | 121,175,689,000 | 2 | | 94,047,703,000 | 95,750,672,000 | 2 | 1,103 |
| 3 | Chase Manhattan Corp., New York<br>Chase Manhattan Bank NA, New York | 86,883,018,000 | 81,921,449,000 | 3 | | 59,680,011,000 | 56,299,557,000 | 3 | 320 |
| 4 | Manufacturers Hanover Corp., New York<br>Manufacturers Hanover Trust Co., New York | 75,713,707,000 | 64,332,306,000 | 4 | | 44,205,759,000 | 42,284,115,000 | 3 | 215 |
| 5 | J.P. Morgan & Co., Inc., New York<br>Morgan Guaranty Trust Co., New York | 64,126,000,000 | 58,023,000,000 | 5 | | 38,760,000,000 | 38,070,000,000 | 2 | 5 |
| 6 | Chemical New York Corp.<br>Chemical Bank, New York | 52,236,326,000 | 51,164,860,000 | 6 | | 33,697,684,000 | 32,452,401,000 | 2 | 275 |
| 7 | Security Pacific Corp., Los Angeles<br>Security Pacific National Bank, Los Angeles | 46,117,443,000 | 40,382,000,000 | 9 | +2 | 31,006,339,000 | 27,843,000,000 | 2 | 612 |
| 8 | First Interstate Bancorp., Los Angeles<br>First Interstate Bank of California, Los Angeles | 45,543,888,000 | 44,422,997,000 | 7 | | 33,603,785,000 | 32,030,652,000 | 20 | 946 |
| 9 | Bankers Trust New York Corp.<br>Bankers Trust Co., New York | 45,208,147,000 | 40,003,359,000 | 10 | +1 | 25,559,080,000 | 22,829,079,000 | 1 | 6 |
| 10 | First Chicago Corp.<br>First National Bank, Chicago | 39,845,731,000 | 36,323,324,000 | 11 | +1 | 28,591,917,000 | 27,680,040,000 | 5 | 0 |
| 11 | Mellon Bank Corp., Pittsburgh (d)<br>Mellon Bank NA, Pittsburgh | 30,602,815,000 | 26,433,000,000 | 13 | +2 | 18,997,309,000 | 15,693,000,000 | 4 | 260 |
| 12 | Continental Illinois Corp., Chicago<br>Continental Illinois Nat'l Bank & Trust Co., Chicago | 30,413,000,000 | 42,097,371,000 | 8 | | 15,056,000,000 | 29,431,468,000 | 1 | 0 |
| 13 | Wells Fargo & Co., San Francisco<br>Wells Fargo Bank NA, San Francisco | 28,184,124,000 | 27,017,621,000 | 12 | | 20,201,237,000 | 20,360,996,000 | 1 | 330 |
| 14 | First Bank System, Inc., Minneapolis<br>First National Bank, Minneapolis | 22,437,746,000 | 20,871,147,000 | 17 | +3 | 14,782,096,000 | 13,430,315,000 | 75 | 148 |
| 15 | Crocker National Corp., San Francisco<br>Crocker National Bank, San Francisco | 22,322,223,000 | 23,393,460,000 | 14 | | 18,015,352,000 | 18,927,793,000 | 1 | 335 |
| 16 | Bank of Boston Corp.<br>First National Bank, Boston | 22,079,000,000 | 19,538,000,000 | 19 | +3 | 15,258,000,000 | 12,381,000,000 | 9 | 115 |
| 17 | Marine Midland Banks, Inc., Buffalo, N.Y.<br>Marine Midland Bank NA, Buffalo | 22,055,697,000 | 22,872,245,000 | 15 | | 15,690,831,000 | 16,077,465,000 | 2 | 292 |
| 18 | InterFirst Corp., Dallas<br>InterFirst Bank, Dallas | 21,617,000,000 | 21,736,000,000 | 16 | | 17,211,000,000 | 16,909,000,000 | 65 | 0 |
| 19 | RepublicBank Corp., Dallas<br>RepublicBank Dallas | 21,595,000,000 | 19,081,721,000 | 21 | +2 | 15,600,000,000 | 13,907,085,000 | 38 | 0 |
| 20 | Norwest Corp., Minneapolis<br>Norwest Bank Minneapolis NA | 21,345,800,000 | 19,854,235,000 | 18 | | 14,614,900,000 | 13,552,190,000 | 81 | 227 |
| 21 | Texas Commerce Bancshares, Inc., Houston<br>Texas Commerce Bank NA, Houston | 20,732,000,000 | 19,499,000,000 | 20 | | 14,481,000,000 | 13,051,000,000 | 67 | 0 |
| 22 | MCorp, Dallas<br>MBank NA, Dallas | 20,696,823,000 | 11,883,744,000 | 28 | +6 | 16,584,846,000 | 9,016,812,000 | 65 | 0 |
| 23 | Irving Bank Corp., New York<br>Irving Trust Co., New York | 18,982,403,000 | 18,586,055,000 | 22 | | 13,446,875,000 | 12,609,924,000 | 14 | 135 |
| 24 | First City Bancorporation of Texas, Inc., Houston<br>First City National Bank, Houston | 17,318,567,000 | 17,262,782,000 | 23 | | 13,032,828,000 | 13,713,645,000 | 63 | 0 |
| 25 | NCNB Corp., Charlotte, N.C.<br>NCNB National Bank of North Carolina, Charlotte | 15,678,599,000 | 12,807,706,000 | 25 | | 11,310,882,000 | 8,812,998,000 | 9 | 369 |
| 26 | Bank of New York Co., Inc.<br>Bank of New York | 15,156,758,000 | 12,797,199,000 | 26 | | 10,527,969,000 | 9,559,648,000 | 4 | 143 |
| 27 | PNC Financial Corp, Pittsburgh<br>Pittsburgh National Bank | 14,869,845,000 | 12,244,896,000 | 27 | | 8,976,249,000 | 7,437,091,000 | 3 | 213 |
| 28 | NBD Bancorp., Inc., Detroit<br>National Bank of Detroit | 14,231,951,000 | 13,244,777,000 | 24 | | 10,086,581,000 | 8,946,664,000 | 19 | 225 |
| 29 | Barnett Banks of Florida, Inc., Jacksonville<br>Barnett Bank of South Florida NA, Miami | 12,501,130,000 | 9,396,921,000 | 30 | +1 | 10,966,449,000 | 8,062,537,000 | 30 | 330 |
| 30 | Republic New York Corp.<br>Republic National Bank, New York | 12,382,370,000 | 10,119,099,000 | 29 | | 8,236,782,000 | 7,085,487,000 | 1 | 30 |
| 31 | National City Corp., Cleveland<br>National City Bank, Cleveland | 12,372,576,000 | 6,585,900,000 | 47 | +16 | 9,238,234,000 | 4,566,587,000 | 13 | 350 |
| 32 | First National State Bancorporation, Newark, N.J.<br>First Fidelity Bank NA, Newark | 10,679,863,000 | 6,416,973,000 | 50 | +18 | 8,711,658,000 | 4,971,399,000 | 5 | 288 |
| 33 | Southeast Banking Corp., Miami<br>Southeast Bank NA, Miami | 9,868,844,000 | 8,884,000,000 | 31 | | 7,640,927,000 | 6,640,000,000 | 5 | 163 |
| 34 | CoreStates Financial Corp., Philadelphia<br>Philadelphia National Bank | 9,848,247,000 | 8,587,300,000 | 33 | | 7,070,301,000 | 6,111,688,000 | 3 | 128 |
| 35 | Comerica, Inc., Detroit<br>Comerica Bank-Detroit | 9,630,510,000 | 8,555,307,000 | 34 | | 7,621,089,000 | 6,967,212,000 | 17 | 210 |
| 36 | Allied Bancshares, Inc., Houston<br>Allied Bank of Texas, Houston | 9,629,655,000 | 7,895,499,000 | 38 | +2 | 7,896,050,000 | 6,472,409,000 | 52 | 0 |
| 37 | Sun Banks, Inc., Orlando (k)<br>Sun Bank NA, Orlando | 9,401,581,000 | 6,161,000,000 | 53 | +16 | 7,979,388,000 | 5,125,623,000 | 27 | 279 |
| 38 | Banc One Corp., Columbus, Ohio<br>Bank One of Columbus NA | 9,106,093,000 | 7,270,481,000 | 42 | +4 | 7,407,238,000 | 5,937,069,000 | 21 | 328 |
| 39 | Harris Bankcorp, Inc., Chicago<br>Harris Trust & Savings Bank, Chicago | 8,828,211,000 | 7,425,322,000 | 41 | +2 | 6,247,909,000 | 5,059,847,000 | 8 | 0 |
| 40 | Valley National Corp., Phoenix, Ariz.<br>Valley National Bank, Phoenix | 8,777,274,000 | 8,145,940,000 | 35 | | 7,388,354,000 | 6,543,544,000 | 1 | 234 |
| 41 | Natwest Holdings Inc., New York (h,j)<br>National Westminster Bank USA, New York | 8,726,726,000 | 7,476,847,000 | 40 | | 7,019,218,000 | 5,746,245,000 | 1 | 152 |
| 42 | Wachovia Corp., Winston-Salem, N.C.<br>Wachovia Bank & Trust Co. NA, Winston-Salem | 8,716,984,000 | 7,850,000,000 | 39 | | 6,380,998,000 | 5,821,000,000 | 1 | 207 |
| 43 | Union Bancorp, Los Angeles(g)<br>Union Bank, Los Angeles | 8,369,448,000 | 8,067,079,000 | 36 | | 5,838,078,000 | 5,776,498,000 | 1 | 45 |
| 44 | Sovran Financial Corp., Norfolk, Va.<br>Sovran Bank NA, Richmond | 8,286,500,000 | 7,187,018,000 | 43 | | 6,237,900,000 | 5,567,498,000 | 1 | 267 |
| 45 | Citizens & Southern Georgia Corp., Atlanta<br>Citizens & Southern National Bank, Atlanta | 8,030,037,000 | 6,933,515,000 | 44 | | 5,727,790,000 | 4,559,908,000 | 6 | 177 |
| 46 | Norstar Bancorp, Inc., Albany, N.Y.<br>Norstar Bank of Upstate NY, Albany | 7,909,251,000 | 5,350,757,000 | 69 | +23 | 6,423,669,000 | 4,457,482,000 | 8 | 342 |
| 47 | Rainier Bancorporation, Seattle<br>Rainier National Bank, Seattle | 7,762,145,000 | 6,412,815,000 | 52 | +5 | 5,471,159,000 | 4,859,654,000 | 2 | 133 |
| 48 | European American Bancorp, New York<br>European American Bank, New York | 7,518,548,000 | 8,712,632,000 | 32 | | 5,621,899,000 | 5,960,299,000 | 1 | 94 |
| 49 | U.S. Bancorp., Portland, Ore.<br>United States National Bank of Oregon, Portland | 7,496,128,000 | 6,511,437,000 | 48 | | 4,944,324,000 | 4,470,996,000 | 5 | 202 |
| 50 | First Union Corp., Charlotte, N.C.<br>First Union National Bank, Charlotte | 7,320,207,000 | 6,803,163,000 | 46 | | 4,092,687,000 | 4,318,521,000 | 1 | 207 |

*—Where a holding company has more than one bank, only the lead bank is shown. (b)—Includes all consolidated subsidiaries. (c)—May not be comparable with following year, because of acquisitions, mergers, etc. (d)—Data on number of banks and branches were not available. Therefore, yearend 1983 data from the Federal Reserve Board were used. (f)—Data are for bank only. (g)—A subsidiary of Standard Chartered Bank, Plc., London. (h)—Holding company data not available. Data for lead bank. (i)—Number of banks includes only domestic banks controlled, according to definitions of Bank Holding Co. Act. Branches are domestic only. (j)—A subsidiary of National Westminster Bank, Plc., London. (k)—1983 data and rank do not include yearend 1983 merger of Flagship Banks Inc., Miami. If post-merger figures were used, Sun Banks would have ranked 31st in assets on 12/31/83 with $8.9 billion.

# Top 100 Bank Holding Companies in the U.S.*

## Ranked by Assets Dec. 31, 1984, Compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| Rank | Bank Holding Company | ASSETS (b) | | Rank | | DEPOSITS (b) | | Banks Controlled (i) | |
|---|---|---|---|---|---|---|---|---|---|
| 12/31/84 | Largest Controlled Bank in Deposits | 12/31/84 | 12/31/83 | 12/31/83 (c) | Gain | 12/31/84 | 12/31/83 (c) | Banks | Branches |
| 51 | Maryland National Corp., Baltimore<br>Maryland National Bank, Baltimore | 7,285,948,000 | 5,740,248,000 | 61 | + 10 | 4,373,519,000 | 3,513,626,000 | 2 | 210 |
| 52 | Northern Trust Corp., Chicago<br>Northern Trust Co., Chicago | 7,225,286,000 | 6,438,196,000 | 49 | | 4,904,426,000 | 4,372,005,000 | 9 | 0 |
| 53 | Midlantic Banks, Inc., Edison, N.J.<br>Midlantic National Bank, Newark | 7,176,756,000 | 6,413,000,000 | 51 | | 5,755,454,000 | 5,183,000,000 | 7 | 188 |
| 54 | First Atlanta Corp.<br>First National Bank, Atlanta | 7,003,362,000 | 5,761,817,000 | 59 | + 5 | 4,811,823,000 | 3,703,296,000 | 3 | 104 |
| 55 | CBT Corp., Hartford, Conn.<br>Connecticut Bank & Trust Co. NA, Hartford | 6,862,174,000 | 6,072,455,000 | 54 | | 4,904,374,000 | 4,515,245,000 | 1 | 151 |
| 56 | AmeriTrust Corp., Cleveland<br>AmeriTrust Co. NA, Cleveland | 6,845,074,000 | 5,797,131,000 | 58 | + 2 | 4,809,299,000 | 4,479,907,000 | 1 | 111 |
| 57 | Michigan National Corp., Bloomfield Hills<br>Michigan National Bank, Detroit | 6,769,320,000 | 6,894,204,000 | 45 | | 5,892,410,000 | 5,955,070,000 | 23 | 337 |
| 58 | Bank of New England Corp., Boston<br>Bank of New England NA, Boston | 6,754,920,000 | 5,800,863,000 | 57 | | 5,437,159,000 | 4,887,421,000 | 12 | 101 |
| 59 | Shawmut Corp., Boston<br>Shawmut Bank of Boston NA | 6,508,850,000 | 5,755,176,000 | 60 | + 1 | 4,843,753,000 | 4,298,688,000 | 12 | 170 |
| 60 | Manufacturers National Corp., Detroit<br>Manufacturers National Bank, Detroit | 6,216,421,000 | 5,806,686,000 | 56 | | 5,066,192,000 | 4,598,719,000 | 9 | 134 |
| 61 | Hartford National Corp., Conn.<br>Connecticut National Bank, Hartford | 6,192,059,000 | 4,675,600,000 | 75 | + 14 | 4,856,184,000 | 3,516,200,000 | 1 | 156 |
| 62 | Trust Company of Georgia, Atlanta<br>Trust Company Bank, Atlanta | 6,165,079,000 | 4,849,807,000 | 73 | + 11 | 4,612,235,000 | 3,536,288,000 | 19 | 171 |
| 63 | Texas American Bankshares, Inc., Fort Worth<br>Texas American Bank/Fort Worth NA | 6,032,489,000 | 5,409,412,000 | 67 | + 4 | 5,021,904,000 | 4,184,280,000 | 32 | 0 |
| 64 | Fidelcor, Inc., Philadelphia<br>Fidelity Bank NA, Malvern | 5,974,970,000 | 5,661,938,000 | 63 | | 4,675,142,000 | 4,480,320,000 | 1 | 98 |
| 65 | Mercantile Bancorporation, Inc., St. Louis, Mo.<br>Mercantile Trust Co. NA, St. Louis | 5,944,105,000 | 5,508,208,000 | 64 | | 4,478,494,000 | 4,120,824,000 | 41 | 87 |
| 66 | United Virginia Bankshares, Inc., Richmond<br>United Virginia Bank, Richmond | 5,941,070,000 | 5,414,776,000 | 66 | | 4,373,607,000 | 4,003,783,000 | 1 | 192 |
| 67 | Society Corp., Cleveland<br>Society National Bank, Cleveland | 5,835,445,000 | 4,282,842,000 | 78 | + 11 | 4,865,612,000 | 3,367,107,000 | 10 | 210 |
| 68 | Fleet Financial Group, Inc., Providence, R.I.<br>Fleet National Bank, Providence | 5,747,484,000 | 5,735,893,000 | 62 | | 3,120,091,000 | 3,542,824,000 | 1 | 45 |
| 69 | Key Banks, Inc., Albany, N.Y.<br>Key Bank NA, Albany | 5,620,490,000 | 3,491,732,000 | 99 | + 30 | 4,706,422,000 | 2,807,175,000 | 10 | 325 |
| 70 | Huntington Bancshares, Inc., Columbus, Ohio<br>Huntington National Bank, Columbus | 5,574,434,000 | 5,425,909,000 | 65 | | 4,171,409,000 | 4,046,960,000 | 2 | 164 |
| 71 | First Wisconsin Corp., Milwaukee<br>First Wisconsin National Bank, Milwaukee | 5,511,660,000 | 5,062,113,000 | 71 | | 4,200,526,000 | 3,788,156,000 | 19 | 66 |
| 72 | Meridian Bancorp., Inc., Reading, Pa.<br>American Bank & Trust Co., Reading | 5,494,282,000 | 3,728,219,000 | 88 | + 16 | 4,579,396,000 | 3,090,387,000 | 3 | 149 |
| 73 | Florida National Banks of Florida, Jacksonville<br>Florida National Bank of Jacksonville | 5,357,198,000 | 3,549,900,000 | 95 | + 22 | 4,376,130,000 | 2,872,300,000 | 2 | 153 |
| 74 | First Pennsylvania Corp., Philadelphia<br>First Pennsylvania Bank NA, Philadelphia | 5,355,759,000 | 5,151,888,000 | 70 | | 3,888,560,000 | 3,779,796,000 | 1 | 67 |
| 75 | Centerre Bancorp., St. Louis, Mo.<br>Centerre Bank NA, St. Louis | 5,214,994,000 | 5,353,886,000 | 68 | | 3,886,394,000 | 3,679,823,000 | 20 | 65 |
| 76 | BayBanks, Inc., Boston<br>BayBank Middlesex, Burlington | 5,179,872,000 | 4,639,296,000 | 76 | | 4,417,929,000 | 3,921,150,000 | 8 | 222 |
| 77 | Riggs National Corp., Washington, D.C.<br>Riggs National Bank, Washington, D.C. | 5,119,678,000 | 4,766,206,000 | 74 | | 4,170,212,000 | 3,882,311,000 | 1 | 34 |
| 78 | First Security Corp., Salt Lake City, Utah<br>First Security Bank of Utah NA, Salt Lake City | 5,106,640,000 | 4,943,537,000 | 72 | | 3,792,615,000 | 3,627,092,000 | 4 | 164 |
| 79 | First American Bankshares, Washington, D.C.<br>First American Bank of Virginia, McLean | 4,755,859,000 | 3,752,773,000 | 87 | + 8 | 3,992,466,000 | 3,009,765,000 | 6 | 210 |
| 80 | State Street Boston Corp., Boston<br>State Street Bank & Trust Co., Boston | 4,744,223,000 | 4,044,454,000 | 81 | + 1 | 3,211,030,000 | 2,485,354,000 | 1 | 16 |
| 81 | First Tennessee National Corp., Memphis<br>First Tennessee Bank NA, Memphis | 4,658,013,000 | 4,617,075,000 | 77 | | 3,644,068,000 | 3,563,548,000 | 1 | 146 |
| 82 | Commerce Bancshares, Inc., Kansas City, Mo.<br>Commerce Bank of Kansas City NA, Mo. | 4,615,922,000 | 3,477,147,000 | 100 | + 18 | 3,819,760,000 | 2,701,819,000 | 42 | 70 |
| 83 | Dominion Bankshares Corp., Roanoke, Va.<br>Dominion Bank NA, Roanoke | 4,316,685,000 | 3,825,881,000 | 85 | + 2 | 3,174,841,000 | 2,752,773,000 | 7 | 165 |
| 84 | AmSouth Bancorporation, Birmingham, Ala.<br>AmSouth Bank NA, Birmingham | 4,281,879,000 | 3,636,580,000 | 93 | + 9 | 3,218,576,000 | 2,811,487,000 | 2 | 140 |
| 85 | First of America Bank Corp., Kalamazoo, Mich.<br>First of America Bank-Detroit NA | 4,260,634,000 | 4,109,055,000 | 80 | | 3,755,059,000 | 3,496,527,000 | 29 | 210 |
| 86 | Third National Corp., Nashville, Tenn.<br>Third National Bank, Nashville | 4,230,578,000 | 3,725,260,000 | 89 | + 3 | 3,507,018,000 | 3,014,459,000 | 11 | 111 |
| 87 | United Banks of Colorado, Inc., Denver<br>United Bank of Denver NA | 4,214,808,000 | 3,868,021,000 | 82 | | 3,254,894,000 | 3,040,730,000 | 30 | 0 |
| 88 | Continental Bancorp, Inc., Philadelphia<br>Continental Bank, Norristown | 4,159,888,000 | 3,238,900,000 | 108 | + 20 | 3,563,820,000 | 2,678,710,000 | 3 | 105 |
| 89 | Bank of Virginia Co., Richmond<br>Bank of Virginia, Richmond | 4,134,327,000 | 3,849,769,000 | 84 | | 3,116,245,000 | 2,915,874,000 | 1 | 123 |
| 90 | First Maryland Bancorp., Baltimore<br>First National Bank of Maryland, Baltimore | 4,108,444,000 | 3,654,837,000 | 92 | + 2 | 2,898,421,000 | 2,480,835,000 | 2 | 173 |
| 91 | American Security Corp., Washington, D.C.<br>American Security Bank NA, Washington, D.C. | 4,079,803,000 | 3,724,527,000 | 90 | | 3,145,781,000 | 2,753,382,000 | 1 | 31 |
| 92 | South Carolina National Corp., Columbia<br>South Carolina National Bank, Columbia | 4,077,619,000 | 2,308,491,000 | 139 | + 47 | 2,969,653,000 | 1,625,257,000 | 1 | 160 |
| 93 | United Jersey Banks, Princeton, N.J.<br>United Jersey Bank, Hackensack | 4,050,785,000 | 3,635,355,000 | 94 | + 1 | 3,207,655,000 | 3,004,113,000 | 6 | 116 |
| 94 | Old Kent Financial Corp., Grands Rapids, Mich.<br>Old Kent Bank & Trust Co., Grand Rapids | 4,024,462,000 | 3,706,353,000 | 91 | | 3,423,112,000 | 3,166,697,000 | 19 | 159 |
| 95 | First American Corp., Nashville, Tenn.<br>First American National Bank, Nashville | 3,963,349,000 | 3,497,303,000 | 98 | + 3 | 3,141,722,000 | 2,827,555,000 | 10 | 76 |
| 96 | Marshall & Ilsley Corp., Milwaukee, Wis.<br>M&I Marshall & Ilsley Bank, Milwaukee | 3,958,438,000 | 3,361,697,000 | 103 | + 7 | 2,825,953,000 | 2,261,146,000 | 27 | 45 |
| 97 | Bancorp Hawaii, Inc., Honolulu<br>Bank of Hawaii, Honolulu | 3,852,002,000 | 3,377,312,000 | 101 | + 4 | 3,352,774,000 | 2,991,263,000 | 1 | 51 |
| 98 | American National Corp, Chicago<br>American National Bank & Trust Co., Chicago | 3,774,433,000 | 3,316,235,000 | 106 | + 8 | 2,943,055,000 | 2,585,783,000 | 4 | 0 |
| 99 | Landmark Banking Corp., Fort Lauderdale, Fla.<br>Landmark First National Bank, Fort Lauderdale | 3,758,760,000 | 1,809,121,213 | 167 | + 68 | 3,102,282,000 | 1,436,807,440 | 23 | 120 |
| 100 | First Florida Banks, Inc., Tampa<br>First National Bank of Tampa | 3,751,058,000 | 2,797,887,000 | 117 | + 17 | 3,000,458,000 | 2,287,188,000 | 13 | 113 |

*—Where a holding company has more than one bank, only the lead bank is shown. (b)—Includes all consolidated subsidiaries. (c)—May not be comparable with following year, because of acquisitions, mergers, etc. (i)—Number of banks includes only domestic banks controlled, according to definitions of Bank Holding Co. Act. Branches are domestic only.

# Top 100 Earners In Banking

## Ranked by 1984 Net Income

Compiled by **American Banker** Copyright 1985

| Rank | | NET INCOME(a) | | Rank | | ADJUSTED NET INCOME(b) | | PROFITABILITY RATIOS* | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | Return on Assets | | Return on Equity | |
| 1984 | Bank or Bank Holding Company | 1984 | 1983(f) | 1983 | Gain | 1984 | 1983(f) | 1984 | 1983 | 1984 | 1983 |
| 1 | Citicorp, New York (c) | 890,000,000 | 860,000,000 | 1 | | 815,000,000 | 791,500,000 | 0.62 | 0.67 | 15.00 | 16.50 |
| 2 | J.P. Morgan & Co., Inc., New York (c) | 537,600,000 | 460,000,000 | 2 | | 525,600,000 | 453,000,000 | 0.87 | 0.79 | 15.29 | 15.29 |
| 3 | Chase Manhattan Corp., New York (c) | 405,818,000 | 429,607,000 | 3 | | 405,818,000 | 408,061,000 | 0.48 | 0.54 | 10.10 | 13.10 |
| 4 | Manufacturers Hanover Corp., New York (c) | 352,509,000 | 337,000,000 | 5 | +1 | 343,254,000 | 299,000,000 | 0.50 | 0.55 | 11.33 | 13.42 |
| 5 | BankAmerica Corp., San Francisco (c) | 345,525,000 | 390,468,000 | 4 | | 394,525,000 | 390,468,000 | 0.29 | 0.32 | 6.68 | 7.63 |
| 6 | Chemical New York Corp. (c) | 340,775,000 | 305,563,000 | 6 | | 340,775,000 | 269,649,000 | 0.63 | 0.64 | 14.16 | 15.06 |
| 7 | Bankers Trust New York Corp. (c) | 306,814,000 | 256,935,000 | 8 | +1 | 262,914,000 | 254,048,000 | 0.71 | 0.66 | 16.20 | 15.69 |
| 8 | Security Pacific Corp., Los Angeles (c) | 291,022,000 | 264,267,000 | 7 | | 288,622,000 | 256,591,000 | 0.71 | 0.71 | 15.65 | 16.12 |
| 9 | First Interstate Bancorp., Los Angeles (c) | 276,340,000 | 247,404,000 | 9 | | 276,340,000 | 240,481,000 | 0.64 | 0.61 | 12.68 | 13.02 |
| 10 | Texas Commerce Bancshares, Inc., Houston (c) | 183,300,000 | 177,000,000 | 12 | +2 | 177,300,000 | 164,500,000 | 0.98 | 1.09 | 16.79 | 18.76 |
| 11 | Wells Fargo & Co., San Francisco (d) | 169,265,000 | 154,900,000 | 13 | +2 | 169,265,000 | 144,254,000 | 0.62 | 0.61 | 12.88 | 12.51 |
| 12 | Bank of Boston Corp. (c) | 164,054,000 | 135,736,000 | 14 | +2 | 118,854,000 | 129,757,000 | 0.79 | 0.72 | 15.19 | 14.44 |
| 13 | Mellon Bank Corp., Pittsburgh (c) | 158,500,000 | 183,815,000 | 10 | | 154,300,000 | 176,741,000 | N.A. | 0.74 | N.A. | 14.30 |
| 14 | PNC Financial Corp, Pittsburgh (c) | 143,172,000 | 117,046,000 | 18 | +4 | 143,172,000 | 117,046,000 | 1.09 | 1.02 | 16.50 | 16.14 |
| 15 | RepublicBank Corp., Dallas (c) | 137,341,000 | 130,168,000 | 15 | | 137,341,000 | 119,596,000 | 0.75 | 0.75 | 13.82 | 13.80 |
| 16 | First Bank System, Inc., Minneapolis (c) | 131,107,000 | 129,747,000 | 16 | | 125,198,000 | 115,877,000 | 0.63 | 0.72 | 12.00 | 13.30 |
| 17 | NCNB Corp., Charlotte, N.C. (c) | 119,225,000 | 92,162,000 | 24 | +7 | 109,274,000 | 87,605,000 | 0.83 | 0.80 | 16.39 | 16.34 |
| 18 | Allied Bancshares, Inc., Houston (c) | 118,782,000 | 98,776,000 | 22 | +4 | 105,575,000 | 85,889,000 | 1.33 | 1.46 | 22.21 | 23.32 |
| 19 | InterFirst Corp., Dallas (c) | 117,900,000 | (171,600,000) | ... | | 44,000,000 | (176,500,000) | 0.57 | N.A. | 10.70 | N.A. |
| 20 | Banc One Corp., Columbus, Ohio (c) | 107,973,000 | 83,278,000 | 29 | +9 | 107,973,000 | 83,278,000 | 1.33 | 1.35 | 17.30 | 17.95 |
| 21 | MCorp, Dallas (c) | 107,710,000 | 100,360,000 | 21 | | 95,610,000 | 100,360,000 | 0.77 | 0.96 | 13.83 | 16.82 |
| 22 | Bank of New York Co., Inc. (c) | 107,520,000 | 90,612,077 | 25 | +3 | 107,520,000 | 90,612,077 | 0.80 | 0.71 | 14.78 | 15.43 |
| 23 | CoreStates Financial Corp., Philadelphia (c) | 104,480,000 | 85,414,000 | 26 | +3 | 104,480,000 | 85,414,000 | 1.07 | 1.00 | 17.85 | 17.28 |
| 24 | Barnett Banks of Florida, Inc., Jacksonville (c) | 103,436,000 | 81,909,000 | 30 | +6 | 103,436,000 | 81,909,000 | 0.94 | 0.98 | 18.12 | 17.94 |
| 25 | Wachovia Corp., Winston-Salem, N.C. (d) | 100,301,000 | 84,582,000 | 28 | +3 | 100,301,000 | 84,582,000 | 1.28 | 1.20 | 19.10 | 18.41 |
| 26 | Irving Bank Corp., New York (c) | 98,112,000 | 92,464,000 | 23 | | 98,238,000 | 92,464,000 | 0.48 | 0.48 | 9.76 | 11.92 |
| 27 | Republic New York Corp. (d) | 96,530,000 | 84,665,000 | 27 | | 96,530,000 | 84,665,000 | 0.71 | 0.90 | 14.43 | 16.23 |
| 28 | NBD Bancorp., Inc., Detroit (c) | 94,523,000 | 81,689,000 | 31 | +3 | 94,523,000 | 81,689,000 | 0.71 | 0.68 | 11.43 | 10.57 |
| 29 | Marine Midland Banks, Inc., Buffalo, N.Y. (c) | 90,416,000 | 101,085,000 | 20 | | 90,416,000 | 94,585,000 | 0.41 | 0.48 | 8.39 | 10.17 |
| 30 | Trust Company of Georgia, Atlanta (c) | 89,205,000 | 73,006,000 | 32 | +2 | 87,024,000 | 73,006,000 | 1.71 | 1.58 | 24.36 | 24.38 |
| 31 | First Chicago Corp. (d) | 86,369,000 | 183,534,000 | 11 | | 86,369,000 | 183,534,000 | 0.22 | 0.53 | 3.38 | 11.37 |
| 32 | First National State Bancorporation, Newark, N.J. (c) | 85,673,000 | 47,403,000 | 48 | +16 | 81,497,000 | 47,403,000 | 0.85 | 0.91 | 14.74 | 15.71 |
| 33 | First City Bancorporation of Texas, Inc., Houston (c) | 81,038,000 | 49,785,000 | 44 | +11 | 81,038,000 | 45,985,000 | 0.50 | 0.32 | 8.46 | 5.44 |
| 34 | Sovran Financial Corp., Norfolk, Va. (d) | 80,244,000 | 65,530,000 | 33 | | 80,244,000 | 62,946,000 | 1.12 | 0.98 | 17.28 | 16.59 |
| 35 | First Union Corp., Charlotte, N.C. (d) | 80,024,000 | 58,509,000 | 35 | | 73,990,000 | 55,209,000 | 1.22 | 0.98 | 18.82 | 18.07 |
| 36 | Norstar Bancorp, Inc., Albany, N.Y. (c) | 77,254,000 | 58,283,000 | 36 | | 76,989,000 | 58,283,000 | 1.16 | 1.27 | 14.15 | 14.25 |
| 37 | Citizens & Southern Georgia Corp., Atlanta (c) | 72,435,000 | 57,896,000 | 37 | | 72,435,000 | 57,471,000 | 0.98 | 0.93 | 17.77 | 16.51 |
| 38 | AmeriTrust Corp., Cleveland (d) | 70,366,000 | 51,083,000 | 43 | +5 | 69,742,000 | 50,573,000 | 1.20 | 0.90 | 10.84 | 10.83 |
| 39 | Norwest Corp., Minneapolis (c) | 69,500,000 | 125,202,000 | 17 | | 69,500,000 | 123,752,000 | 0.34 | 0.67 | 6.00 | 11.50 |
| 40 | National City Corp., Cleveland (c) | 65,895,000 | 48,061,000 | 47 | +7 | 64,479,000 | 48,061,000 | 0.90 | 0.77 | 13.87 | 11.84 |
| 41 | Midlantic Banks, Inc., Edison, N.J. (c) | 65,035,000 | 48,857,000 | 45 | +4 | 65,035,000 | 47,907,000 | 1.00 | 0.98 | 18.03 | 17.38 |
| 42 | Fleet Financial Group, Inc., Providence, R.I. (d) | 65,029,000 | 52,005,000 | 41 | | 65,029,000 | 50,939,000 | 1.24 | 1.12 | 17.83 | 17.89 |
| 43 | Sun Banks, Inc., Orlando (c) | 64,940,000 | 46,347,000 | 51 | +8 | 65,153,000 | 46,347,000 | 0.72 | 0.85 | 12.10 | 13.60 |
| 44 | Southeast Banking Corp., Miami (c) | 64,127,000 | 54,522,000 | 38 | | 57,411,000 | 55,269,000 | 0.71 | 0.67 | 12.87 | 11.96 |
| 45 | Rainier Bancorporation, Seattle (c) | 61,386,000 | 47,238,000 | 49 | +4 | 59,086,000 | 47,238,000 | 0.91 | 0.79 | 14.71 | 12.62 |
| 46 | First Atlanta Corp. (c) | 60,466,000 | 52,256,000 | 40 | | 60,466,000 | 52,256,000 | 0.97 | 1.09 | 16.30 | 19.50 |
| 47 | Valley National Corp., Phoenix, Ariz. (d) | 60,440,000 | 45,799,000 | 52 | +5 | 53,381,000 | 45,799,000 | 0.75 | 0.64 | 13.30 | 10.81 |
| 48 | U.S. Bancorp., Portland, Ore. (c) | 60,127,000 | 52,354,000 | 39 | | 60,127,000 | 52,354,000 | 0.88 | 0.88 | 11.91 | 11.21 |
| 49 | Hartford National Corp., Conn. (d) | 58,594,000 | 38,400,000 | 61 | +12 | 54,894,000 | 37,000,000 | 1.06 | 0.95 | 17.06 | 16.34 |
| 50 | United Virginia Bankshares, Inc., Richmond (d) | 57,344,000 | 51,535,000 | 42 | | 57,344,000 | 51,535,000 | 1.01 | 1.03 | 16.46 | 16.70 |
| 51 | Comerica, Inc., Detroit (c) | 56,896,000 | 48,714,000 | 46 | | 49,196,000 | 48,714,000 | 0.63 | 0.65 | 11.95 | 11.64 |
| 52 | Key Banks, Inc., Albany, N.Y. (c) | 50,770,000 | 33,072,000 | 69 | +17 | 50,770,000 | 33,072,000 | 1.07 | 1.06 | 15.44 | 14.44 |
| 53 | Maryland National Corp., Baltimore (c) | 49,032,000 | 38,630,000 | 57 | +4 | 47,296,000 | 36,156,000 | 0.80 | 0.77 | 14.29 | 12.38 |
| 54 | State Street Boston Corp., Boston (c) | 49,015,000 | 38,462,000 | 60 | +6 | 45,869,000 | 40,972,000 | 1.26 | 0.97 | 19.60 | 18.30 |
| 55 | Bank of New England Corp., Boston (c) | 46,274,000 | 36,647,000 | 62 | +7 | 45,007,000 | 36,633,000 | 0.70 | 0.66 | 15.75 | 14.23 |
| 56 | CBT Corp., Hartford, Conn. (d) | 46,223,000 | 38,517,000 | 59 | +3 | 43,440,000 | 38,517,000 | 0.77 | 0.74 | 14.92 | 13.59 |
| 57 | Mercantile Bancorporation, Inc., St. Louis, Mo. (c) | 46,055,000 | 41,545,000 | 54 | | 46,310,000 | 41,545,000 | 0.87 | 0.82 | 12.73 | 12.93 |
| 58 | Old Kent Financial Corp., Grands Rapids, Mich. (c) | 45,058,000 | 32,392,000 | 71 | +13 | 43,978,000 | 32,392,000 | 1.18 | 1.00 | 18.98 | 15.96 |
| 59 | First Alabama Bancshares, Inc., Montgomery (c) | 43,781,000 | 39,675,000 | 56 | | 43,781,000 | 39,675,000 | 1.38 | 1.33 | 14.92 | 14.87 |
| 60 | Huntington Bancshares, Inc., Columbus, Ohio (c) | 43,662,000 | 24,514,000 | 107 | +47 | 43,662,000 | 24,514,000 | 0.83 | 0.47 | 14.42 | 9.12 |
| 61 | Society Corp., Cleveland (c) | 43,617,000 | 29,331,000 | 86 | +25 | 43,617,000 | 29,331,000 | 0.85 | 0.74 | 13.64 | 11.41 |
| 62 | Shawmut Corp., Boston (c) | 43,564,000 | 32,867,000 | 70 | +8 | 43,564,000 | 32,867,000 | 0.76 | 0.62 | 14.10 | 11.68 |
| 63 | Texas American Bankshares, Inc., Fort Worth (c) | 42,974,000 | 34,916,000 | 63 | | 42,974,000 | 33,947,000 | 0.77 | 0.71 | 12.29 | 11.58 |
| 64 | Florida National Banks of Florida, Jacksonville (c) | 42,634,000 | 43,121,000 | 53 | | 35,077,000 | 29,549,000 | 0.91 | 0.90 | 15.03 | 12.18 |
| 65 | Fidelcor, Inc., Philadelphia (d) | 42,170,000 | 46,796,000 | 50 | | 42,170,000 | 35,717,000 | 0.77 | 0.73 | 15.13 | 14.69 |
| 66 | Meridian Bancorp., Inc., Reading, Pa. (c) | 41,337,000 | 32,279,000 | 73 | +7 | 41,337,000 | 32,279,000 | 0.95 | 0.89 | 15.05 | 13.22 |
| 67 | Harris Bankcorp, Inc., Chicago (d) | 41,199,000 | 31,255,000 | 78 | +11 | 41,199,000 | 31,255,000 | 0.47 | 0.41 | 9.94 | 8.02 |
| 68 | Natwest Holdings Inc., New York (d,j,k) | 40,062,000 | 25,332,000 | 104 | +36 | 36,362,000 | 25,332,000 | N.A. | 0.36 | N.A. | 5.77 |
| 69 | Continental Bancorp, Inc., Philadelphia (c) | 38,641,000 | 30,100,000 | 82 | +13 | 38,641,000 | 30,100,000 | 1.12 | 1.01 | 16.19 | 13.98 |
| 70 | Third National Corp., Nashville, Tenn. (c) | 38,557,000 | 32,325,000 | 72 | +2 | 38,557,000 | 28,941,000 | 1.01 | 0.94 | 16.22 | 15.42 |
| 71 | Manufacturers National Corp., Detroit (c) | 38,392,000 | 34,602,000 | 65 | | 38,392,000 | 34,602,000 | 0.66 | 0.64 | 12.31 | 12.14 |
| 72 | First Florida Banks, Inc., Tampa (c) | 38,313,000 | 34,023,000 | 66 | | 38,313,000 | 34,023,000 | 1.21 | 1.29 | 18.10 | 19.79 |
| 73 | AmSouth Bancorporation, Birmingham, Ala. (c) | 37,424,000 | 33,594,000 | 68 | | 33,484,000 | 32,356,000 | 0.95 | 1.00 | 14.33 | 13.60 |
| 74 | BayBanks, Inc., Boston (c) | 37,214,000 | 32,038,000 | 75 | +1 | 37,214,000 | 32,038,000 | 0.78 | 0.77 | 13.90 | 13.00 |
| 75 | First Tennessee National Corp., Memphis (c) | 37,129,000 | 30,203,000 | 80 | +5 | 37,129,000 | 30,203,000 | 0.81 | 0.72 | 15.48 | 13.81 |
| 76 | Bank of Virginia Co., Richmond (d) | 37,104,000 | 30,164,613 | 81 | +5 | 36,447,000 | 30,164,613 | 1.00 | 0.88 | 17.12 | 14.49 |
| 77 | Union Bancorp, Los Angeles (d,g) | 35,358,000 | 38,596,000 | 58 | | 35,358,000 | 38,596,000 | 0.43 | 0.51 | 6.02 | 10.72 |
| 78 | First Kentucky National Corp., Louisville (c) | 35,309,000 | 29,895,000 | 83 | +5 | 30,809,000 | 29,895,000 | 1.17 | 1.10 | 16.64 | 15.55 |
| 79 | First Virginia Banks, Inc., Falls Church (c) | 34,959,000 | 29,010,000 | 87 | +8 | 33,439,000 | 29,010,000 | 1.31 | 1.34 | 17.70 | 18.89 |
| 80 | Marshall & Ilsley Corp., Milwaukee, Wis. (c) | 34,684,000 | 31,493,000 | 76 | | 34,684,000 | 31,493,000 | 1.01 | 1.03 | 14.45 | 15.51 |
| 81 | Fifth Third Bancorp, Cincinnati (c) | 34,561,000 | 29,746,000 | 84 | +3 | 34,561,000 | 29,746,000 | 1.76 | 1.72 | 17.51 | 17.29 |
| 82 | SouthTrust Corp., Birmingham, Ala. (c) | 34,451,000 | 27,861,000 | 90 | +8 | 34,451,000 | 27,861,000 | 1.12 | 1.05 | 18.50 | 17.03 |
| 83 | American National Corp, Chicago (c) | 34,064,000 | 25,755,000 | 99 | +16 | 34,064,000 | 25,755,000 | 1.00 | 0.85 | 18.32 | 14.48 |
| 84 | Citizens Fidelity Corp., Louisville, Ky. (d) | 34,026,000 | 28,821,000 | 88 | +4 | 34,026,000 | 28,821,000 | 1.24 | 1.22 | 15.80 | 17.40 |
| 85 | Landmark Banking Corp., Fort Lauderdale, Fla. (c) | 34,023,000 | 18,738,427 | 132 | +47 | 34,023,000 | 18,738,427 | 0.95 | 1.09 | 12.95 | 16.86 |
| 86 | First of America Bank Corp., Kalamazoo, Mich. (c) | 33,919,000 | 26,138,000 | 96 | +10 | 33,919,000 | 26,138,000 | 0.83 | 0.67 | 17.90 | 15.22 |
| 87 | Mercantile Bankshares Corp., Baltimore (c) | 33,608,000 | 29,507,000 | 85 | | 33,608,000 | 29,507,000 | 1.60 | 1.60 | 15.40 | 15.30 |
| 88 | Whitney Holding Corp., New Orleans, La. (d) | 33,510,000 | 32,257,382 | 74 | | 33,510,000 | 32,257,382 | 1.62 | 1.58 | 15.12 | 15.58 |
| 89 | South Carolina National Corp., Columbia (d) | 33,132,000 | 25,404,000 | 102 | +13 | 30,932,000 | 25,404,000 | N.A. | 1.19 | N.A. | 14.80 |
| 90 | Bancorp Hawaii, Inc., Honolulu (d) | 33,045,000 | 31,023,000 | 79 | | 33,045,000 | 31,023,000 | 0.93 | 1.01 | 15.02 | 15.81 |
| 91 | Dominion Bankshares Corp., Roanoke, Va. (c) | 32,883,000 | 24,515,000 | 106 | +15 | 32,883,000 | 24,515,000 | 0.86 | 0.75 | 15.20 | 11.47 |
| 92 | Atlantic Bancorporation, Jacksonville, Fla. (c) | 32,558,000 | 28,797,000 | 89 | | 32,553,000 | 28,797,000 | 0.98 | 1.01 | 16.08 | 14.53 |
| 93 | First American Corp., Nashville, Tenn. (c) | 32,367,000 | 26,100,000 | 97 | +4 | 32,367,000 | 25,328,000 | 0.91 | 0.80 | 15.51 | 13.97 |
| 94 | United Banks of Colorado, Inc., Denver (c) | 32,033,000 | 26,434,000 | 95 | +1 | 31,142,000 | 26,434,000 | 0.84 | 0.75 | 13.10 | 11.35 |
| 95 | First Wisconsin Corp., Milwaukee (c) | 31,888,000 | 33,600,000 | 67 | | 31,447,000 | 33,600,000 | 0.64 | 0.70 | 10.26 | 12.33 |
| 96 | Commerce Bancshares, Inc., Kansas City, Mo. (c) | 31,047,000 | 34,893,000 | 64 | | 30,580,000 | 34,544,000 | 0.71 | 1.09 | 10.82 | 13.14 |
| 97 | Boatmen's Bancshares, Inc., St. Louis, Mo. (c) | 30,932,000 | 25,354,000 | 103 | +6 | 30,932,000 | 25,354,000 | 0.96 | 0.97 | 16.16 | 16.26 |
| 98 | United Jersey Banks, Princeton, N.J. (c) | 30,085,000 | 23,813,000 | 110 | +12 | 30,085,000 | 23,813,000 | N.A. | 0.71 | N.A. | 12.03 |
| 99 | Indiana National Corp., Indianapolis (d) | 29,887,000 | 27,769,000 | 92 | | 26,394,000 | 14,269,000 | 0.99 | 1.01 | 16.18 | 17.21 |
| 100 | First National Cincinnati Corp. (c) | 29,689,000 | 25,632,000 | 101 | +1 | 29,689,000 | 25,632,000 | 1.10 | 1.05 | 14.01 | 12.22 |

(a)—Net income is income after taxes and minority interest, but before preferred dividends and extraordinary items. (b)—Adjusted for certain non-recurring items such as: gains (losses) from sales of buildings, branches, subsidiaries, securities sold to settle loans or debt, proceeds from equity/debt swaps, and other nonrecurring items such as venture capital profits (losses). All nonrecurring items, which are subtracted from net income, are on an after-tax basis, wherever possible. (c)—A multibank holding company. (d)—A one-bank holding company. (f)—Data for 1983 are as reported in 1984 and may not be comparable with 1983 data, because of mergers, changes in accounting principles, etc. (g)—A subsidiary of Standard Chartered Bank, Plc., London. (j)—A subsidiary of National Westminster Bank, Plc., London. (k)—Holding company figures not available. Data is for lead bank used for both 1984 and 1983. *—R.O.A. is the return on average assets; R.O.E. is the return on average common shareholders' equity.

# “Adjustments” to Net Income — 1984

## Nonrecurring items exluded by American Banker to Obtain Adjusted Net Income

(In millions of dollars on an after-tax basis)

| 1984 Earnings Rank | | Gain from Sale of Building | Gain from Subsidiary or Branch Sale | Venture Capital Profits | All other Nonrecurring Items | Total Adjustment |
|---|---|---|---|---|---|---|
| 1 | Citicorp | | 12.0 | 49.0 | 14.0(a) | 75.0 |
| 2 | J. P. Morgan & Co. Inc. | | | | 12.0(b) | 12.0 |
| 4 | Manufacturers Hanover Corp. | | | | 9.255(c) | 9.255 |
| 5 | BankAmerica Corp. (g) | 31.0 | | 15.0 | (95.0)(d) | (49.0) |
| 7 | Bankers Trust New York Corp. | | 33.1 | 10.8 | | 43.9 |
| 8 | Security Pacific Corp. | 75.9 | | | (73.5)(e) | 2.4 |
| 10 | Texas Commerce Bancshares, Inc. | 6.0 | | | | 6.0 |
| 12 | Bank of Boston Corp. | 104.7 | | | (59.5)(f) | 45.2 |
| 13 | Mellon Bank Corp. | | | | 4.2(h) | 4.2 |
| 16 | First Bank System, Inc. | 5.8 | | 0.109 | | 5.909 |
| 17 | NCNB Corp. | | | | 9.951(i) | 9.951 |
| 18 | Allied Bancshares, Inc. | | 13.207 | | | 13.207 |
| 19 | interFirst Corp. | 70.0 | | | 3.9 | 73.9 |
| 21 | MCorp. | 12.1 | | | | 12.1 |
| 26 | Irving Bank Corp. | | | 4.374 | (4.5)(j) | (0.126) |
| 30 | Trust Company of Georgia | | | | 2.181(k) | 2.181 |
| 32 | First National State Bancorp. | | 4.176 | | | 4.176 |
| 35 | First Union Corp. | 2.767 | | | 3.267(l) | 6.034 |
| 36 | Norstar Bancorp., Inc. | | 0.265 | | | 0.265 |
| 38 | AmeriTrust Corp. | | 0.670 | (0.046) | | 0.624 |
| 40 | National City Corp. | | | 1.416 | | 1.416 |
| 43 | Sun Banks, Inc. | | 2.566 | | (2.779)(m) | (0.213) |
| 44 | Southeast Banking Corp. | 5.358 | | 0.699 | 0.649(n) | 6.716 |
| 45 | Rainier Bancorp. | | | 1.1 | 1.2 | 2.3 |
| 47 | Valley National Corp. | | 7.059 | | | 7.059 |
| 49 | Hartford National Corp. (g) | 2.2 | | | 1.5(o) | 3.7 |
| 51 | Comerica Inc. | 4.6 | | | 3.1(p) | 7.7 |
| 53 | Maryland National Corp. | | | | 1.736(q) | 1.736 |
| 54 | State Street Boston Corp. | | | | 3.146(r) | 3.146 |
| 55 | Bank of New England Corp. | | | 0.7 | 0.567(s) | 1.267 |
| 56 | CBT Corp. | 2.783 | | | | 2.783 |
| 57 | Mercantile Bancorp. Inc. | | (0.255) | | | (0.255) |
| 58 | Old Kent Financial Corp. | | | | 1.08(t) | 1.08 |
| 64 | Florida National Banks of Florida | 3.202 | | | 4.355(u) | 7.557 |
| 68 | Natwest Holdings Inc. | | | | 3.7(v) | 3.7 |
| 73 | AmSouth Bancorp. | | | | 3.94(w) | 3.94 |
| 76 | Bank of Virginia Co. | | 0.657 | | | 0.657 |
| 78 | First Kentucky National Corp. | 4.5 | | | | 4.5 |
| 79 | First Virginia Banks Inc. | 0.791 | | | 0.729(x) | 1.52 |
| 89 | South Carolina National Corp. | | 2.2 | | | 2.2 |
| 94 | United Banks of Colorado, Inc. | 0.891 | | | | 0.891 |
| 95 | First Wisconsin Corp. | | | | 0.441(y) | 0.441 |
| 96 | Commerce Bancshares Inc. | | 0.467 | | | 0.467 |
| 99 | Indiana National Corp. | 3.493 | | | | 3.493 |
| | **TOTALS FOR 1984:** | **336.1** | **76.1** | **83.2** | **(150.4)** | **345.0** |
| | **TOTALS FOR 1983:** | **130.6** | **117.5** | **89.3** | **184.3** | **521.7** |

(a)—Gain on buy back on Citicorp's convertible notes and gains on sales of real estate, mortgages, and other assets. (b)—$12 million in net income included in "noninterest operating income" in the first quarter of 1984, representing the inclusion of the bank's Dec. 1983 foreign operating results. This eliminated a one-month reporting lag to conform with Federal Reserve requirements. (c)—Gain on sale of residual value participation certificates on equipment leased to customers of MHC. (d)—Special reserve to cover problems associated with faulty mortgage loan pools for which BofA served as escrow agent and trustee. After-tax figure was not available, therefore the gross pre-tax figure was used. (e)—Special loan loss provision. (f)—Includes $47.2 mil. in special provision for credit losses; $7.6 mil. loss on sale of mortgages; and $4.7 mil. in estimated costs of restructuring certain businesses and a special yearend contribution to charitable foundation. (g)—After-tax data not available. Therefore, pre-tax (gross) figures were used. (h)—Gain from sale of securities to settle a loan. (i)—Sale of equity securities held as investment by parent company. (j)—Loss from illegal transfer of funds in Switzerland. (k)—Proceeds from equity/debt swap. (l)—Includes $0.475 mil. from a debt/equity swap and $2.792 mil. from interest in Florida bank holding co. (m)—Merger-related expenses. (n)—Includes $0.532 million from a debt/equity swap. (o)—Change in accounting policy. (p)—Includes $1.8 mil. from sale of Pontiac State Bank stock and $1.3 mil. in interest received from Michigan Single Business tax refunds. (q)—Sale of other assets. (r)—Gain on disposition of options. (s)—Sale of tax benefits. (t)—State tax refunds and interest. (u)—Sale of equity securities following termination of an investment agreement. (v)—Sale of leasehold. (w)—Includes $3.54 mil. in sale of part of loan servicing portfolio and $0.4 mil. from sale of real estate. (x)—Tax refunds. (y)—Sale of real estate. ( )—Indicates a nonrecurring loss, which is added to reported (unadjusted) net income..

# Earnings of the Top 100 Banking Firms Almost 10% Higher in 1984 than in '83

Continued from Page 1

as: the proceeds from the sale of buildings, real estate, bank branches, and subsidiaries; venture capital profits; proceeds from equity-debt swaps; and gains from the sale of securities acquired in loan restructurings.

### Three Are Described

The special loan-loss provisions of each of these three banking companies, and the impact of these provisions, are briefly described below.

- BankAmerica, which ranked fifth in net income with $345.5 million in 1984, established a $95 million reserve in the fourth quarter of 1984 "to cover problems associated with faulty mortgage loan pools for which BofA served as escrow agent and trustee."

The after-tax impact of this reserve on net income was not available from the company, but the *American Banker* estimated the after-tax impact to be approximately $72.2 million. To partially offset this reduction, BankAmerica sold a building for $31 million and took $15 million in venture capital profits.

The combined effect on net income of the special provision, the building sale, and the venture capital profits — on a before-tax basis — was $45 million, and an estimated $34 million on an after-tax basis. Without these nonrecurring items, BankAmerica would have had a net income of approximately $380 million and would have been the fourth largest earner in banking.

- Security Pacific ranked eighth in net income for 1984, with $291 million. In the third quarter of last year, the company established a $150 million special provision "to build the reserve for credit losses, in recognition of the continuing uncertainty with respect to the bank's credits to developing countries."

According to the company, the after-tax impact of this reserve was $73.5 million. Also, in the third quarter, Security Pacific sold its Los Angeles headquarters building and received $75.9 million after taxes. Thus, according to the bank's annual report, "this special provision substantially offset the gain recognized on the sale of the building."

- The Bank of Boston ranked 12th, with $164 million in net income. In the fourth quarter, the Bank of Boston established a $100 million special provision — $47.2 million on an after-tax basis. According to a release from the company, the special provision reflected "the corporation's concern, shared with growing segments of the banking industry, about worldwide economic conditions."

In the case of the Bank of Boston, the sale of its Boston headquarters building in the fourth quarter more than offset the special reserve. On an after-tax basis, the sale of the building increased the bank's net income by $104.7 million.

### 44 Had Nonrecurring Items

Forty-four of the top 100 firms, ranked by net income, reported that their net income in 1984 included nonrecurring items. The total amount of these items (excluding special loan-loss provisions which reduced net income) added $560.7 million to total net income.

In other words, almost six cents of every dollar to reach the bottom line as net income was derived from nonrecurring sources. The $560.7 million in gains from nonrecurring items consisted of:

- $336.1 million from the sale of buildings
- $76.1 million from the sale of branches or subsidiaries
- $83.2 million in venture capital profits; and 65.3 million in all other nonrecurring items.

For 1983, the *American Banker* reported that 43 of the top 100 firms included nonrecurring items in their net income figures. These items totaled $521.7 million and added about 6 cents to the bottom line.

Of that total, building sales accounted for $130.6 million; branch and subsidiary sales, $117.5 million; venture capital profits, $89.3 million; and all other nonrecurring items totaled $184.3 million.

The *American Banker* identifies the firms using nonrecurring items in a table on page 15. This table shows the type of nonrecurring item and its amount on an after-tax basis, whenever possible. ■

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Bank Holding Company Review** that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

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(2.) What do you like **best** about this tabulation?

______________________________

(3.) What do you like **least** about this tabulation?

______________________________

(4.) **How** do you use this information in your work?

______________________________

(5.) What **new** statistical survey would you like to see?

______________________________

**Name and Institution (optional)**______________________
**Title**______________________
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*Thank you for helping us improve.*

# Big Gain in Assets for Top 100 Laid to High Level of Merger Activity

By L. MICHAEL CACACE

NEW YORK — The *American Banker* surveyed approximately 260 banking companies to rank the top 100 bank holding companies in assets and the top 100 banking firms — banks and bank holding companies — in net income. Listed below are some of the more interesting findings of the survey.

- For the fourth consecutive year, Citicorp was the top firm in earnings, with net income of $890 million. This was up 3.4% from $860 million in net income for 1983. And for the third consecutive year, Citicorp ranked as the top banking firm in assets, with $150.6 billion on Dec. 31, 1984, up 11.8% from $134.7 billion on Dec. 31, 1983.
- The top 100 bank holding companies had $1.57 trillion in total assets on Dec. 31, 1984, up 10% from $1.43 trillion for the same companies a year earlier. The 100 companies controlled 1,272 domestic commercial banks, with total deposits of $1.1 trillion, or approximately 56% of all commercial bank deposits at yearend 1984.
- The major reason for the sizable gain in assets was the continued sizable merger activity in the industry. All of the large gains in asset rank were attributable to mergers and acquisitions.

For example, among the top 50 firms in assets, the four largest gains in rank were posted by Norstar Bancorp Inc., Albany, N.Y.; First National State Bancorp., Newark; National City Corp., Cleveland; and Sun Banks Inc., Orlando.

Norstar, which ranked 46 in assets, with $7.9 billion at yearend 1984, acquired the $1.6 billion-asset Security New York Corp., Rochester, in January 1984, and moved up 23 places in rank.

First National State acquired the $3.8 billion-asset Fidelity Union Bancorp., Newark, in April 1984, and moved up 18 places in rank to 32d, with $10.7 billion in assets. National City Corp. moved up 16 places in rank to 31st position, with assets of $12.4 billion, after it acquired the $6.1 billion-asset BancOhio Corp., Columbus, last November. And Sun Banks moved up 16 places in rank to 37th, with $9.4 billion in assets, after its yearend 1983 acquisition of the $3.5 billion-asset Flagship Banks Inc., Miami.

### Best Return on Average Assets

- Among the top 10 earners in banking, the second ranked J.P. Morgan & Co., New York, had the best return on average assets — 0.87%. The 10th ranked Texas Commerce Banchshares Inc., Houston, had the best return on average shareholders' equity — 16.79%. Among the top 10 earners of 1983, Morgan also had the best ROA of 0.79%, and top-ranked Citicorp had the best ROE of 16.50%
- Among the top 100 earners, for the second consecutive year, the best return on average assets was posted by Fifth Third Bancorp., Cincinnati. Fifth Third, which ranked 81st, with net income of $34.6 million in 1984, had an ROA of 1.76% last year and 1.72% in 1983. The company had assets of $2.36 billion at yearend, and did not rank among the top 100 holding companies in assets.
- Among the top 100 earners, for the second consecutive year, the Trust Company of Georgia, Atlanta, had the best ROE. Trust Company, which ranked 30th in income, with $89.2 million, and 62nd in assets, with $6.2 billion, had an ROE of 24.36% last year and 24.38% in 1983.
- InterFirst Corp., Dallas, the nation's 18th largest bank holding company in assets, with $21.6 billion, returned to profitability last year. It ranked 19th in net income, with $117.9 million, compared with a loss of $171.6 million in 1983. However, $70 million of net income was derived from the sale of a building.

### First Pennsylvania Back in Black

- First Pennsylvania Corp., Philadelphia, the 74th largest bank holding company in assets, with $5.36 billion, also returned to profitability for the first time since 1979. Its net income last year was $14.8 million, which ranked it 172d among banks and bank holding companies.

However, included in this total were two nonrecurring items: $5.5 million in proceeds from an equity-debt swap and $9.7 million from "a tax loss carry-forward." Without these two items, First Pennsylvania would have had a modest loss of $391,000. In 1983 the company lost $15.7 million.

- Among the 260 companies surveyed, eight posted losses in 1984. Those companies are listed below ranked by the size of their losses:

Continental Illinois Corp., Chicago, lost $1.1 billion.

Crocker National Corp., San Francisco, lost $324 million.

European American Bancorp., New York, lost $133 million.

Equimark, Pittsburgh, lost $31.6 million.

First Oklahoma Bancorp. Inc., Oklahoma City, lost $28.1 million.

BanCal Tri-State Corp., San Francisco, lost $20.5 million.

BancTexas Group Inc., Dallas, lost $6.6 million.

Orbanco Financial Services Corp., Portland, Ore., lost $4 million.

- For four of the eight companies, 1984 marked the second consecutive year of losses. In 1983, Crocker lost $10.4 million; Equimark lost $11.1 million; First Oklahoma lost $43.5 million; and Orbanco Financial lost $9.5 million. ■

# Colorado Harvard Grads Name Banker Man of Year

DENVER — Bruce M. Rockwell, chairman of Colorado National Bankshares Inc., has been named 1985 man of the year by the Colorado Harvard Business School Club.

Mr. Rockwell joined Colorado National Bank of Denver in 1953 and was named president in 1970. Along with the late Melvin Roberts, he guided the formation of Colorado National Bankshares Inc. in 1968 and has served as chairman of the $2.7 billion-asset bank holding company since 1976. ■

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The Daily Financial Services Newspaper

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## TODAY

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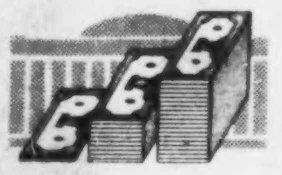

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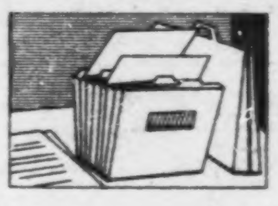

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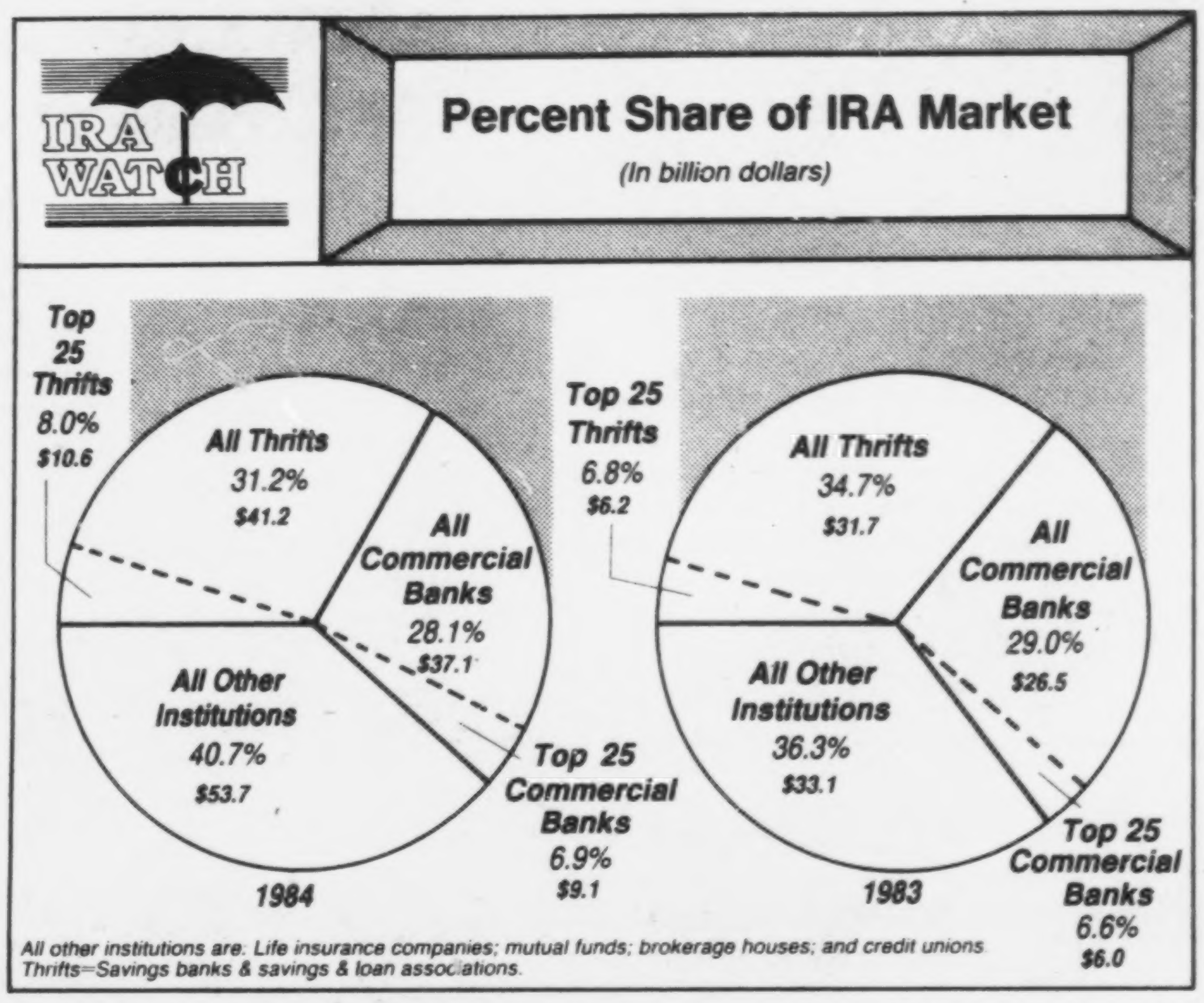
**Quote**

***The FDIC changed the rules in the middle of the game. I called to see if I was still in bed with [the FDIC] and I found out I was rolled right out on the floor.***

Colorado state Treasurer Roy Romer on learning that a 1979 Federal Deposit Insurance Corp. staff opinion, which had approved a plan to increase federal deposit insurance for Colorado state funds, had been reversed [3]

**Unquote**



All other institutions are: Life insurance companies; mutual funds; brokerage houses; and credit unions
Thrifts=Savings banks & savings & loan associations.

# Bank, Thrift IRA Share Drops Despite a Big Gain in Deposits

**By KENNETH J. HICKS**

NEW YORK — Although individual retirement accounts were up significantly at banks and thrifts in 1984, the total share of the IRA market was down for deposit taking institutions.

This is one of the findings from the *American Banker's* second survey of the top commercial banks and thrifts — which comprise savings and loan associations and savings banks. The survey, which appears today, is a follow-up to the top 300 thrift institutions, published Feb. 28 and the top 300 commercial banks, published March 15.

Some of the other major findings of the survey are:

- The Bank of America, San Francisco, remains the largest deposit taking institution in the U.S., with $88.2 billion in deposits as of Dec. 31, 1984.
- The American Savings & Loan Association, Stockton, Calif., moved up three places to rank 10th among the largest deposit takers. American is the nation's largest savings and loan and also the largest thrift institution. It has deposits of $20.3 billion.
- PSFS, Philadelphia, is the largest savings bank, with almost $11.0 billion in deposits. The Philadelphia institution, previously known as the Philadelphia Saving Fund Society, held on to its rank of 22d largest deposit taker.

The Top 25 in IRAs, Page 37

➜ **Deposit Takers: Page 37**

# Investor Group In Last Stage Of Bowery Bid

## FDIC Aid Seen as Good Sign For Ailing New York Thrifts

**By LAURA GROSS**

NEW YORK — A private investors group led by Richard Ravitch, former chairman of the New York State Metropolitan Transportation Authority, is in the final stages of negotiations to acquire the Bowery Savings Bank of New York City with the help of substantial assistance from the Federal Deposit Insurance Corp.

If the deal is consummated, it will be the first time that the federal insurance agency has assisted in the recapitalization of a savings bank without the end purchaser being another financial institution.

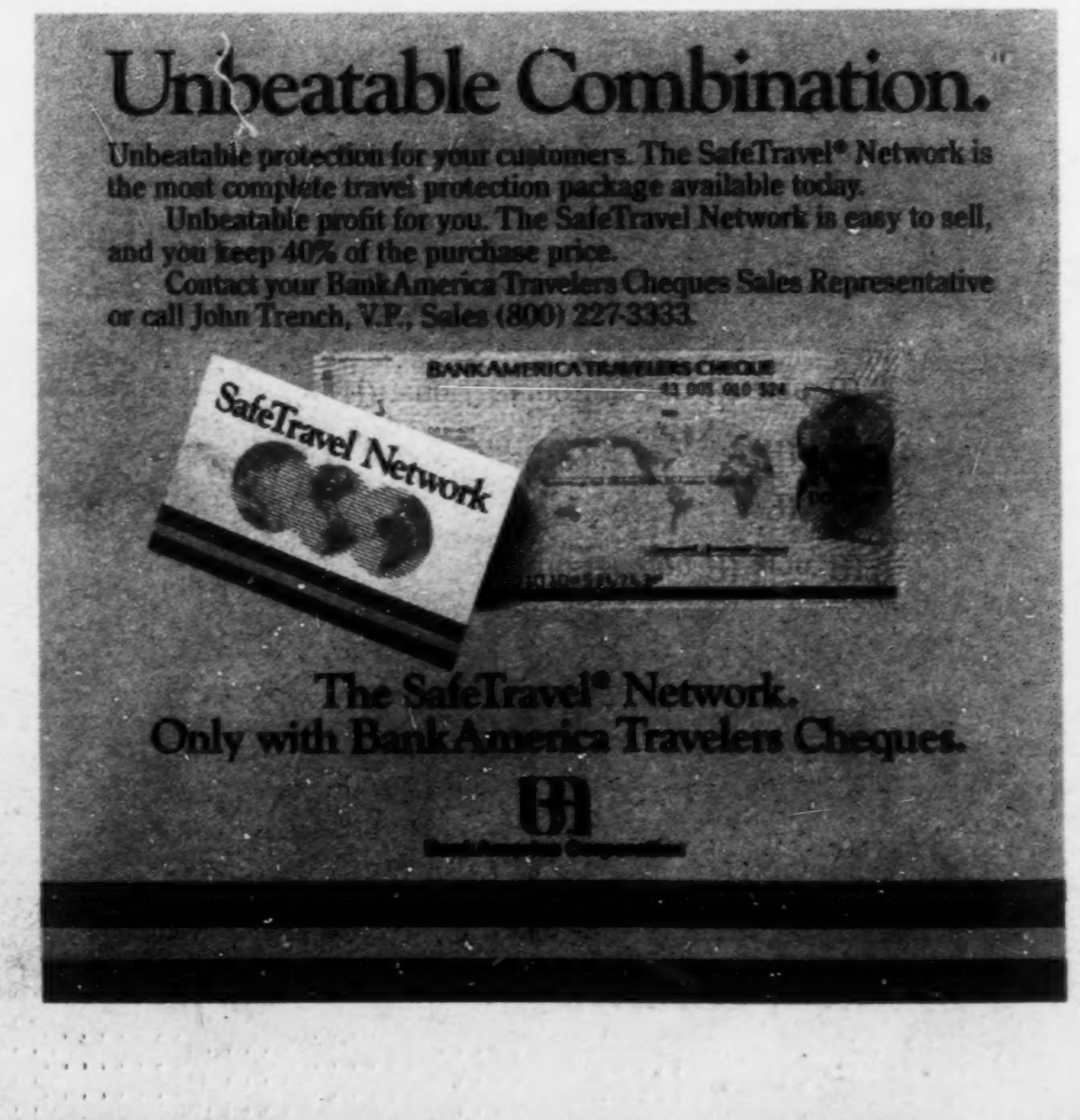
Under terms of the current discussions, the Bowery, largest of New York's ailing mutuals, would be converted to stock ownership.

Informed sources say that Mr. Ravitch has been assisted with his proposal by the investment banking firm of Dillon Read. The sources could not supply terms of the arrangement. There was no comment from the FDIC, the Bowery, or Mr. Ravitch, who could not be reached on Monday.

A buyer for the Bowery would be a welcome sign that the FDIC is prepared to help New York State deal further with other ailing savings banks. The entire thrift industry has had the profitability squeezed out of it by rising deposit interest rates and the burden of long-term fixed-rate mortgages offered years ago at low interest rates.

During 1984, New York's 71 state-chartered savings banks lost $200 mil-

➜ **Bowery: Page 39**



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PULL OUT AND SAVE

# American Banker

## Top 25 Deposit-Taking Institutions in the U.S.

Based on Total Deposits on December 31, 1984

| Rank 1984 | Rank 1983 | | Deposits 12/31/84 | Deposits 12/31/83 |
|---|---|---|---|---|
| 1 | 1 | Bank of America NT&SA, San Francisco | 88,167,000,000 | 90,250,180,000 |
| 2 | 2 | Citibank NA, New York | 79,551,000,000 | 78,392,000,000 |
| 3 | 3 | Chase Manhattan Bank NA, New York | 59,399,689,000 | 59,824,598,000 |
| 4 | 4 | Manufacturers Hanover Trust Co., New York | 45,200,916,000 | 42,186,468,000 |
| 5 | 5 | Morgan Guaranty Trust Co., New York | 39,995,564,000 | 39,419,026,000 |
| 6 | 6 | Chemical Bank, New York | 35,068,135,000 | 33,355,815,000 |
| 7 | 9 | Security Pacific National Bank, Los Angeles | 30,902,297,000 | 27,763,181,000 |
| 8 | 10 | Bankers Trust Co., New York | 27,882,815,000 | 24,506,971,000 |
| 9 | 8 | First National Bank, Chicago | 25,904,344,000 | 27,854,663,000 |
| **10** | **13** | **American Savings & Loan Assn., Stockton** | **20,326,639,000** | **18,261,705,000** |
| 11 | 11 | Wells Fargo Bank NA, San Francisco | 20,308,269,000 | 20,554,485,000 |
| **12** | **15** | **Home Savings of America FA, Irwindale, Calif.** | **18,593,857,000** | **15,566,373,000** |
| 13 | 12 | Crocker National Bank, San Francisco | 18,088,638,000 | 19,045,237,000 |
| **14** | **17** | **Great Western Savings, FS & LA, Beverly Hills** | **16,694,317,828** | **13,541,806,000** |
| 15 | 12 | Marine Midland Bank NA, Buffalo, N.Y. | 15,924,063,000 | 16,409,827,000 |
| 16 | 7 | Continental Illinois Nat'l Bank & Trust Co.,, Chicago | 15,598,568,000 | 30,082,230,000 |
| 17 | 16 | First Interstate Bank of California, | 15,472,833,000 | 15,266,068,000 |
| 18 | 18 | Mellon Bank NA, Pittsburgh | 15,002,320,000 | 12,924,800,000 |
| **19** | **20** | **California Fed. Savings & Loan Assn., Los Angeles** | **14,283,599,000** | **11,060,311,000** |
| 20 | 19 | First National Bank, Boston | 13,069,033,000 | 11,180,445,000 |
| 21 | 21 | Irving Trust Co., New York | 11,145,035,000 | 10,701,228,000 |
| **22** | **22** | **PSFS, Philadelphia** | **10,966,927,000** | **9,987,139,000** |
| 23 | 24 | Bank of New York | 10,500,888,000 | 9,564,834,783 |
| **24** | **23** | **Goldome FSB, Buffalo, N.Y.** | **9,798,109,652** | **8,712,055,946** |
| 25 | 25 | RepublicBank Dallas NA | 9,758,084,000 | 8,754,883,000 |
| | | **Total:Top 25** | **667.6 billion** | **652.2 billion** |
| | | **Total:For All Banks, S & L's and Saving Banks** | **2.855 trillion** | **2.568 trillion** |
| | | **% share:** | **23.38%** | **25.55%** |

# ranks the Top

# *Deposit Taking*

# Institutions

## Top 25 Banks in Individual Retirement Accounts

| IRA Rank 1984 | IRA Rank 1983 | | $ Amount in IRA Accounts 12/31/84 | $ Amount in IRA Accounts 12/31/83 | % of Deposits 1984 | % of Deposits 1983 | Deposit Rank 1984 | Deposit Rank 1983 |
|---|---|---|---|---|---|---|---|---|
| 1 | 1 | Bank of America NT&SA | 1,606,000,000 | 1,101,973,000 | 1.82 | 1.22 | 1 | 1 |
| 2 | 3 | Citibank NA, New York | 823,000,000 | 487,000,000 | 1.03 | 0.62 | 2 | 2 |
| 3 | 2 | Wells Fargo Bank NA, San Francisco | 808,089,000 | 549,928,000 | 3.98 | 2.68 | 10 | 11 |
| 4 | 4 | First National Bank, Chicago | 635,148,000 | 451,674,000 | 2.45 | 1.62 | 9 | 8 |
| 5 | 5 | Security Pacific National Bank | 482,463,000 | 310,204,000 | 1.56 | 1.12 | 7 | 9 |
| 6 | 10 | Manufacturers Hanover Trust Co. | 375,938,000 | 185,438,000 | 0.83 | 0.44 | 4 | 4 |
| 7 | 8 | Chemical Bank, New York | 342,362,000 | 213,781,000 | 0.98 | 0.64 | 6 | 6 |
| 8 | 23 | Chase Manhattan Bank NA, New York. | 329,987,000 | 114,178,000 | 0.56 | 0.19 | 3 | 3 |
| 9 | 7 | Marine Midland Bank NA, Buffalo, N.Y. | 328,282,000 | 217,039,000 | 2.06 | 1.32 | 12 | 13 |
| 10 | 6 | Crocker National Bank | 317,841,000 | 231,053,000 | 1.76 | 1.21 | 11 | 12 |
| 11 | 9 | NCNB National Bank of North Carolina | 295,888,000 | 196,043,000 | 4.06 | 2.97 | 24 | 24 |
| 12 | 12 | Sovran Bank NA, Richmond | 255,905,000 | 178,958,000 | 4.10 | 3.21 | 30 | 32 |
| 13 | 11 | Wachovia B&T Co., Winston-Salem | 251,185,000 | 181,839,000 | 3.87 | 3.12 | 28 | 30 |
| 14 | 14 | Comerica Bank-Detroit | 243,305,000 | 150,675,000 | 3.41 | 0.00 | 44 | 42 |
| 15 | 15 | National Bank of Detroit | 230,654,000 | 145,522,000 | 2.85 | 1.91 | 21 | 21 |
| 16 | 16 | Connecticut National Bank | 221,044,000 | 143,398,000 | 4.61 | 4.12 | 45 | 60 |
| 17 | 24 | United Virginia Bank, Richmond | 194,903,000 | 112,815,000 | 4.36 | 2.71 | 52 | 46 |
| 18 | 22 | Bank of New York | 194,098,000 | 116,895,000 | 1.85 | 1.22 | 18 | 18 |
| 19 | 17 | United States National Bank, Portland | 176,971,000 | 127,105,000 | 3.65 | 2.89 | 44 | 43 |
| 20 | 19 | AmeriTrust Co. NA, Cleveland | 175,171,000 | 124,584,000 | 3.61 | 2.73 | 43 | 38 |
| 21 | 25 | Valley National Bank, Phoenix | 170,604,000 | 111,125,000 | 2.30 | 1.69 | 23 | 25 |
| 22 | 21 | Maryland National Bank, Baltimore | 165,013,000 | 119,389,000 | 3.95 | 3.53 | 61 | 62 |
| 23 | 13 | BancOhio National Bank, Columbus | 164,013,000 | 173,487,000 | 4.70 | 3.64 | 66 | 34 |
| 24 | .. | First Union Nattional Bank, Charlotte | 162,282,000 | 104,458,000 | 3.74 | 2.33 | 57 | 40 |
| 25 | 18 | Harris Trust & Savings Bank, Chicago | 158,418,000 | 126,691,000 | 2.68 | 0.00 | 37 | 35 |
| | | **Total:Top 25** | **9,109,584,000** | | | | | |
| | | **Total:For Banks** | **37,100,000,000** | | | | | |
| | | **% share** | **24.55%** | | | | | |
| | | **Total:For all institutions** | **132,000,000,000** | | | | | |
| | | **% share:** | **6.90%** | | | | | |

## Top 25 Thrifts in Individual Retirement Accounts

| IRA Rank 1984 | IRA Rank 1983 | | $ Amount in IRA Accounts 12/31/84 | $ Amount in IRA Accounts 12/31/83 | % of Deposits 1984 | % of Deposits 1983 | Deposit Rank 1984 | Deposit Rank 1983 |
|---|---|---|---|---|---|---|---|---|
| 1 | .. | Home Savings of America FA | 917,261,000 | N.A. | 4.93 | .... | 2 | 2 |
| 2 | .. | Great Western Savings, FS & LA | 825,887,202 | N.A. | 4.95 | .... | 3 | 3 |
| 3 | 6 | Goldome FSB, Buffalo, N.Y. | 688,742,000 | N.A. | 7.03 | .... | 6 | 6 |
| 4 | 1 | Bowery Savings Bank, New York | 682,423,000 | 595,340,000 | 13.35 | 11.70 | 18 | 15 |
| 5 | 2 | PSFS, Philadelphia | 659,089,000 | 532,607,000 | 6.01 | 5.33 | 5 | 5 |
| 6 | .. | Dime Savings Bank of New York FSB | 551,944,186 | N.A. | 8.68 | .... | 13 | 9 |
| 7 | 7 | American S & L Assn., Stockton, Calif. | 489,578,000 | 269,411,000 | 2.41 | 1.48 | 1 | 1 |
| 8 | .. | California Fed. S&L Assn., Los Angeles | 461,767,000 | N.A. | 3.23 | .... | 4 | 4 |
| 9 | 4 | World Savings, FS&LA, Oakland, Calif. | 453,677,000 | 340,654,029 | 6.08 | 5.91 | 8 | 12 |
| 10 | 10 | City Federal S&L Assn., Elizabeth, N.J. | 434,637,000 | 243,394 ,000 | 7.05 | 4.96 | 14 | 17 |
| 11 | 5 | Dollar-Dry Dock SB, Bronx, N.Y. | 370,801,000 | 331,027,000 | 8.20 | 6.99 | 23 | 18 |
| 12 | .. | Glendale Fed. S & L Assn., Calif. | 357,322,000 | 85,190,000 | 4.01 | 1.13 | 7 | 7 |
| 13 | .. | Citicorp Savings of Ill., FS & LA | 333,854,227 | .... | .9.38 | .... | 27 | 27 |
| 14 | 13 | Sears Savings Bank, Glendale, Calif. | 316,086,000 | 188,901,000 | 6.56 | 4.97 | 20 | 23 |
| 15 | .. | Talman Home Fed S&L Assn., Chicago | 314,872,000 | 128,585,000 | 5.89 | 2.54 | 17 | 16 |
| 16 | 9 | Home Fed. S & L Assn., of San Diego | 307,206,000 | 248,631,998 | 4.60 | 4.88 | 10 | 14 |
| 17 | .. | Anchor SB, FSB, Northport, N.Y. | 301,566,000 | N.A. | 5.15 | .... | 16 | 13 |
| 18 | 8 | Emigrant Savings Bank, N.Y. | 299,968,000 | 252,603,000 | 9.99 | 8.82 | 39 | 37 |
| 19 | 12 | Manhattan Savings Bank, N.Y. | 272,672,829 | 213,009,955 | 10.56 | 8.46 | 46 | 43 |
| 20 | 23 | Peoples' Bank-Bridgeport, Conn. | 267,853,000 | 147,366,873 | 7.78 | 4.64 | 29 | 29 |
| 21 | 15 | Community Fed S&L Assn., St. Louis | 260,689,000 | 184,814,115 | 8.24 | 6.23 | 33 | 32 |
| 22 | 17 | Gibraltar Savings, Beverly Hills, Calif. | 258,446,922 | 184,333,000 | 4.05 | 4.99 | 12 | 24 |
| 23 | 18 | Benjamin Franklin FS&LA, Portland | 256,428,911 | 183,441,533 | 10.93 | 8.36 | 54 | 48 |
| 24 | 16 | Howard Savings Bank, Newark, N.J. | 247,166,000 | 184,364,000 | 7.80 | 6.05 | 32 | 31 |
| 25 | .. | Imperial Savings Assn., San Diego | 243,716,811 | N.A. | 4.78 | .... | 19 | 22 |
| | | **Total:Top 25** | **10,573,654,088** | | | | | |
| | | **Total:For Thrifts** | **41,200,000,000** | | | | | |
| | | **% share** | **25.68%** | | | | | |
| | | **Total:For all institutions** | **132,000,000,000** | | | | | |
| | | **% share:** | **8.01%** | | | | | |

# Top Deposit Takers Among Commercial Banks*
## In Selected Deposit Categories as of December 31, 1984
## (Net Income for 1984 Included)

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 | 1984 Net Income | NOW Accounts | MMDAs | Super NOWs | IRAs |
|---|---|---|---|---|---|---|---|
| **ALABAMA** | | | | | | | |
| 73 | AmSouth Bank NA, Birmingham | 3,211,360,000 | 40,227,000 | 89,165,000 | 344,366,000 | 150,526,000 | 78,311,000 |
| 123 | Central Bank of the South, Birmingham | 1,983,093,000 | 23,743,000 | 84,860,000 | 295,113,000 | 20,984,000 | 76,998,000 |
| 183 | SouthTrust Bank of Alabama NA, Birmingham | 1,353,789,000 | 18,066,000 | 37,865,000 | 130,397,000 | 4,608,000 | 31,529,000 |
| **ALASKA** | | | | | | | |
| 276 | National Bank of Alaska, Anchorage | 839,162,000 | 18,409,000 | 0 | 197,693,000 | 59,980,000 | 20,328,000 |
| **ARIZONA** | | | | | | | |
| 23 | Valley National Bank, Phoenix | 7,415,759,000 | 59,463,000 | 307,415,000 | 1,843,484,000 | 33,748,000 | 170,604,000 |
| 47 | First Interstate Bank of Arizona NA, Phoenix | 4,706,313,000 | 60,506,000 | 50,526,000 | 1,046,557,000 | 182,425,000 | 89,896,000 |
| 85 | Arizona Bank, Phoenix | 2,817,568,000 | 22,403,000 | 98,306,000 | 737,573,000 | 87,682,000 | 32,530,000 |
| 168 | United Bank of Arizona, Phoenix | 1,432,263,000 | 13,614,000 | 9,298,000 | 376,899,000 | 6,524,000 | 24,153,000 |
| **ARKANSAS** | | | | | | | |
| 298 | Worthen Bank & Trust Co. NA, Little Rock | 760,248,000 | 4,680,018 | 32,486,651 | 135,295,218 | 40,544,250 | 20,033,471 |
| **CALIFORNIA** | | | | | | | |
| 1 | Bank of America NT&SA, San Francisco | 88,167,000,000 | 383,000,000 | N.A. | 13,547,000,000 | 1,015,000,000 | 1,606,000,000 |
| 7 | Security Pacific National Bank, Los Angeles | 30,902,297,000 | 259,318,000 | 87,000,000 | 3,996,464,000 | 619,907,000 | 482,463,000 |
| 10 | Wells Fargo Bank NA, San Francisco | 20,308,269,000 | 156,762,000 | 1,439,662,000 | 4,987,799,000 | 298,579,000 | 808,089,000 |
| 11 | Crocker National Bank, San Francisco | 18,088,638,000 | (348,739,000) | 642,796,000 | 2,101,891,000 | 102,851,000 | 317,841,000 |
| 14 | First Interstate Bank of California, Los Angeles | 15,472,833,000 | 125,124,000 | 505,548,000 | 2,349,604,000 | 283,665,000 | 156,011,000 |
| 32 | Union Bank, Los Angeles | 5,943,808,000 | 44,404,000 | 121,855,000 | 902,455,000 | 27,473,000 | 34,311,000 |
| 53 | California First Bank, San Francisco | 4,433,770,000 | 21,409,000 | 158,423,000 | 681,481,000 | 47,563,000 | 107,375,000 |
| 95 | Sumitomo Bank of California, San Francisco | 2,471,148,551 | 10,685,000 | 49,863,000 | 355,654,000 | 59,569,000 | 45,060,000 |
| 99 | Bank of California NA, San Francisco | 2,387,259,000 | N.A. | N.A. | 463,605,000 | 6,377,000 | 12,955,000 |
| 100 | Lloyds Bank California, Los Angeles | 2,355,561,000 | 10,539,000 | 79,200,000 | 473,684,000 | 7,205,000 | 41,769,000 |
| 135 | City National Bank, Beverly Hills | 1,804,839,000 | 19,888,000 | 57,592,000 | 617,177,000 | 65,720,000 | 23,507,000 |
| 159 | Mitsui Manufacturers Bank, Los Angeles | 1,564,221,000 | 6,213,000 | 22,832,000 | 334,217,000 | 21,966,000 | 10,485,000 |
| 191 | Imperial Bank, Los Angeles | 1,257,180,000 | 912,000 | 17,933,000 | 161,384,000 | 12,698,000 | 1,652,000 |
| 196 | Golden State Sanwa Bank, San Francisco | 1,230,112,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 217 | Central Bank, San Francisco | 1,061,929,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 220 | Bank of the West, San Francisco | 1,049,857,200 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 268 | San Diego Trust & Savings Bank | 874,763,000 | 6,153,000 | N.A. | 225,558,000 | 13,697,000 | 42,561,000 |
| 279 | Westamerica Bank NA, San Rafael | 834,411,940 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 281 | Mitsubishi Bank of California, Los Angeles | 833,251,914 | 3,255,250 | 16,219,289 | 93,502,528 | 14,918,817 | 7,581,624 |
| 294 | Hibernia Bank, San Francisco | 781,883,229 | 5,709,000 | 48,110,000 | 165,035,000 | 14,975,000 | 12,151,000 |
| 297 | Barclays Bank of California, San Francisco | 774,118,000 | 6,194,000 | 4,708,000 | 224,974,000 | 2,967,000 | 32,648,000 |
| **COLORADO** | | | | | | | |
| 130 | United Bank of Denver NA | 1,854,141,000 | 17,773,000 | 54,904,000 | 151,130,000 | 22,383,000 | 18,778,000 |
| 149 | First Interstate Bank of Denver NA | 1,655,474,576 | 1,336,000 | 54,476,000 | 257,640,000 | 16,013,000 | 13,857,000 |
| 219 | Colorado National Bank, Denver | 1,050,479,000 | 11,979,000 | 0 | 86,062,000 | 63,400,000 | 24,669,000 |
| 240 | Central Bank of Denver | 976,206,000 | 11,692,000 | 26,346,000 | 125,943,000 | 7,041,000 | 72,127,000 |
| **CONNECTICUT** | | | | | | | |
| 42 | Connecticut Bank & Trust Co. NA, Hartford | 4,910,866,000 | 51,122,000 | 207,779,000 | 801,437,000 | 80,842,000 | 120,024,000 |
| 45 | Connecticut National Bank, Hartford | 4,795,921,000 | N.A. | 267,583,000 | 795,807,000 | 10,771,000 | 221,044,000 |
| 153 | Union Trust Co., Stamford | 1,621,973,000 | 17,067,000 | 88,727,000 | 503,001,000 | 11,127,000 | 87,685,000 |
| 190 | Colonial Bank, Waterbury | 1,284,707,000 | 10,962,000 | 68,966,000 | 225,385,000 | 77,152,000 | 42,226,000 |
| 193 | Citytrust, Bridgeport | 1,255,539,000 | 14,204,000 | 57,725,000 | 307,389,000 | 5,729,000 | 43,995,000 |
| **DELAWARE** | | | | | | | |
| 156 | Wilmington Trust Co. | 1,594,173,000 | 21,505,000 | 55,752,000 | 263,817,000 | 34,661,000 | 56,786,000 |
| 194 | Morgan Bank (Delaware), Wilmington | 1,245,258,000 | 27,530,000 | 0 | 0 | 0 | 0 |
| 203 | Chemical Bank (Delaware), Wilmington | 1,156,965,000 | 22,631,000 | 0 | 0 | 0 | 0 |
| 207 | Manufacturers Hanover Bank (Delaware), Wilmington | 1,138,825,000 | 20,673,000 | 0 | 89,092,000 | 0 | 0 |
| 238 | Bank of Delaware, Wilmington | 980,384,000 | 10,533,000 | 37,404,000 | 216,590,000 | 16,023,000 | 45,215,000 |
| **DISCTRICT OF COLUMBIA** | | | | | | | |
| 60 | Riggs National Bank, Washington, D.C. | 4,173,672,000 | 26,891,000 | 146,576,000 | 866,025,000 | 13,219,000 | 33,283,000 |
| 70 | American Security Bank NA, Washington, D.C. | 3,223,915,000 | 2,895,000 | 141,154,000 | 302,690,000 | 11,199,000 | 11,300,000 |
| 221 | National Bank of Washington, D.C. | 1,048,171,000 | 8,322,000 | 60,832,000 | 165,125,000 | 8,458,000 | 16,722,000 |
| 260 | First American Bank NA, Washington, D.C. | 892,886,000 | 7,315,000 | 59,605,000 | 197,925,000 | 26,151,000 | 10,935,000 |
| **FLORIDA** | | | | | | | |
| 22 | Southeast Bank NA, Miami | 7,589,312,000 | 58,080,000 | 506,021,000 | 1,592,361,000 | 131,900,000 | 82,124,000 |
| 56 | Florida National Bank, Jacksonville | 4,363,475,000 | 44,207,000 | 242,030,000 | 1,298,837,000 | 78,431,000 | 82,404,000 |
| 63 | NCNB National Bank of Florida, Tampa | 3,848,812,000 | 30,588,000 | 213,484,000 | 947,078,000 | 179,899,000 | 47,619,000 |
| 81R | Atlantic National Bank of Florida, Jacksonville | 2,934,299,000 | 31,728,000 | 192,563,000 | 906,203,000 | 86,803,000 | 68,876,000 |
| 86 | Barnett Bank of South Florida NA, Miami | 2,758,524,000 | 24,973,000 | 159,602,000 | 797,205,000 | 68,643,000 | 39,844,000 |
| 112 | Sun Bank NA, Orlando | 2,183,899,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 132 | First National Bank of Florida, Tampa | 1,853,471,000 | 35,509,000 | 126,448,000 | 399,276,000 | 10,908,000 | 24,293,000 |
| 216 | Barnett Bank of Central Florida NA, Winter Park | 1,071,801,000 | 14,479,000 | 59,288,000 | 68,390,000 | 9,102,000 | 26,597,000 |
| 251 | Barnett Bank of Palm Beach Cty., Delray Beach | 932,295,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 252 | Barnett Bank of Jacksonville NA | 931,186,000 | 15,710,000 | 58,674,000 | 236,552,000 | 14,078,000 | 17,521,000 |
| 263 | Pan American Bank NA, Miami | 884,877,000 | 9,096,000 | 46,554,000 | 181,329,000 | 6,997,000 | 4,480,000 |
| 270 | Sun Bank/South Florida NA, Fort Lauderdale | 862,506,000 | 8,830,000 | 117,736,000 | 239,791,000 | 150,000 | 14,989,000 |
| 292 | First American Bank & Trust, North Palm Beach | 790,408,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 296 | Flagship National Bank, Miami | 778,390,000 | 10,672,000 | 71,005,000 | 215,788,000 | 10,936,000 | 4,335,000 |
| **GEORGIA** | | | | | | | |
| 38 | Citizens & Southern National Bank, Atlanta | 5,333,788,000 | 60,728,000 | 271,273,000 | 945,401,000 | 817,000 | 145,118,000 |
| 50 | First National Bank, Atlanta | 4,518,912,000 | 50,458,000 | 130,861,000 | 711,709,000 | 0 | 91,591,000 |
| 92 | Trust Company Bank, Atlanta | 2,585,533,000 | 52,728,000 | 100,957,000 | 491,715,000 | 2,081,000 | 67,067,000 |
| 63 | Bank South NA, Atlanta | 1,494,319,000 | 17,675,000 | 92,580,000 | 238,239,000 | 16,642,000 | 36,759,000 |
| 234 | National Bank of Georgia, Atlanta | 995,370,000 | 10,363,000 | 43,035,000 | 225,601,000 | 8,012,000 | 23,203,000 |
| **HAWAII** | | | | | | | |
| 68 | Bank of Hawaii, Honolulu | 3,324,003,000 | 31,886,000 | 126,299,000 | 323,307,000 | 174,461,000 | 105,246,000 |
| 111 | First Hawaiian Bank, Honolulu | 2,205,419,000 | 23,088,000 | 68,970,000 | 308,939,000 | 142,749,000 | 65,016,000 |
| **IDAHO** | | | | | | | |
| 116 | Idaho First National Bank, Boise | 2,107,495,000 | 23,448,000 | 80,572,000 | 467,693,000 | 115,113,000 | 61,272,000 |
| 164 | First Security Bank of Idaho NA, Boise | 1,482,550,000 | 9,637,000 | 109,558,000 | 227,978,000 | 23,660,000 | 60,337,000 |

*—A breakdown of deposit accounts for the top 300 banks in deposits on 12/31/84.

NOW accounts— Negotiable Order of Withdawal accounts, excluding Super NOWs. MMDA's— Money Market Deposit Accounts introduced in December 1982. Super NOWs— NOW accounts introduced in January 1983. IRAs—Individual Retirement Accounts, plus Keough Plan Accounts. R—Total deposit rank has been revised since publication of Top 300 Banks on March 15. N.A.—Not available.

# Top Deposit Takers Among Commercial Banks*

## In Selected Deposit Categories as of December 31, 1984

## (Net Income for 1984 Included)

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 | 1984 Net Income | NOW Accounts | MMDAs | Super NOWs | IRAs |
|---|---|---|---|---|---|---|---|
| | **ILLINOIS** | | | | | | |
| 9 | First National Bank, Chicago | 25,404,344,000 | N.A. | N.A. | 1,093,707,000 | 132,746,000 | 635,148,000 |
| 13 | Continental Illinois Nat'l Bank & Trust Co., Chicago | 15,598,568,000 | (959,731,000) | 5,472,000 | 932,637,000 | 4,829,000 | 96,444,000 |
| 37 | Harris Trust & Savings Bank, Chicago | 5,465,559,000 | 38,049,000 | 110,209,000 | 461,686,000 | 8,632,000 | 158,418,000 |
| 54 | Northern Trust Co., Chicago | 4,399,824,000 | 19,630,000 | 113,107,000 | 485,555,000 | 25,834,000 | 56,679,000 |
| 90 | American National Bank & Trust Co., Chicago | 2,626,030,000 | 32,484,000 | 51,566,000 | 326,013,000 | 5,771,000 | 35,527,000 |
| 218 | Exchange National Bank, Chicago | 1,055,219,000 | 7,997,000 | 20,603,000 | 155,328,000 | 8,963,000 | 37,787,000 |
| 235 | LaSalle National Bank, Chicago | 995,340,000 | 7,073,000 | 42,560,000 | 130,325,000 | 1,094,000 | 29,297,000 |
| | **INDIANA** | | | | | | |
| 93 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | 2,521,109,000 | 22,069,000 | N.A. | 379,855,000 | 175,454,000 | 46,042,000 |
| 96 | Indiana National Bank, Indianapolis | 2,458,290,000 | 30,723,000 | 0 | 356,308,000 | 187,564,000 | 61,742,000 |
| 155 | Merchants National Bank & Trust Co., Indianapolis | 1,598,136,000 | 11,842,000 | 57,833,000 | 126,324,000 | 119,419,000 | 83,774,000 |
| 300 | Summit Bank, Fort Wayne | 757,441,025 | 7,378,000 | 19,818,000 | 62,455,000 | 3,158,000 | 28,421,000 |
| | **IOWA** | | | | | | |
| 226 | Norwest Bank Des Moines NA, Des Moines | 1,025,230,000 | 10,091,000 | 22,501,000 | 76,317,000 | 30,666,000 | 30,539,000 |
| | **KANSAS** | | | | | | |
| 228 | Fourth National Bank & Trust Co., Wichita | 1,023,669,000 | 14,849,000 | 18,493,000 | 176,709,000 | 34,141,000 | 39,947,000 |
| | **KENTUCKY** | | | | | | |
| 94 | First National Bank, Louisville | 2,488,941,000 | 24,560,000 | 94,951,000 | 271,069,000 | 16,720,000 | 89,205,000 |
| 107 | Citizens Fidelity Bank & Trust Co., Louisville | 2,251,352,000 | 34,026,000 | 53,682,000 | 204,615,000 | 35,874,000 | 78,942,000 |
| 195 | Liberty National Bank & Trust Co., Louisville | 1,242,445,000 | 14,084,000 | 77,941,000 | 177,869,000 | 34,818,000 | 46,796,000 |
| | **LOUSIANA** | | | | | | |
| 146 | Whitney National Bank, New Orleans | 1,724,486,000 | 33,436,000 | 85,336,000 | 26,719,000 | 0 | 9,606,000 |
| 167 | First National Bank of Commerce, New Orleans | 1,464,613,000 | N.A. | N.A. | N.A. | N.A. | N.A |
| 179 | Hibernia National Bank, New Orleans | 1,373,112,000 | 17,587,000 | 45,809,000 | 333,918,000 | 688,000 | 15,627,000 |
| 232 | Louisiana National Bank, Baton Rouge | 1,009,818,000 | 13,906,000 | 24,215,000 | 229,441,000 | 1,681,000 | 47,181,000 |
| 239 | Commercial National Bank, Shreveport | 976,496,874 | 9,227,000 | 30,485,000 | 150,132,000 | 13,365,000 | 24,192,000 |
| 255 | First National Bank, Shreveport | 910,646,000 | 11,228,000 | 40,086,000 | 114,687,000 | 14,018,000 | 29.160,000 |
| 299 | Guaranty Bank & Trust Co., Lafayette | 758,966,000 | 3,132,000 | 36,859,000 | 95,018,000 | 10,574,000 | 26,415,000 |
| | **MARYLAND** | | | | | | |
| 61 | Maryland National Bank, Baltimore | 4,173,161,000 | 31,257,000 | 171,173,000 | 605,412,000 | 26,076,000 | 165,013,000 |
| 82R | First National Bank of Maryland, Baltimore | 2,915,343,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 102 | Equitable Bank NA, Baltimore | 2,321,597,000 | 10,131,000 | 56,267,000 | 438,874,000 | 2,439,000 | 93,499,000 |
| 115 | Suburban Bank, Bethesda | 2,109,866,000 | 25,388,000 | 145,289,000 | 185,641,000 | 7,760,000 | 88,785,000 |
| 172 | Union Trust Co., Baltimore | 1,406,865,000 | 14,913,000 | 53,440,000 | 206,519,000 | 16,708,000 | 62,666,000 |
| 186 | Bank of Baltimore | 1,304,086,000 | 8,441,000 | 50,289,000 | 244,322,000 | 0 | 54,362,000 |
| 253 | Citizens Bank & Trust Co., Riverdale | 925,833,482 | 19,889,000 | 25,328,000 | 168,556,000 | 1,708,000 | 20,476,000 |
| | **MASSACHUSETTS** | | | | | | |
| 16 | First National Bank, Boston | 13,069,033,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 64 | Bank of New England NA, Boston | 3,747,904,000 | 26,787,000 | 49,961,000 | 631,375,000 | 26,486,00 | 27,739,000 |
| 72 | State Street Bank & Trust Co., Boston | 3,211,530,000 | 43,650,000 | 46,523,000 | 298,971,000 | 3,932,000 | 5,892,000 |
| 101 | Shawmut Bank of Boston NA | 2,333,317,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 138 | BayBank Middlesex, Burlington | 1,774,125,466 | 15,450,545 | 150,290,273 | 464,760,505 | 21,504,911 | 57,304,950 |
| 150 | Boston Safe Deposit & Trust Co. | 1,655,459,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 271 | BayBank Norfolk County Trust Co., Dedham | 852,699,000 | 9,902,000 | 70,946,000 | 240,640,000 | 12,577,000 | 31,840,000 |
| 272 | Arlington Trust Co., Lawrence | 850,167,000 | 8,912,000 | 66,838,000 | 203,231,000 | 2,230,000 | 45,462,000 |
| 282 | Shawmut Worcester County Bank NA, Worcester | 824,125,000 | 6,442,000 | 69,545,000 | 179,590,000 | 26,343,000 | 25,718,000 |
| | **MICHIGAN** | | | | | | |
| 21 | National Bank of Detroit | 8,091,530,000 | 90,326,000 | 159,440,000 | 922,876,000 | 97,935,000 | 230,654,000 |
| 35 | Comerica Bank-Detroit | 5,512,253,876 | 60,620,000 | 155,222,000 | 939,865,000 | 28,912,000 | 243,305,000 |
| 51 | Manufacturers National Bank, Detroit | 4,502,343,000 | 37,613,000 | 0 | 547,863,000 | 141,435,000 | 127,448,000 |
| 125 | Old Kent Bank & Trust Co., Grand Rapids | 1,923,828,000 | 23,219,000 | 35,366,000 | 210,721,000 | 28,050,000 | 64,010,000 |
| 170 | Michigan National Bank, Detroit | 1,420,644,000 | 9,756,000 | 19,084,000 | 190,971,000 | 21,095,000 | 61,516,000 |
| 177 | Michigan National Bank, Lansing | 1,382,470,000 | 15,302,000 | 33,692,000 | 161,732,000 | 30,282,000 | 47,656,000 |
| 244 | Citizens Commercial & Savings Bank, Flint | 965,918,932 | 10,463,000 | 43,437,000 | 58,496,000 | 5,013,000 | 34,632,000 |
| 277 | Security Bank & Trust Co., Southgate | 839,072,000 | 8,072,000 | 1,937,000 | 47,373,000 | 45,436,000 | 44,529,000 |
| 283 | First of America Bank-Detroit NA | 820,791,000 | 10,645,000 | 11,043,000 | 134,079,000 | 22,685,000 | 25,185,000 |
| 288 | Genesee Merchants Bank & Trust Co., Flint | 803,085,007 | 9,257,000 | 31,466,000 | 80,265,000 | 218,000 | 23,670,000 |
| | **MINNESOTA** | | | | | | |
| 48 | First National Bank, Minneapolis | 4,683,775,000 | 65,679,000 | 78,944,000 | 116,274,000 | 26,152,000 | 45,854,000 |
| 49 | Norwest Bank Minneapolis NA | 4,546,009,000 | 15,664,000 | 64,088,000 | 244,522,000 | 68,249,000 | 48,668,000 |
| 79 | First National Bank, St. Paul | 3,003,766,000 | 24,122,000 | 60,794,000 | 89,915,000 | 19,032,000 | 110,160,000 |
| 237 | F & M Marquette National Bank, Minneapolis | 983,234,000 | 6,289,000 | 29,490,000 | 81,333,000 | 9,194,000 | 45,594,000 |
| | **MISSISSIPPI** | | | | | | |
| 124 | Deposit Guaranty National Bank, Jackson | 1,942,220,000 | 18,328,000 | 80,108,000 | 296,741,000 | 25,940,000 | 66,996,000 |
| 161 | First National Bank, Jackson | 1,504,179,210 | 16,078,000 | 67,108,479 | 298,309,000 | 17,533,000 | 44,092,000 |
| 291 | Grenada Bank, Grenada | 793,512,930 | 6,852,000 | N.A. | 130,805,000 | 6,316,000 | 23,934,000 |
| | **MISSOURI** | | | | | | |
| 91 | Mercantile Trust Co. NA, St. Louis | 2,620,595,000 | 27,528,000 | 50,835,000 | 156,882,000 | 29,333,000 | 24,948,000 |
| 109 | Centerre Bank NA, St. Louis | 2,241,122,000 | 5,302,000 | 37,986,000 | 66,971,000 | 55,892,000 | 14,543,000 |
| 224 | Commerce Bank of Kansas City NA, Kansas City | 1,037,509,000 | 15,469,000 | 31,020,000 | 89,367,000 | 38,571,000 | 8,805,000 |
| 225 | United Missouri Bank of Kansas City NA, Kansas City | 1,033,932,000 | 19,440,000 | 19,479,000 | 66,032,000 | 4,403,000 | 10,075,000 |
| 250 | First National Bank, Kansas City | 933,567,000 | 4,586,000 | 23,848,000 | 132,068,000 | 11,901,000 | 16,592,000 |
| 274 | Boatmen's National Bank, St. Louis | 847,446,000 | 11,181,000 | 13,154,000 | 34,043,000 | 6,673,000 | 5,632,000 |
| | **NEBRASKA** | | | | | | |
| 267 | Omaha National Bank, Omaha | 875,387,000 | 10,080,000 | N.A. | 93,495,000 | 8,231,000 | 35,462,000 |
| | **NEVADA** | | | | | | |
| 113 | First Interstate Bank of Nevada NA, Reno | 2,163,122,000 | 32,641,000 | 10,212,824 | 328,409,000 | 22,758,000 | 52,926,000 |
| 245 | Valley Bank of Nevada, Las Vegas | 957,990,353 | 4,891,000 | 1,073,000 | 128,831,000 | 15,801,000 | 19,661,000 |
| | **NEW JERSEY** | | | | | | |
| 34 | First Fidelity Bank NA, Newark | 5,735,478,000 | 53,441,000 | 246,720,000 | 844,766,000 | 51,342,000 | 135,332,000 |
| 98 | Midlantic National Bank, Newark | 2,441,843,000 | 28,385,000 | 90,991,000 | 275,768,000 | 3,775,000 | 51,598,000 |
| 119 | United Jersey Bank, Hackensack | 2,063,762,000 | 20,770,000 | 76,643,000 | 538,385,000 | 8,938,000 | 112,181,000 |
| 131 | Midlantic National Bank/North, West Paterson | 1,853,806,000 | 19,734,00 | 69,220,000 | 384,271,000 | 15,422,000 | 68,695,000 |
| 140 | Heritage Bank NA, Jamesburg | 1,759,301,000 | 17,956,000 | 85,862,000 | 229,713,000 | 24,683,000 | 42,852,000 |
| 160 | New Jersey National Bank, Trenton | 1,538,233,000 | 15,786,000 | 55,634,000 | 403,537,000 | 21,125,000 | 43,138,000 |
| 173 | National Community Bank, Rutherford | 1,403,969,938 | 17,205,505 | 77,932,350 | 202,921,424 | 27,293,396 | 43,902,360 |
| 197 | First Jersey National Bank, Jersey City | 1,226,475,000 | 16,148,000 | 30,909,000 | 179,535,000 | 2,036,000 | 30,792,000 |

*—A breakdown of deposit accounts for the top 300 banks in deposits on 12/31/84.

NOW accounts— Negotiable Order of Withdawal accounts, excluding Super NOWs. MMDA's— Money Market Deposit Accounts introduced in December 1982. Super NOWs—NOW accounts introduced in January 1983. IRAs—Individual Retirement Accounts, plus Keough Plan Accounts. R—Total deposit rank has been revised since publication of Top 300 Banks on March 15. N.A.—Not available.

# Top Deposit Takers Among Commercial Banks*

## In Selected Deposit Categories as of December 31, 1984

## (Net Income for 1984 Included)

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 | 1984 Net Income | NOW Accounts | MMDAs | Super NOWs | IRAs |
|---|---|---|---|---|---|---|---|
| | **NEW JERSEY (Cont'd)** | | | | | | |
| 201 | Horizon Bank NA, Morristown | 1,160,748,252 | 13,403,000 | 97,903,000 | 229,542,000 | 0 | 39,585,000 |
| 202 | Citizens First National Bank, Ridgewood | 1,158,897,000 | 13,325,000 | N.A. | 279,652,000 | 96,287,000 | 91,926,000 |
| 204 | First Fidelity Bank NA/North Jersey, Totowa | 1,156,571,000 | 17,030,000 | 77,118,000 | 181,734,000 | 6,997,000 | 54,638,000 |
| 205 | National State Bank, Elizabeth | 1,154,492,000 | 11,393,000 | 58,276,000 | 190,123,000 | 39,535,000 | 19,315,000 |
| 214 | First Fidelity Bank NA-South Jersey, Burlington Twp. | 1,076,489,000 | 7,398,000 | 42,125,000 | 187,276,000 | 41,696,000 | 25,837,000 |
| 241 | Valley National Bank, Passaic | 971,851,628 | 16,215,000 | 29,606,000 | 284,843,000 | 3,621,000 | 23,971,000 |
| 243 | First National Bank, Toms River | 967,123,000 | 9,021,000 | 7,841,000 | 184,963,000 | 2,318,000 | 13,227,000 |
| 254 | Trust Company of New Jersey, Jersey City | 919,502,000 | 5,650,000 | 10,061,000 | 95,174,000 | 4,002,000 | 64,395,000 |
| 269 | Princeton Bank, Princeton | 873,828,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **NEW MEXICO** | | | | | | |
| 208 | Sunwest Bank of Albuquerque NA | 1,138,387,029 | 15,120,000 | N.A. | 202,664,000 | 138,656,000 | 49,307,000 |
| | **NEW YORK** | | | | | | |
| 2 | Citibank NA, New York | 79,551,000,000 | 777,000,000 | 859,000,000 | 7,026,000,000 | 80,000,000 | 823,000,000 |
| 3 | Chase Manhattan Bank NA, New York | 59,399,689,000 | 383,493,000 | 525,037,000 | 5,208,197,000 | 22,169,000 | 329,987,000 |
| 4 | Manufacturers Hanover Trust Co., New York | 45,200,916,000 | 272,834,000 | 395,051,000 | 3,256,381,000 | 90,223,000 | 376,938,000 |
| 5 | Morgan Guaranty Trust Co., New York | 39,995,564,000 | 491,708,000 | 0 | 141,037,000 | 0 | 0 |
| 6 | Chemical Bank, New York | 35,068,135,000 | 286,801,000 | 524,059,000 | 5,898,784,000 | 114,015,000 | 342,362,000 |
| 8 | Bankers Trust Co., New York | 27,882,815,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 12 | Marine Midland Bank NA, Buffalo | 15,924,063,000 | 72,589,000 | 490,366,000 | 1,824,173,000 | 198,282,000 | 328,282,000 |
| 17 | Irving Trust Co., New York | 11,145,035,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 18 | Bank of New York | 10,500,888,000 | 99,973,000 | 305,446,000 | 1,774,564,000 | 47,476,000 | 194,098,000 |
| 20 | Republic National Bank, New York | 8,274,088,000 | 118,590,000 | 55,462,000 | 541,426,000 | 3,747,000 | 59,924,000 |
| 26 | National Westminster Bank USA, New York | 7,019,218,000 | 40,062,000 | 206,712,000 | 1,068,200,000 | 22,587,000 | 141,849,000 |
| 33 | European American Bank, New York | 5,828,050,000 | (124,323,000) | 40,510,000 | 813,336,000 | 26,396,000 | 111,787,000 |
| 55 | Bank of Tokyo Trust Co., New York | 4,370,787,220 | 21,963,000 | 32,419,000 | 29,335,000 | 18,448,000 | 0 |
| 67 | Israel Discount Bank, New York | 3,408,500,000 | 16,003,000 | 70,113,000 | 331,602,000 | 9,972,000 | 2,742,000 |
| 69 | Chase Lincoln First Bank NA, Rochester | 3,309,306,000 | 62,206,000 | 154,231,000 | 573,504,000 | 29,941,000 | 140,741,000 |
| 97 | Bank Leumi Trust Co., New York | 2,452,741,410 | 11,406,000 | 27,912,000 | 324,604,000 | 13,907,000 | 35,328,000 |
| 110 | Citibank (New York State) NA, Buffalo | 2,233,196,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 120 | Fuji Bank & Trust Co., New York | 2,022,799,000 | 10,134,000 | 5,239,000 | 3,959,000 | 0 | 0 |
| 127 | Industrial Bank of Japan Trust Co., New York | 1,890,451,000 | 7,799,000 | 0 | 0 | 0 | 0 |
| 134 | Manufacturers & Traders Trust Co., Buffalo | 1,833,772,000 | 16,861,000 | 99,408,000 | 395,362,000 | 38,067,000 | 65,277,000 |
| 144 | United States Trust Co., New York | 1,739,236,000 | 21,548,000 | 310,000 | 370,067,000 | 0 | 781,000 |
| 157 | J. Henry Schroder Bank & Trust Co., New York | 1,580,981,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 162 | Barclays Bank of New York NA, New York | 1,497,218,000 | 5,242,000 | 72,038,000 | 236,709,000 | 38,739,000 | 30,444,000 |
| 174 | Long Island Trust Co. NA, Garden City | 1,395,661,000 | 7,408,000 | 29,654,000 | 239,577,000 | 2,955,000 | 66,479,000 |
| 180 | Key Bank NA, Albany | 1,369,268,475 | 18,098,000 | 82,412,000 | 245,684,000 | 10,717,000 | 27,723,000 |
| 189 | Norstar Bank of Upstate NY, Albany | 1,296,121,000 | 18,005,000 | 65,530,000 | 207,577,000 | 34,696,000 | 24,075,000 |
| 198 | Security Norstar Bank, Rochester | 1,208,919,000 | (792,000) | 96,424,000 | 204,237,000 | 12,525,000 | 44,414,000 |
| 247 | Amalgamated Bank, New York | 948,357,038 | 8,913,255 | 24,825,485 | 112,199,711 | 65,397,922 | 18,321,312 |
| 249 | Key Bank of Central New York, Syracuse | 935,532,000 | 10,254,000 | 48,099,000 | 191,585,000 | 9,222,000 | 22,530,000 |
| 256 | Norstar Bank of Long Island, Hempstead | 910,097,733 | 10,701,000 | 33,282,000 | 256,503,000 | 26,471,000 | 16,643,000 |
| 259 | UBAF Arab American Bank, New York | 894,737,000 | 3,027,000 | 0 | 0 | 0 | 0 |
| 275 | Oneida National Bank, Utica | 846,550,221 | 13,263,866 | 38,966,693 | 182,093,349 | 5,981,418 | 26,505,509 |
| 280 | Daiwa Bank Trust Co., New York | 833,426,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 290 | Liberty Norstar Bank NA, Buffalo | 795,847,000 | 12,300,000 | 50,192,000 | 172,102,000 | 31,779,000 | 23,598,000 |
| | **NORTH CAROLINA** | | | | | | |
| 24 | NCNB National Bank of North Carolina, Charlotte | 7,293,063,000 | 86,449,000 | 325,680,000 | 914,443,000 | 21,516,000 | 295,888,000 |
| 28 | Wachovia Bank & Trust Co. NA, Winston-Salem | 6,486,164,235 | 93,648,000 | 349,687,000 | 1,337,559,000 | 37,698,000 | 251,185,000 |
| 57 | First Union National Bank, Charlotte | 4,339,697,000 | 69,289,000 | 333,713,000 | 772,581,000 | 13,490,000 | 162,282,000 |
| 108 | Northwestern Bank, North Wilkesboro | 2,251,021,000 | 23,993,000 | 205,225,000 | 338,340,000 | 8,453,000 | 75,543,000 |
| 117 | Branch Banking & Trust Co., Wilson | 2,103,098,000 | 22,096,000 | 155,508,213 | 419,675,000 | 71,112,000 | 57,520,000 |
| 129 | First-Citizens Bank & Trust Co., Raleigh | 1,861,955,659 | 22,898,000 | N.A. | 394,185,000 | 16,559,000 | 75,584,000 |
| 199 | Southern National Bank, Lumberton | 1,178,373,522 | 10,141,000 | 36,202,000 | 277,883,000 | 1,131,000 | 35,579,000 |
| 200 | United Carolina Bank, Whiteville | 1,169,548,000 | 14,821,000 | 77,323,000 | 274,184,000 | 5,532,000 | 43,295,000 |
| 273 | Central Carolina Bank & Trust Co. NA, Durham | 849,582,000 | 11,296,000 | 46,451,000 | 229,525,000 | 13,759,000 | 28,661,000 |
| | **OHIO** | | | | | | |
| 43 | AmeriTrust Co. NA, Cleveland | 4,850,226,000 | 69,883,000 | 112,246,000 | 767,089,000 | 85,399,000 | 175,171,000 |
| 59 | Huntington National Bank, Columbus | 4,198,682,000 | 45,539,000 | 239,571,000 | 665,591,000 | 149,761,000 | 137,699,000 |
| 66 | BancOhio National Bank, Columbus | 3,492,135,000 | 28,755,000 | 195,644,000 | 441,445,000 | 26,753,000 | 164,013,000 |
| 76 | National City Bank, Cleveland | 3,086,528,000 | 37,592,000 | 161,662,000 | 367,965,000 | 69,270,000 | 132,857,000 |
| 121 | Society National Bank, Cleveland | 2,002,616,000 | 22,349,000 | 65,595,000 | 286,665,000 | 21,553,000 | 107,566,000 |
| 126 | Bank One Columbus NA | 1,921,971,169 | 29,779,803 | 72,675,805 | 145,912,122 | 60,838,900 | 35,764,011 |
| 143 | Central National Bank, Cleveland | 1,743,052,000 | 35,062,000 | 96,891,000 | 283,583,000 | 0 | 54,606,000 |
| 175 | Central Trust Co. NA, Cincinnati | 1,395,028,000 | 14,675,000 | 57,120,000 | 184,804,000 | 55,380,000 | 57,756,000 |
| 187 | Toledo Trust Co. | 1,298,507,107 | 15,639,199 | 94,338,341 | 117,068,807 | 10,538,290 | 49,013,000 |
| 188 | Fifth Third Bank, Cincinnati | 1,297,747,000 | 30,731,000 | 33,120,481 | 276,438,000 | 62,048,000 | 52,832,000 |
| 192 | First National Bank, Cincinnati | 1,256,031,000 | 24,316,000 | 71,820,000 | 174,485,000 | 18,478,000 | 41,184,000 |
| 206 | First National Bank, Akron | 1,148,072,000 | 18,537,000 | 74,936,000 | 160,539,000 | 13,542,000 | 45,282,000 |
| 213 | Bank One Dayton NA | 1,077,502,000 | 19,421,000 | 60,325,000 | 151,207,000 | 46,104,000 | 36,314,000 |
| 233 | Bank One of Eastern Ohio NA, Youngstown | 1,009,434,000 | 10,994,000 | 24,037,000 | 125,107,000 | 31,188,000 | 52,793,000 |
| 242 | Bank One Cleveland NA | 971,789,000 | 12,584,000 | 55,987,000 | 169,644,000 | 20,128,000 | 43,880,000 |
| 257 | Society Bank of Eastern Ohio NA, Canton | 899,847,000 | 11,647,000 | 28,420,000 | 117,859,000 | 19,128,000 | 44,044,000 |
| 262 | Third National Bank & Trust Co., Dayton | 889,981,776 | 2,691,000 | 61,003,000 | 126,327,000 | 28,169,000 | 31,092,000 |
| | **OKLAHOMA** | | | | | | |
| 133 | Liberty National Bank & Trust Co., Oklahoma City | 1,842,028,000 | 6,016,000 | 0 | 215,725,000 | 54,807,000 | 42,327,000 |
| 148 | First National Bank & Trust Co., Oklahoma City | 1,681,856,186 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 169 | Bank of Oklahoma NA, Tulsa | 1,431,879,000 | 11,929,000 | 36,584,000 | 252,404,000 | 6,670,000 | 12,466,000 |
| 227 | First National Bank & Trust Co., Tulsa | 1,024,357,000 | (4,377,000) | 34,841,000 | 66,420,000 | 5,580,000 | 15,189,000 |
| | **OREGON** | | | | | | |
| 44 | United States National Bank, Portland | 4,848,037,000 | 63,351,000 | 435,168,000 | 1,115,036,000 | 55,488,000 | 176,971,000 |
| 58 | First Interstate Bank of Oregon NA, Portland | 4,203,998,000 | 43,123,000 | 305,318,000 | 1,011,929,000 | 15,764,000 | 132,709,000 |
| 266 | Oregon Bank, Portland | 878,886,000 | (1,000,000) | 47,243,000 | 183,822,000 | 19,987,000 | 35,877,000 |
| | **PENNSYLVANIA** | | | | | | |
| 15 | Mellon Bank NA, Pittsburgh | 15,002,320,000 | 98,862,000 | 0 | 1,955,832,000 | 384,508,000 | 130,136,000 |
| 39 | Pittsburgh National Bank | 5,171,956,000 | 78,146,000 | 208,727,000 | 1,134,046,000 | 62,236,000 | 79,894,000 |
| 40 | Philadelphia National Bank | 5,145,043,000 | 70,798,000 | 2,683,000 | 610,447,000 | 157,815,000 | 116,763,000 |
| 46 | Fidelity Bank NA, Malvern | 4,720,618,000 | 41,035,000 | 133,091,000 | 1,047,185,000 | 99,707,000 | 140,763,000 |
| 62 | First Pennsylvania Bank NA, Philadelphia | 3,903,222,000 | 17,841,000 | N.A. | 494,729,000 | 4,943,000 | 78,343,000 |
| 74 | Provident National Bank, Philadelphia | 3,152,934,000 | 40,984,000 | 125,948,000 | 668,013,000 | 23,618,000 | 69,053,000 |
| 83R | Mellon Bank (East) NA, Philadelphia | 2,906,504,000 | N.A. | 124,039,000 | N.A. | N.A. | N.A. |
| 89 | American Bank & Trust Co., Reading | 2,665,598,000 | 25,165,000 | 108,011,000 | 631,477,000 | 14,262,000 | 95,184,000 |
| 104 | Equibank, Pittsburgh | 2,281,147,000 | (26,047,000) | 7,187,000 | 520,432,000 | 1,425,000 | 110,218,000 |
| 106 | Continental Bank, Norristown | 2,260,023,000 | 27,235,000 | 65,657,000 | 684,490,000 | 6,941,000 | 98,638,000 |
| 122 | Hamilton Bank, Lancaster | 1,988,765,000 | 15,739,000 | 92,769,000 | 374,395,000 | 8,774,000 | 104,190,000 |

*—A breakdown of deposit accounts for the top 300 banks in deposits on 12/31/84.

NOW accounts— Negotiable Order of Withdawal accounts, excluding Super NOWs. MMDA's— Money Market Deposit Accounts introduced in December 1982. Super NOWs— NOW accounts introduced in January 1983. IRAs—Individual Retirement Accounts, plus Keough Plan Accounts. R—Total deposit rank has been revised since publication of Top 300 Banks on March 15. N.A.—Not available.

# Top Deposit Takers Among Commercial Banks*
## In Selected Deposit Categories as of December 31, 1984
## (Net Income for 1984 Included)

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 | 1984 Net Income | NOW Accounts | MMDAs | Super NOWs | IRAs |
|---|---|---|---|---|---|---|---|
| | **PENNSYLVANIA (Cont'd)** | | | | | | |
| 152 | Industrial Valley Bank & Trust Co., Philadelphia | 1,643,136,192 | 13,359,000 | 39,455,000 | 325,738,000 | 238,000 | 27,793,000 |
| 154 | Union National Bank, Pittsburgh | 1,606,324,000 | 14,855,000 | 85,744,000 | 509,726,000 | 0 | 34,208,000 |
| 176 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 1,386,022,000 | 10,097,000 | 60,632,000 | 247,937,000 | 10,612,000 | 38,943,000 |
| 184 | Dauphin Deposit Bank & Trust Co., Harrisburg | 1,342,421,000 | 16,014,000 | 81,991,000 | 203,985,000 | 25,667,000 | 65,667,000 |
| 222 | First National Bank, Allentown | 1,046,832,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 223 | Commonwealth National Bank, Harrisburg | 1,044,482,000 | 4,082,000 | 57,893,000 | 188,391,000 | 39,108,000 | 32,682,000 |
| 231 | First Eastern Bank NA, Wilkes-Barre | 1,012,300,000 | 10,430,000 | 35,505,000 | 152,103,000 | 6,455,000 | 30,835,000 |
| 265 | Central Penn National Bank, Philadelphia | 881,107,000 | 6,922,000 | N.A. | 195,263,000 | 1,036,000 | 36,831,000 |
| 278 | Merchants National Bank, Allentown | 836,623,000 | 10,179,000 | 26,190,000 | 155,408,000 | 24,097,000 | 35,110,000 |
| 285 | First Seneca Bank, Butler | 815,195,000 | 6,033,000 | 51,184,000 | 256,900,000 | 5,099,000 | 23,258,000 |
| 287 | Marine Bank, Warren | 810,717,000 | N.A. | 51,760,000 | 138,267,000 | 12,261,000 | 34,506,000 |
| | **PUERTO RICO** | | | | | | |
| 84R | Banco Popular de Puerto Rico, San Juan | 2,870,671,318 | 29,424,452 | 1,759,370 | 31,052,479 | 143,271,927 | 511,567 |
| 151 | Banco de Ponce | 1,653,753,635 | 16,141,000 | 11,336,000 | 32,029,000 | 160,027,000 | 13,595,000 |
| 246 | Banco de Santander-Puerto Rico, Hato Rey | 948,614,161 | 10,793,000 | 1,036,000 | 15,939,000 | 5,868,000 | 0 |
| | **RHODE ISLAND** | | | | | | |
| 75 | Fleet National Bank, Providence | 3,119,754,000 | 38,252,000 | 60,939,000 | 550,980,000 | 53,238,000 | 103,102,000 |
| 139 | Rhode Island Hospital Trust National Bank, Providence | 1,763,561,000 | 16,969,000 | N.A. | 432,968,000 | 53,355,000 | 76,314,000 |
| | **SOUTH CAROLINA** | | | | | | |
| 80r | South Carolina National Bank, Columbia | 2,969,915,000 | 29,294,000 | 278,685,000 | 474,585,000 | 100,973,000 | 86,314,000 |
| 128 | Citizens & Southern National Bank, Charleston | 1,878,833,000 | 21,720,000 | 156,525,000 | 456,395,000 | 35,750,000 | 54,585,000 |
| 166 | Bankers Trust of South Carolina, Columbia | 1,464,820,000 | 22,045,000 | 96,405,000 | 252,895,000 | 17,929,000 | 36,135,000 |
| 261 | Southern Bank & Trust Co., Greenville | 891,556,000 | 7,927,000 | 65,341,000 | 222,575,000 | 1,216,000 | 26,520,000 |
| | **SOUTH DAKOTA** | | | | | | |
| 7 | Citibank (South Dakota) NA, Sioux Falls | 2,757,946,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 182 | Norwest Bank South Dakota NA, Sioux Falls | 1,355,572,000 | 4,742,000 | 100,547,000 | 219,759,000 | 61,909,000 | 52,533,000 |
| 229 | First Bank of South Dakota NA, Sioux Falls | 1,016,025,000 | 7,389,000 | 47,403,000 | 108,235,000 | 44,288,000 | 31,174,000 |
| | **TENNESSEE** | | | | | | |
| 65 | First Tennessee Bank NA, Memphis | 3,648,932,000 | 41,457,000 | 284,885,000 | 457,710,000 | 125,091,000 | 82,687,000 |
| 137 | Third National Bank, Nashville | 1,777,791,000 | 25,622,000 | 50,855,000 | 180,506,000 | 53,038,000 | 58,194,000 |
| 158 | First American National Bank, Nashville | 1,575,541,000 | 19,832,000 | 41,545,000 | 135,705,000 | 79,299,000 | 40,127,000 |
| 171 | Union Planters National Bank, Memphis | 1,419,279,000 | (12,892,000) | 31,487,000 | 220,977,000 | 164,933,000 | 28,536,000 |
| 178 | Commerce Union Bank, Nashville | 1,374,802,000 | 12,689,000 | 50,815,000 | 147,964,000 | 52,658,000 | 44,619,000 |
| 264 | National Bank of Commerce, Memphis | 883,189,000 | 15,163,000 | N.A. | 150,416,000 | 57,000,000 | 16,246,000 |
| 286 | American National Bank & Trust Co., Chattanooga | 813,642,603 | 8,161,470 | N.A. | 95,372,000 | 33,686,669 | 14,821,455 |
| | **TEXAS** | | | | | | |
| 19 | RepublicBank Dallas NA | 9,758,084,000 | 75,966,000 | 70,871,000 | 253,238,000 | 74,578,000 | 49,346,000 |
| 25 | InterFirst Bank Dallas NA | 7,105,781,000 | (13,803,000) | 62,211,000 | 152,533,000 | 75,921,000 | 13,233,000 |
| 27 | Texas Commerce Bank NA, Houston | 6,775,313,000 | 86,574,000 | 39,567,000 | 273,112,000 | 69,203,000 | 12,819,000 |
| 31 | First City National Bank, Houston | 6,060,855,000 | 16,673,000 | 99,500,000 | 183,286,000 | 39,675,000 | 18,937,000 |
| 41 | MBank Dallas NA | 4,953,320,000 | 36,465,000 | 59,777,000 | 183,778,000 | 4,510,000 | 14,363,000 |
| 77 | Allied Bank of Texas, Houston | 3,080,358,000 | 37,292,000 | 11,507,000 | 208,468,000 | 16,955,000 | 11,436,000 |
| 78 | MBank Houston NA | 3,046,690,000 | 6,447,000 | 44,526,000 | 239,280,000 | 53,090,000 | 15,471,000 |
| 118 | Texas American Bank/Fort Worth NA | 2,072,458,000 | 23,721,000 | 55,526,000 | 155,199,000 | 23,241,000 | 33,094,000 |
| 145 | RepublicBank Houston NA | 1,731,302,000 | 4,597,000 | N.A. | 77,307,000 | 14,082,000 | 4,485,000 |
| 165 | Frost National Bank, San Antonio | 1,482,077,000 | 11,864,000 | 59,186,000 | 198,625,000 | 23,529,000 | 7,458,000 |
| 181 | InterFirst Bank Austin NA | 1,357,044,000 | N.A. | N.A. | 178,353,000 | 104,937,000 | 9,714,000 |
| 215 | InterFirst Bank Fort Worth NA | 1,074,880,000 | 8,956,000 | 32,967,000 | 70,532,000 | 41,668,000 | 23,209,000 |
| 230 | InterFirst Bank Houston NA | 1,015,940,000 | (25,194,000) | 8,699,000 | 32,806,000 | 8,873,000 | 2,940,000 |
| 236 | National Bank of Commerce, San Antonio | 991,769,735 | 9,460,000 | 49,174,000 | 108,914,000 | 6,689,000 | 8,420,000 |
| 248 | Texas Commerce Bank-Austin NA | 943,829,972 | 19,117,000 | 31,151,000 | 156,752,000 | 12,005,000 | 7,484,000 |
| 258 | First City Bank, Dallas | 897,218,000 | (5,631,000) | 13,441,000 | 68,163,000 | 3,832,000 | 3,564,000 |
| 284 | Laredo National Bank | 817,594,000 | 4,028,000 | 21,942,000 | 79,719,000 | 24,267,000 | 1,137,000 |
| 289 | First National Bank, Amarillo | 796,430,661 | 6,759,000 | 1,632,000 | 98,080,000 | 50,968,000 | 30,324,000 |
| 295 | MBank El Paso NA | 779,876,000 | 8,653,000 | 36,911,000 | 85,566,000 | 8,762,000 | 7,632,000 |
| | **UTAH** | | | | | | |
| 114 | First Security Bank of Utah NA, Ogden | 2,137,121,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 147 | Zions First National Bank, Salt Lake City | 1,682,723,000 | 20,476,000 | 74,023,000 | 355,371,000 | 12,997,000 | 39,988,000 |
| 293 | First Interstate Bank of Utah NA, Salt Lake City | 787,345,000 | 4,707,000 | 59,083,000 | 113,419,000 | 29,615,000 | 16,124,000 |
| | **VIRGINIA** | | | | | | |
| 30 | Sovran Bank NA, Richmond | 6,245,413,000 | N.A. | N.A. | 616,110,000 | 159,332,000 | 255,905,000 |
| 52 | United Virginia Bank, Richmond | 4,473,747,000 | 58,887,000 | 330,170,000 | 454,146,000 | 136,202,000 | 194,903,000 |
| 71 | Bank of Virginia, Richmond | 3,212,370,000 | 35,152,000 | 155,117,000 | 445,185,000 | 41,932,000 | 141,230,000 |
| 105 | Central Fidelity Bank NA, Richmond | 2,274,493,000 | 28,034,000 | 184,881,000 | 368,016,000 | 2,297,000 | 98,954,000 |
| 141 | Dominion Bank NA, Roanoke | 1,756,469,000 | 16,202,000 | 107,492,000 | 213,341,000 | 13,519,000 | 99,441,000 |
| 142 | First American Bank of Virginia, McLean | 1,749,330,000 | 17,363,000 | 103,499,000 | 311,203,000 | 41,527,000 | 39,451,000 |
| 211 | First Virginia Bank, Falls Church | 1,127,852,000 | 17,807,000 | 133,576,000 | 136,999,000 | 58,823,000 | 35,008,000 |
| | **WASHINGTON** | | | | | | |
| 29 | Seattle-First National Bank | 6,459,583,000 | 38,151,000 | 340,196,000 | 1,390,109,000 | 18,132,000 | 135,704,000 |
| 36 | Rainier National Bank, Seattle | 5,469,045,000 | 55,374,000 | 342,000,000 | 725,000,000 | 1,731,000 | 79,081,000 |
| 103 | First Interstate Bank of Washington NA, Seattle | 2,283,921,000 | 23,800,000 | 106,884,000 | 480,926,000 | 1,370,000 | 45,021,000 |
| 136 | Peoples National Bank, Seattle | 1,787,825,624 | 14,561,000 | 151,180,000 | 357,091,000 | 6,851,000 | 98,804,000 |
| 185 | Old National Bank, Spokane | 1,325,503,000 | 7,297,000 | 14,939,000 | 219,711,000 | 2,765,000 | 44,516,000 |
| 212 | Puget Sound National Bank, Tacoma | 1,123,286,131 | 15,218,000 | N.A. | 268,682,000 | 8,284,000 | 35,741,000 |
| | **WISCONSIN** | | | | | | |
| 88 | First Wisconsin National Bank, Milwaukee | 2,738,699,000 | 13,453,000 | 85,930,000 | 248,382,000 | 34,062,000 | 61,603,000 |
| 209 | M & I Marshall & Ilsley Bank, Milwaukee | 1,134,426,000 | 13,851,000 | 31,022,000 | 138,299,000 | 23,637,000 | 42,808,000 |
| 210 | Marine Bank NA, Milwaukee | 1,130,183,000 | 8,532,000 | 31,381,000 | 137,577,000 | 15,748,000 | 35,989,000 |

*—A breakdown of deposit accounts for the top 300 banks in deposits on 12/31/84.

NOW accounts— Negotiable Order of Withdawal accounts, excluding Super NOWs. MMDA's— Money Market Deposit Accounts introduced in December 1982. Super NOWs—NOW accounts introduced in January 1983. IRAs—Individual Retirement Accounts, plus Keough Plan Accounts. r—Total deposit rank based on revised data received after publication of the Top 300 Banks on March 15. R—Total deposit rank has been revised since publication of Top 300 Banks on March 15. N.A.—Not available.

# Top Deposit Takers Among Thrifts*
## In Selected Deposit Categories as of December 31, 1984
## (Net Income for 1984 Included)

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 | 1984 Net Income | NOW Accounts | MMDAs | Super NOWs | IRAs |
|---|---|---|---|---|---|---|---|
| | **ALABAMA** | | | | | | |
| 40 | First Southern Fed. Savings & Loan Assn., Mobile | 1,185,811,927 | 1,502,085 | 43,153,831 | 133,581,925 | 3,406,310 | 68,194,432 |
| 270 | City Federal Savings & Loan Assn., Birmingham | 687,746,188 | (3,182,805) | 19,354,269 | 33,956,953 | 373,215 | 52,021,883 |
| | **ARIZONA** | | | | | | |
| 42 | Western Savings & Loan Assn., Phoenix | 2,895,056,421 | 13,128,747 | 88,623,083 | 425,493,867 | 600,162 | 81,955,725 |
| 43 | First Federal Savings & Loan Assn., Phoenix | 2,885,414,754 | 19,049,327 | 63,737,780 | 278,491,961 | 17,589,771 | 115,358,244 |
| 123 | Southwest Savings & Loan Assn., Phoenix | 1,295,523,000 | 4,381,000 | 16,968,293 | 318,181,000 | 66,980,887 | 20,751,000 |
| 151 | Home Federal Savings & Loan Assn., Tucson | 1,140,958,097 | 4,528,104 | 11,509,058 | 177,578,901 | 0 | 62,263,476 |
| 159 | Pima Savings & Loan Assn., Tucson | 1,110,334,633 | 16,167,506 | 26,562,013 | 213,944,522 | 5,819,510 | 46,773,491 |
| 220 | Security Savings & Loan Assn., Scottsdale | 823,689,059 | 3,135,479 | 12,316,199 | 37,378,608 | 3,902,062 | 19,195,167 |
| | **ARKANSAS** | | | | | | |
| 109 | First Federal Savings of Arkansas, FA, Little Rock | 1,404,079,000 | 6,491,000 | 27,138,000 | 159,495,000 | 559,000 | 40,753,000 |
| 137 | Firstsouth FA, Pine Bluff | 1,206,834,187 | 10,235,000 | 0 | 101,903,920 | 34,366,096 | 42,249,000 |
| 210 | Savers Fed. Savings & Loan Assn., Little Rock | 845,654,984 | 7,133,166 | 15,546,771 | 87,507,776 | 992,721 | 41,680,615 |
| | **CALIFORNIA** | | | | | | |
| 1 | American Savings & Loan Assn., Stockton | 20,326,639,000 | (a) | 105,377,000 | 1,297,212,000 | 122,373,000 | 489,578,000 |
| 2 | Home Savings of America, FA, Irwindale | 18,593,857,000 | 57,046,000 | 321,198,000 | 3,710,609,000 | 175,361,000 | 917,266,000 |
| 3 | Great Western Savings, FS&LA, Beverly Hills | 16,694,317,828 | 101,290,000 | 197,236,662 | 1,555,131,413 | 325,077,108 | 825,887,202 |
| 4 | California Fed. Savings & Loan Assn., Los Angeles | 14,283,599,000 | 69,010,000 | 181,084,000 | 1,667,746,000 | 106,732,000 | 461,767,000 |
| 7 | Glendale Federal Savings & Loan Assn. | 8,904,922,000 | 26,013,000 | 143,101,000 | 1,443,234,000 | 222,040,000 | 357,322,000 |
| 8 | World Savings, FS&LA, Oakland | 7,461,162,906 | 84,501,002 | 139,177,347 | 1,112,860,398 | 88,709,235 | 453,677,000 |
| 10 | Home Fed. Savings & Loan Assn. of San Diego | 6,680,533,098 | 62,721,675 | 150,998,520 | 740,040,812 | 51,866,713 | 307,206,100 |
| 11 | First Nationwide Savings, FS&LA, San Francisco | 6,560,300,000 | 29,400,000 | 92,000,000 | 1,062,700,000 | 131,100,000 | 198,500,000 |
| 12 | Gibraltar Savings, Beverly Hills | 6,382,919,209 | 36,339,872 | 57,655,076 | 730,114,003 | 120,234,193 | 258,446,923 |
| 19 | Imperial Savings Assn., San Diego | 5,103,771,494 | 11,632,730 | 84,487,244 | 476,864,305 | 0 | 243,716,811 |
| 20 | Sears Savings Bank, Glendale | 4,818,003,000 | 5,560,000 | 88,788,000 | 595,403,000 | 37,251,000 | 316,086,000 |
| 22 | Coast Savings & Loan Assn., Los Angeles | 4,702,518,976 | 4,504,809 | 35,079,279 | 466,818,091 | 105,190,405 | 99,311,207 |
| 24 | Columbia Savings & Loan Assn., Beverly Hills | 4,024,572,000 | 44,064,000 | 9,820,000 | 133,851,000 | 27,720,000 | 27,247,000 |
| 28 | Great American First Savings Bank, San Diego | 3,559,019,000 | 23,208,000 | 123,853,000 | 590,575,000 | 110,890,000 | 186,616,000 |
| 44 | Citicorp Savings, FS&LA, San Francisco | 2,809,688,727 | 13,944,282 | 63,426,790 | 332,061,056 | N.A. | N.A. |
| 58 | Beverly Hills Savings & Loan Assn. | 2,297,249,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 61 | Homestead Savings, FS&LA, San Francisco | 2,228,480,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 68 | Santa Barbara Savings & Loan Assn. | 2,094,538,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 70 | Valley Federal S & L Assn., Van Nuys | 2,050,902,000 | (11,954,000) | 42,143,000 | 256,119,000 | 7,939,000 | 69,330,000 |
| 74 | Guarantee Savings, FS&LA, Fresno | 1,927,217,097 | 4,346,130 | 54,559,012 | 284,903,874 | 10,221,643 | 151,975,423 |
| 75 | Fidelity Federal S & L Assn., Glendale | 1,926,143,000 | 6,880,000 | 16,322,000 | 263,572,000 | 57,222,000 | 23,659,000 |
| 82 | Downey Savings & Loan Assn., Costa Mesa | 1,759,613,000 | 13,521,000 | 49,831,000 | 260,444,000 | 45,529,000 | 102,402,000 |
| 85 | Lincoln Savings & Loan Assn., Irvine | 1,679,000,000 | 11,200,000 | 82,129,000 | 152,514,000 | 82,129,000 | 33,792,000 |
| 88 | Central Savings & Loan Assn., San Diego | 1,667,327,166 | N.A. | 55,744,826 | 174,331,632 | 25,719,173 | 82,056,926 |
| 91 | Mercury Savings, FS&LA, Huntington Beach | 1,605,262,000 | 4,900,000 | 46,038,000 | 225,586,000 | 12,426,000 | 89,439,000 |
| 110 | Bell Savings & Loan Assn., San Mateo | 1,387,727,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 112 | Far West Savings & Loan Assn., Newport Beach | 1,369,905,000 | 12,961,000 | 34,717,000 | 153,090,000 | 9,954,000 | 58,527,000 |
| 113 | Pacific Savings Bank, Costa Mesa | 1,353,952,468 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 115 | San Francisco Federal Savings & Loan Assn. | 1,334,168,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 116 | Eureka Federal Savings & Loan Assn., San Carlos | 1,329,619,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 130 | Southern California Savings, FS&LA, Beverly Hills | 1,260,689,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 146 | Sacramento Savings & Loan Assn. | 1,160,494,081 | 10,277,265 | 35,224,359 | 157,909,003 | 16,271,615 | 41,851,137 |
| 191 | Bay View Fed. Savings & Loan Assn., San Mateo | 930,512,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 194 | Pomona First Fed. Savings & Loan Assn. | 921,196,329 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 211 | Union Fed. Savings & Loan Assn., Los Angeles | 843,370,466 | 2,267,390 | 7,631,199 | 88,720,731 | 22,031,774 | 49,357,445 |
| 227 | Western Fed. Savings & Loan Assn., Marina Del Rey | 806,430,403 | 2,344,244 | 17,560,030 | 94,588,000 | 12,555,260 | 40,565,000 |
| 243 | Butterfield Savings & Loan Assn., Temecula | 746,149,338 | (19,832,307) | 3,833,536 | 48,170,066 | 4,386,761 | 4,791,000 |
| 248 | American Diversified Savings & Loan Assn., Lodi | 736,891,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 262 | First Federal Savings Bank of California, Santa Monica | 710,526,000 | 3,873,000 | 19,463,000 | 113,019,000 | 16,017,000 | 31,570,000 |
| 263 | Southwest Savings & Loan Assn., Los Angeles | 709,745,704 | (10,242,289) | 315,713 | 67,874,464 | 6,353,535 | 16,720,000 |
| | **COLORADO** | | | | | | |
| 55 | Midland/Western Fed. Savings & Loan Assn, Denver | 2,334,354,000 | N.A. | 91,391,000 | 482,026,000 | 10,860,000 | 207,878,000 |
| 77 | Columbia Savings, FS&LA, Denver | 1,898,095,191 | 2,926,055 | 31,499,087 | 175,581,879 | 0 | 65,926,536 |
| 132 | Empire Savings Building & Loan Assn., Denver | 1,248,479,295 | 6,171,552 | 28,060,616 | 140,056,801 | 26,880,849 | 68,772,000 |
| 265 | Silverado Banking Savings & Loan Assn., Denver | 705,469,532 | 6,344,838 | 11,108,000 | 114,120,000 | 8,513,000 | 8,765,000 |
| 274 | Capitol Federal Savings & Loan Assn., Aurora | 681,692,601 | N.A. | 28,904,624 | 159,427,232 | 5,494,743 | 40,839,250 |
| | **CONNECTICUT** | | | | | | |
| 29 | People's Bank-Bridgeport | 3,443,536,000 | 10,661,000 | 16,686,000 | 879,351,000 | 8,046,000 | 267,853,000 |
| 37 | Northeast Savings, FA, Hartford | 3,050,987,000 | 1,585,000 | 380,327,783 | 641,361,100 | 87,774,381 | 215,739,195 |
| 71 | Society for Savings, Hartford | 2,020,219,000 | 10,429,000 | 26,150,000 | 372,191,000 | 7,691,000 | 123,534,000 |
| 185 | Connecticut Savings Bank, New Haven | 950,577,494 | 6,831,556 | 19,241,889 | 144,863,807 | 1,104,858 | 58,533,744 |
| 186 | First Federal Bank of Connecticut, New Haven | 946,718,677 | 2,356,931 | 35,682,011 | 197,754,085 | 1,619,872 | 65,625,293 |
| 187 | New Haven Savings Bank | 944,563,044 | 7,219,210 | 27,071,793 | 177,053,181 | 3,618,774 | 45,847,228 |
| 214 | Banking Center, Waterbury | 840,728,326 | 4,762,206 | 1,501,524 | 138,281,196 | 2,355,795 | 53,622,837 |
| 283 | Mechanics & Farmers Savings Bank FSB, Bridgeport | 664,125,783 | 1,704,753 | 16,400,346 | 134,584,156 | 1,759,202 | 30,450,431 |
| | **DELAWARE** | | | | | | |
| 224 | Wilmington Savings Fund Society FSB | 814,519,000 | 230,000 | 4,006,000 | 124,587,000 | 2,325,000 | 32,778,000 |
| | **DISTRICT OF COLUMBIA** | | | | | | |
| 200 | Columbia First Federal S & L Assn., Washington, D.C. | 893,381,472 | (6,095,705) | 0 | 180,984,386 | 15,766,178 | 65,689,021 |
| 225 | National Permanent Bank, FSB, Washington, D.C. | 811,541,384 | (12,869,606) | 20,663,570 | 129,835,106 | 0 | 71,854,020 |
| 276 | Washington Federal S & L Assn., Washington, D.C. | 673,767,839 | 3,126,065 | 5,361,539 | 126,326,720 | 15,758,922 | 109,618,734 |
| | **FLORIDA** | | | | | | |
| 30 | Florida Federal Savings & Loan Assn., St. Petersburg | 3,376,338,000 | 16,579,640 | 103,482,000 | 450,558,000 | 39,431,000 | 186,269,000 |
| 41 | AmeriFirst Federal Savings & Loan Assn., Miami | 2,922,750,955 | (18,971,000) | 41,199,000 | 543,464,000 | 159,768,000 | 217,599,000 |
| 49 | American Savings & Loan Assn. of Florida, Miami | 2,416,006,000 | 18,390,000 | 68,779,000 | 391,448,000 | 41,511,000 | 92,554,000 |
| 50 | CenTrust Savings Bank, Miami | 2,401,455,445 | 93,260,399 | 20,384,363 | 360,624,267 | 40,723,000 | 113,622,000 |
| 59 | Coral Gables Federal Savings & Loan Assn. | 2,296,333,000 | 6,386,000 | 20,244,000 | 327,097,000 | 77,687,000 | 157,882,000 |
| 66 | Citicorp Savings of Florida, FS&LA, Miami | 2,105,317,531 | N.A. | 8,736,347 | 281,425,065 | 19,832,851 | 7,642,992 |
| 78 | Freedom Savings & Loan Assn., Tampa | 1,894,108,000 | (15,918,000) | 67,675,564 | 190,728,000 | 25,820,859 | 48,966,421 |
| 97 | Atlantic Federal S & L Assn., Fort Lauderdale | 1,542,787,000 | 43,205,000 | 303,978,000 | 0 | N.A. | N.A. |
| 100 | Goldome Savings Bank, St. Petersburg | 1,528,857,432 | (24,999,000) | 45,832,000 | 255,304,000 | 25,790,000 | 40,528,000 |
| 102 | Pioneer Federal Savings & Loan Assn., Clearwater | 1,489,705,000 | (1,046,000) | 42,202,000 | 237,926,000 | 20,659,000 | 62,434,000 |
| 111 | Sunrise Savings & Loan Assn., Boynton Beach | 1,381,362,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 114 | Chase Federal Savings & Loan Assn., Miami | 1,335,395,000 | N.A. | 19,017,000 | 174,923,000 | 269,000 | 29,607,000 |
| 120 | Citizens Federal Savings & Loan Assn., Miami | 1,315,025,197 | 8,496,559 | 7,129,078 | 136,848,705 | 25,872,995 | 38,203,182 |
| 125 | United First Fed. Savings & Loan Assn., Sarasota | 1,288,620,397 | 2,812,958 | 21,448,304 | 179,297,660 | 64,454,639 | 44,958,390 |
| 126 | Fortune Federal Savings & Loan Assn., Clearwater | 1,284,161,279 | 4,109,000 | 39,407,286 | 146,766,569 | 4,790,990 | 40,083,773 |
| 142 | Home Federal Bank of Florida FSB, St. Petersburg | 1,184,426,000 | 5,169,000 | 46,725,000 | 215,064,000 | 8,075,000 | 16,219,000 |
| 147 | Hollywood Federal Savings & Loan Assn. | 1,155,272,076 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 150 | Financial Fed. Savings & Loan Assn., Miami Lakes | 1,147,083,574 | (4,082,000) | 22,734,000 | 173,472,000 | 4,141,000 | 38,293,801 |

*—A breakdown of deposit accounts for the top 300 thrifts — savings banks and savings and loans — in deposits on 12/31/84.

NOW accounts— Negotiable Order of Withdawal accounts, excluding Super NOWs. MMDA's— Money Market Deposit Accounts introduced in December 1982. Super NOWs— NOW accounts introduced in January 1983. IRAs—Individual Retirement Accounts, plus Keough Plan Accounts. N.A.—Not available. (a)—Exact loss figure was not available at the time of this writing. Estimated loss for the year has been placed at between $500 million-to-$700 million.

# Top Deposit Takers Among Thrifts*
# In Selected Deposit Categories as of December 31, 1984
# (Net Income for 1984 Included)

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 | 1984 Net Income | NOW Accounts | MMDAs | Super NOWs | IRAs |
|---|---|---|---|---|---|---|---|
| | **FLORIDA (Cont'd)** | | | | | | |
| 156 | Flagler Federal Savings & Loan Assn., Miami | 1,126,373,472 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 165 | Security First Fed. S & L Assn., Daytona Beach | 1,075,108,329 | (1,812,381) | 39,525,615 | 158,282,461 | 8,092,138 | 57,221,733 |
| 175 | CrossLand Savings, FSLA, Bradenton | 1,003,536,580 | 2,709,027 | 33,401,820 | 152,493,237 | 3,017,295 | 35,796,178 |
| 180 | Coast Federal Savings & Loan Assn., Sarasota | 971,003,203 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 190 | The First, F.A., Orlando | 933,824,940 | 482,172 | 32,781,751 | 161,105,922 | 5,665,992 | 54,013,546 |
| 202 | First Federal Savings & Loan Assn., Jacksonville | 884,217,342 | (1,250,862) | 16,584,752 | 138,169,223 | 9,988,647 | 46,943,397 |
| 209 | Commonwealth Savings & Loan Assn., Ft. Lauderdale | 850,381,000 | 5,114,000 | 4,821,000 | 80,968,000 | 4,128,000 | 11,296,000 |
| 212 | Naples Federal Savings & Loan Assn. | 841,263,049 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 253 | Ensign Bank FSB, Hialeah | 727,821,748 | (785,000) | 16,530,912 | 94,771,125 | 4,798,341 | 22,651,958 |
| 258 | Duval Fed. Savings & Loan Assn., Jacksonville | 721,061,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 268 | Home Savings Association of Florida, Hollywood | 698,423,413 | 3,111,758 | 2,406,707 | 181,873,744 | 13,543,192 | 12,192,222 |
| 272 | Harbor Federal Savings & Loan Assn., Fort Pierce | 686,545,029 | 3,781,006 | 17,147,509 | 110,702,891 | 3,900,262 | 23,349,975 |
| 294 | First Savings Bank of Florida FSB, Tarpon Springs | 650,196,000 | 6,236,000 | 0 | 130,897,000 | 34,511,000 | 11,386,000 |
| | **GEORGIA** | | | | | | |
| 69 | Georgia Federal Bank, FSB, Atlanta | 2,055,296,824 | 4,407,133 | 129,345,000 | 306,250,000 | 8,320,000 | 146,699,000 |
| 89 | Fulton Federal Savings & Loan Assn., Atlanta | 1,666,902,000 | (20,982,000) | 48,352,000 | 233,484,000 | 0 | 140,601,000 |
| 101 | Decatur Federal Savings & Loan Assn. | 1,491,282,860 | 1,171,773 | 55,904,760 | 276,941,485 | 4,979,484 | N.A. |
| 231 | Great Southern Federal Savings Bank, Savannah | 786,274,319 | 1,699,437 | 68,276,834 | 231,633,333 | 5,098,222 | 25,239,977 |
| | **HAWAII** | | | | | | |
| 131 | Honolulu Federal Savings & Loan Assn. | 1,258,952,757 | (25,126,726) | 43,855,657 | 146,039,954 | 31,473,377 | 103,380,000 |
| | **ILLINOIS** | | | | | | |
| 17 | Talman Home Federal Savings & Loan Assn., Chicago | 5,342,548,000 | 495,000 | 75,946,000 | 780,931,000 | 9,034,000 | 314,872,000 |
| 27 | Citicorp Savings of Illinois, FS&LA, Chicago | 3,559,917,467 | N.A. | 31,915,897 | 443,041,281 | 0 | 333,854,227 |
| 81 | St. Paul Federal Bank for Savings, Chicago | 1,800,825,708 | 4,620,882 | 43,781,000 | 291,628,000 | 18,395,000 | 135,455,000 |
| 96 | Bell Federal Savings & Loan Assn., Chicago | 1,563,623,893 | N.A. | 4,893,746 | 330,005,612 | 23,115,770 | 110,472,971 |
| 107 | Lyons Savings & Loan Assn., Stickney | 1,418,823,558 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 136 | Bloomington Federal Savings & Loan Assn. | 1,223,728,192 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 167 | Pathway Financial, FA, Chicago | 1,050,192,277 | (6,353,302) | 41,587,662 | 169,997,828 | 4,515,845 | 54,490,236 |
| 171 | Cragin Federal Savings & Loan Assn., Chicago | 1,023,877,608 | 13,009,018 | 24,078,393 | 121,330,560 | 3,069,947 | 34,113,971 |
| 184 | Horizon Federal Savings Bank, Wilmette | 953,330,088 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 198 | Great American Federal S & L Assn., Oak Park | 896,750,610 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 235 | Mid America Federal Savings & Loan Assn., Cicero | 773,512,027 | 5,784,020 | 12,208,340 | 129,581,925 | 20,978,795 | 80,491,765 |
| 237 | American Savings Bank, Springfield | 770,657,841 | 7,123,803 | 8,225,057 | 113,553,361 | 0 | 41,237,551 |
| 239 | United Savings of America, FS&LA, Chicago | 751,414,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 277 | Standard Federal Savings & Loan Assn., Chicago | 672,437,792 | 2,449,677 | 22,219,554 | 94,568,274 | 2,901,142 | 22,297,089 |
| 281 | Skokie Federal Savings & Loan Assn. | 666,317,329 | 4,953,581 | 15,573,962 | 153,246,689 | 2,408,651 | 57,212,000 |
| 298 | Olympic Federal, Berwyn | 644,830,264 | 672,536 | 11,172,695 | 80,029,046 | 1,664,621 | 8,264,527 |
| | **IOWA** | | | | | | |
| 215 | American Fed. S & L Assn of Iowa, Des Moines | 840,579,819 | (2,192,673) | 20,603,979 | 109,696,383 | 404,511 | 61,245,830 |
| 291 | United Federal Savings Bank of Iowa, Des Moines | 657,849,717 | (3,921,739) | 10,227,034 | 65,236,668 | 8,770,297 | 33,039,000 |
| | **KANSAS** | | | | | | |
| 80 | Capitol Federal Savings & Loan Assn., Topeka | 1,819,278,219 | 12,264,036 | 0 | 359,004,504 | 69,192,489 | 134,837 |
| 233 | Franklin Savings Assn., Ottawa | 775,528,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **KENTUCKY** | | | | | | |
| 232 | Great Financial Federal S & L Assn., Louisville | 784,068,000 | 5,045,000 | 23,962,000 | 107,102,000 | 511,000 | 25,813,000 |
| 252 | Cumberland Federal Savings & Loan Assn., Louisville | 730,647,368 | (10,273,584) | 12,962,022 | 102,005,631 | 11,003,820 | 52,923,902 |
| | **LOUISIANA** | | | | | | |
| 189 | Pelican Homestead & Savings Assn., Metairie | 936,059,000 | (718,000) | 16,981,000 | 155,725,000 | 10,155,000 | 40,922,000 |
| 222 | Dixie Savings & Loan Assn., New Orleans | 820,213,812 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 290 | First Financial Bank, FSB, New Orleans | 657,855,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **MAINE** | | | | | | |
| 213 | Maine Savings Bank, Portland | 840,760,000 | 6,188,000 | 24,867,000 | 269,007,000 | 187,000 | 44,647,000 |
| | **MARYLAND** | | | | | | |
| 134 | Baltimore Federal Financial, FSA | 1,232,592,538 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 158 | Loyola Federal Savings & Loan Assn., Baltimore | 1,111,301,646 | 752,548 | 9,059,506 | 166,137,696 | 6,937,429 | 84,275,512 |
| 228 | Provident Bank of Maryland, Baltimore | 798,900,000 | 4,600,000 | N.A. | N.A. | N.A. | N.A. |
| 254 | Standard Federal Savings & Loan Assn., Gaithersburg | 727,578,212 | 3,221,471 | 28,607,519 | 263,123,421 | 3,168,721 | 38,912,413 |
| | **MASSACHUSETTS** | | | | | | |
| 145 | Mutual Bank FSB, Boston | 1,165,237,682 | (1,302,691) | 55,589,979 | 350,363,871 | 22,757,364 | 96,543,083 |
| 160 | Boston Five Cents Savings Bank FSB | 1,110,310,000 | 4,921,000 | N.A. | 216,014,000 | N.A. | 16,040,000 |
| 174 | Neworld Bank for Savings, Boston | 1,009,321,506 | (9,767,386) | 29,870,654 | 252,307,052 | 3,520,119 | 53,245,391 |
| 208 | Provident Institution for Savings, Boston | 855,286,000 | 401,000 | 31,776,000 | 168,859,000 | 0 | 58,248,000 |
| 259 | South Boston Savings Bank, Boston | 720,228,000 | 12,940,000 | 18,428,000 | 260,548,000 | 0 | 28,803,000 |
| 271 | Springfield Institution for Savings | 687,649,083 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **MICHIGAN** | | | | | | |
| 21 | First Federal of Michigan, Detroit | 4,800,965,564 | 30,116,447 | 88,371,398 | 416,799,741 | 20,563,754 | 204,479,155 |
| 26 | Standard Federal Bank, Troy | 3,918,460,787 | 27,339,477 | 57,083,753 | 627,022,303 | 29,171,481 | 205,027,382 |
| 94 | Great Lakes Federal S & L Assn., Ann Arbor | 1,577,771,899 | 8,348,200 | 17,912,681 | 169,681,177 | 34,404,759 | 75,765,178 |
| 193 | Detroit & Northern Savings, FA, Hancock | 924,227,000 | (157,000) | 13,662,000 | 99,780,000 | 0 | 54,031,000 |
| 256 | First Federal Savings Bank & Trust, Pontiac | 723,939,239 | (3,790,724) | 17,085,753 | 97,082,923 | 4,528,299 | 27,164,072 |
| 299 | Bloomfield Savings & Loan Assn., FA, Birmingham | 643,760,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **MINNESOTA** | | | | | | |
| 36 | Twin City Federal Savings & Loan Assn., Minneapolis | 3,083,666,000 | N.A. | 102,038,000 | 317,149,000 | 24,636,000 | 184,090,000 |
| 106 | Midwest Federal Savings & Loan Assn., Minneapolis | 1,453,260,933 | 15,040,471 | 15,649,426 | 136,666,442 | 4,454,743 | 28,765,108 |
| 117 | First Federal Savings & Loan Assn., Minneapolis | 1,326,033,283 | (9,431,795) | 37,620,640 | 139,391,546 | 8,917,479 | 108,123,909 |
| 139 | Minnesota Federal Savings & Loan Assn., St. Paul | 1,190,005,115 | (2,929,363) | 49,127,743 | 133,170,605 | 18,853,346 | 66,483,160 |
| | **MISSISSIPPI** | | | | | | |
| 275 | Unifirst Bank for Savings FA, Jackson | 680,455,000 | 2,100,562 | 22,471,000 | 85,848,000 | 14,441,000 | 43,467,000 |
| | **MISSOURI** | | | | | | |
| 33 | Community Federal Savings & Loan Assn., St. Louis | 3,165,279,000 | (23,942,000) | 85,308,000 | 239,859,000 | 9,492,000 | 260,689,0[illegible] |
| 51 | Farm & Home Savings Assn., Nevada | 2,400,475,427 | 6,111,600 | 47,325,426 | 222,246,256 | 16,705,993 | 103,986,5[illegible] |
| 157 | Roosevelt Federal Savings & Loan Assn., Chesterfield | 1,114,584,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 178 | St. Louis Federal Savings & Loan Assn., Clayton | 986,113,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 261 | Blue Valley Fed. Savings & Loan Assn., Kansas City | 718,342,428 | 435,874 | 10,196,892 | 136,259,708 | 3,222,493 | 37,854,188 |
| 267 | United Postal Savings Assn., St. Louis | 699,138,859 | 10,546,901 | 33,022,526 | 67,925,355 | 2,235,061 | 44,700,208 |

*—A breakdown of deposit accounts for the top 300 thrifts — savings banks and savings and loans — in deposits on 12/31/84.

NOW accounts— Negotiable Order of Withdawal accounts, excluding Super NOWs. MMDA's— Money Market Deposit Accounts introduced in December 1982. Super NOWs— NOW accounts introduced in January 1983. IRAs—Individual Retirement Accounts, plus Keough Plan Accounts. N.A.—Not available.

# Top Deposit Takers Among Thrifts*

## In Selected Deposit Categories as of December 31, 1984

## (Net Income for 1984 Included)

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| Rank 12/31/84 | | Total Deposits 12/31/84 | 1984 Net Income | NOW Accounts | MMDAs | Super NOWs | IRAs |
|---|---|---|---|---|---|---|---|
| | **NEBRASKA** | | | | | | |
| 121 | Commercial Federal Savings & Loan Assn., Omaha | 1,312,940,000 | 4,900,000 | 69,414,201 | 169,808,905 | 9,620,523 | 68,776,139 |
| 177 | First Federal Savings & Loan Assn., Lincoln | 990,313,803 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 188 | American Charter Federal S & L Assn., Lincoln | 942,964,172 | N.A. | 12,918,818 | 77,473,656 | 18,945,269 | 61,987,485 |
| | **NEVADA** | | | | | | |
| 204 | Nevada Savings & Loan Assn., Las Vegas | 871,349,616 | 8,055,752 | 12,471,733 | 194,101,347 | 14,235,232 | 34,208,965 |
| 207 | First Western Savings Assn., Las Vegas | 862,763,000 | 6,586,000 | 9,199,000 | 177,968,000 | 16,785,000 | 10,653,000 |
| | **NEW JERSEY** | | | | | | |
| 14 | City Federal Savings & Loan Assn., Elizabeth | 6,165,801,000 | 66,118,000 | 198,273,000 | 704,323,000 | 59,963,000 | 434,637,000 |
| 25 | Carteret Savings & Loan Assn., FA, Morristown | 3,985,635,000 | 7,521,000 | 59,435,896 | 445,465,511 | 55,728,809 | 241,074,000 |
| 32 | Howard Savings Bank, Newark | 3,168,664,000 | 10,330,000 | 37,415,000 | 433,759,000 | 8,828,000 | 247,166,000 |
| 62 | Hudson City Savings Bank, Paramus | 2,225,112,022 | 9,360,731 | 0 | 459,878,966 | 26,368,305 | 120,863,040 |
| 149 | Provident Savings Bank, Jersey City | 1,148,212,434 | 697,785 | 13,355,243 | 195,322,569 | 8,094,250 | 43,930,272 |
| 176 | Investors Savings & Loan Assn., Millburn | 993,509,740 | 15,263,312 | 5,664,670 | 416,999,243 | 20,978,945 | 13,347,162 |
| 183 | Lincoln Federal Savings & Loan Assn., Westfield | 959,313,000 | (1,665,000) | 21,387,000 | 142,123,000 | 973,000 | 85,572,000 |
| 206 | Collective Federal S & L Assn., Egg Harbor City | 865,038,792 | 5,783,000 | 19,951,530 | 108,237,080 | 9,337,020 | 64,034,100 |
| 216 | Columbia Savings & Loan Assn., Fair Lawn | 837,228,113 | 601,944 | 2,928,974 | 124,264,452 | 34,037,781 | 58,809,071 |
| 217 | Morris County Savings Bank, Morristown | 830,277,000 | 1,420,000 | 4,352,000 | 144,855,000 | 24,663,000 | 60,148,000 |
| 223 | Crestmont Federal Savings & Loan Assn., Maplewood | 814,620,840 | 752,008 | 25,027,511 | 114,134,902 | 19,810,782 | 52,099,034 |
| 247 | Queen City Savings & Loan Assn., Plainfield | 738,834,072 | 3,109,361 | 26,874,801 | 137,581,920 | 4,719,666 | 51,566,458 |
| 284 | Berkeley Fed. Savings & Loan Assn., Millburn | 663,482,380 | 4,608,796 | 13,754,984 | 84,207,919 | 29,915,815 | 4,680,403 |
| 296 | Jersey Shore Savings & Loan Assn., Toms River | 647,800,250 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 300 | Security Savings & Loan Assn., Vineland | 642,800,926 | 3,401,549 | 23,762,012 | 95,482,725 | 5,149,473 | 53,595,967 |
| | **NEW MEXICO** | | | | | | |
| 161 | Albuquerque Federal Savings & Loan Assn., N.M. | 1,095,213,921 | 5,969,000 | 37,195,578 | 115,558,916 | 6,226,180 | 45,361,909 |
| | **NEW YORK** | | | | | | |
| 6 | Goldome FSB, Buffalo | 9,798,109,652 | 3,902,584 | 158,685,000 | 1,279,633,000 | 14,284,000 | 688,742,000 |
| 9 | Empire of America FSB, Buffalo | 6,918,804,000 | (76,850,000) | 178,209,000 | 1,338,745,000 | 82,523,000 | 195,404,000 |
| 13 | Dime Savings Bank of New York FSB | 6,359,067,000 | (39,812,000) | 38,631,796 | 691,183,818 | 21,289,943 | 551,944,186 |
| 15 | CrossLand Savings FSB, Brooklyn, New York | 6,116,280,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 16 | Anchor Savings Bank FSB, Northport | 5,850,961,000 | (18,720,000) | 151,555,000 | 1,098,576,000 | 82,890,000 | 301,566,000 |
| 18 | Bowery Savings Bank, New York | 5,110,298,000 | (83,778,000) | 11,081,000 | 1,085,468,000 | 9,682,000 | 682,423,000 |
| 23 | Dollar-Dry Dock Savings Bank, Bronx, New York | 4,522,606,000 | (18,596,000) | 0 | 906,503,000 | 95,872,000 | 370,801,000 |
| 31 | Long Island Savings Bank FSB, Syosset | 3,336,239,000 | 24,373,000 | 49,062,000 | 762,787,000 | 2,681,000 | 238,931,000 |
| 35 | American Savings Bank FSB, New York | 3,085,643,000 | (5,118,000) | 0 | 549,669,000 | 76,937,000 | 200,131,000 |
| 38 | First Federal Savings & Loan Assn., Rochester | 3,024,455,000 | N.A. | 73,694,000 | 748,223,000 | 0 | 170,549,000 |
| 39 | Emigrant Savings Bank, New York | 3,001,955,639 | (34,381,330) | 10,273,000 | 537,949,000 | 29,732,000 | 299,968,000 |
| 46 | Manhattan Savings Bank, New York | 2,581,639,512 | 5,170,297 | 1,827,282 | 580,529,894 | 5,070,611 | 272,672,829 |
| 53 | Seamen's Bank for Savings FSB, New York | 2,355,542,000 | (3,807,000) | 848,000 | 354,209,000 | 761,000 | 162,846,000 |
| 56 | Williamsburgh Savings Bank, Brooklyn, New York | 2,300,590,638 | (27,789,478) | 5,514,012 | 387,849,952 | 0 | N.A. |
| 63 | Rochester Community Savings Bank | 2,201,006,370 | 12,762,603 | 54,673,000 | 338,333,000 | 1,222,000 | 151,825,000 |
| 64 | Lincoln Savings Bank FSB, Brooklyn, New York | 2,154,055,133 | (31,081,431) | N.A. | N.A. | N.A. | N.A. |
| 67 | Green Point Savings Bank, Brooklyn, New York | 2,103,451,568 | 21,338,759 | 14,536,399 | 329,660,306 | 3,973,085 | 168,267,000 |
| 72 | Greater New York Savings Bank, New York | 1,991,091,274 | (9,935,723) | 10,071,027 | 402,549,248 | 5,651,128 | 104,264,920 |
| 73 | East River Savings Bank, New York | 1,932,401,253 | (12,029,568) | 32,394,486 | 461,103,946 | 9,268,526 | 158,303,000 |
| 87 | Astoria Federal Savings & Loan Assn., Queens, New York | 1,668,396,570 | 8,213,206 | 5,905,905 | 222,131,527 | 23,493,323 | 130,364,911 |
| 92 | Albany Savings Bank FSB | 1,598,429,779 | (6,488,102) | 45,280,787 | 184,112,444 | 5,857,934 | 74,152,086 |
| 105 | Apple Bank For Savings, New York | 1,472,099,000 | 1,296,000 | 27,451,000 | 292,948,000 | 0 | 109,087,000 |
| 143 | Peoples Westchester Savings Bank, Tarrytown | 1,178,300,756 | (6,707,950) | 11,821,014 | 225,793,389 | 3,234,557 | 93,332,672 |
| 144 | East New York Savings Bank, New York | 1,168,847,294 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 153 | Onondaga Savings Bank, Syracuse | 1,136,239,196 | N.A. | 17,094,156 | 169,069,000 | 10,538,147 | 78,391,480 |
| 154 | Syracuse Savings Bank, N.Y. | 1,135,093,497 | (8,190,332) | 6,650,470 | 187,671,862 | 2,364,642 | 78,284,607 |
| 162 | Independence Savings Bank, Brooklyn, New York | 1,087,467,896 | 4,058,591 | 41,008,967 | 308,269,875 | 2,670,466 | 78,704,272 |
| 163 | Jamaica Savings Bank FSB, Lynbrook | 1,085,056,286 | (8,060,953) | 8,746,401 | 159,106,022 | 7,284,841 | 72,699,574 |
| 164 | Columbia Banking Federal S & L Assn., Rochester | 1,079,924,312 | (1,850,061) | 33,720,424 | 157,938,077 | 301,868 | 58,152,237 |
| 169 | Fidelity New York, FA, Floral Park | 1,041,078,810 | 5,384,786 | 39,337,393 | 239,611,835 | 788,360 | 77,070,642 |
| 195 | Ridgewood Savings Bank, Queens, New York | 915,721,031 | 1,270,203 | 0 | 173,968,040 | 796,252 | 69,063,889 |
| 199 | Hamburg Savings Bank, Brooklyn, New York | 896,568,000 | 554,000 | 8,415,000 | 108,917,000 | 0 | 51,289,000 |
| 205 | Roosevelt Savings Bank, Garden City | 868,793,400 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 238 | Eastern Savings Bank, Scarsdale | 765,466,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 242 | Columbia Federal Savings Bank, Queens, New York | 747,221,948 | 4,733,474 | 30,016,147 | 108,131,519 | 323,196 | 49,458,453 |
| 250 | Roslyn Savings Bank | 734,221,938 | 4,581,570 | 847,901 | 171,885,093 | 0 | 77,114,311 |
| 260 | Queens County Savings Bank, Queens, New York | 719,183,269 | (169,163) | 1,155,983 | 123,843,425 | 360,580 | 37,147,452 |
| 279 | Richmond Hill Savings Bank, Floral Park | 670,459,300 | 201,443 | 0 | 122,332,111 | 755,062 | 23,000,000 |
| 280 | Central Federal Savings, FSB, Long Beach | 666,592,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 285 | Home & City Savings Bank, Albany | 663,082,479 | (2,696,819) | 20,619,215 | 132,499,876 | 2,410,278 | 31,974,636 |
| 289 | Westchester Federal Savings Bank, New Rochelle | 658,657,972 | 4,232,650 | 22,788,832 | 126,798,682 | 6,225,502 | 32,444,000 |
| | **NORTH CAROLINA** | | | | | | |
| 240 | First American Savings Bank, Greensboro | 749,677,157 | 1,740,717 | 27,724,542 | 99,451,807 | 4,101,727 | 53,434,215 |
| 251 | First Home Federal Savings & Loan Assn., Greensboro | 730,919,000 | N.A. | 23,682,000 | 151,011,000 | 0 | 26,959,000 |
| | **NORTH DAKOTA** | | | | | | |
| 182 | Metropolitan Federal Bank FSB, Fargo | 959,671,000 | 7,695,586 | 24,958,660 | 87,981,082 | 8,849,892 | 68,434,353 |
| 287 | Midwest Federal Savings Bank, Minot | 660,339,468 | (13,289,088) | 18,078,093 | 47,399,009 | 4,460,999 | 34,208,917 |
| | **OHIO** | | | | | | |
| 60 | Transohio Savings Bank, FSB, Cleveland | 2,245,783,000 | 6,266,000 | 34,690,000 | 210,475,000 | 23,597,000 | 35,476,178 |
| 90 | Citizens Federal Savings & Loan Assn., Dayton | 1,644,191,882 | 3,317,579 | 19,564,443 | 267,199,873 | 42,633,099 | 116,953,316 |
| 93 | Broadview Savings & Loan Co., Cleveland | 1,591,730,213 | (8,282,865) | 49,611,506 | 203,542,110 | 2,930,313 | 120,357,301 |
| 119 | Ohio Savings Assn., Cleveland | 1,319,261,315 | 7,624,728 | 50,503,177 | 244,024,609 | 2,213,094 | 104,938,883 |
| 127 | Cardinal Federal Savings Bank, Cleveland | 1,280,606,530 | (1,217,213) | 21,147,000 | 156,486,000 | 10,686,000 | 97,370,000 |
| 128 | Gem Savings Assn., Dayton | 1,273,000,000 | 453,000 | 19,139,000 | 132,650,000 | 4,278,000 | 95,747,000 |
| 141 | Third Federal Savings & Loan Assn., Cleveland | 1,184,826,941 | 13,793,154 | 15,794,230 | 131,172,975 | 7,083,641 | 98,392,752 |
| 173 | First Federal Savings & Loan Assn., Toledo | 1,011,502,859 | 32,944 | 13,910,836 | 177,318,976 | 0 | 106,193,491 |
| 181 | Mid-America Federal Savings & Loan Assn., Columbus | 963,657,327 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 196 | Diamond Savings & Loan Co., Findlay | 911,273,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 197 | Buckeye Federal Savings & Loan Assn., Columbus | 909,397,533 | 972,441 | 32,121,000 | 115,465,000 | 4,739,000 | 41,217,000 |
| 201 | State Savings Bank, Columbus | 885,841,500 | 10,164,300 | 27,387,300 | 155,874,800 | 2,100,000 | 60,000,000 |
| 226 | Eagle Savings Assn., Cincinnati | 810,544,162 | N.A. | 26,646,215 | 81,734,523 | 2,081,287 | 81,468,680 |
| 246 | Equitable Federal Savings & Loan Assn., Lancaster | 739,069,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 257 | First Federal Savings Bank, Cleveland | 723,597,710 | 4,714,262 | 8,293,421 | 77,740,428 | 8,715,492 | 51,714,952 |
| 286 | Citizens Savings Bank, Canton | 661,371,129 | 3,641,037 | 17,212,213 | 44,324,046 | 1,878,756 | 40,359,000 |
| 293 | First Federal Savings & Loan Assn., Canton | 650,253,902 | 3,402,374 | 16,529,146 | 77,860,448 | 2,998,654 | 46,179,352 |
| 295 | Home Savings & Loan Co., Youngstown | 649,737,704 | 2,372,048 | 6,656,987 | 81,252,931 | 2,965,880 | 44,170,750 |

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*—A breakdown of deposit accounts for the top 300 thrifts — savings banks and savings and loans — in deposits on 12/31/84.

NOW accounts— Negotiable Order of Withdawal accounts, excluding Super NOWs. MMDA's— Money Market Deposit Accounts introduced in December 1982. Super NOWs— NOW accounts introduced in January 1983. IRAs—Individual Retirement Accounts, plus Keough Plan Accounts. N.A.—Not available.

# Top Deposit Takers Among Thrifts*
## In Selected Deposit Categories as of December 31, 1984
## (Net Income for 1984 Included)

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | | Total Deposits 12/31/84 | 1984 Net Income | NOW Accounts | MMDAs | Super NOWs | IRAs |
|---|---|---|---|---|---|---|---|
| | **OKLAHOMA** | | | | | | |
| 118 | Sooner Federal Savings & Loan Assn., Tulsa | 1,320,000,000 | 4,564,000 | N.A. | N.A. | N.A. | N.A. |
| 273 | Frontier Fed. Savings & Loan Assn., Ponca City | 683,234,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **OREGON** | | | | | | |
| 54 | Benjamin Franklin Federal S & L Assn., Portland | 2,346,573,804 | 3,816,803 | 77,993,618 | 344,382,067 | 10,719,996 | 256,428,911 |
| 104 | Far West Federal Bank, Portland | 1,473,547,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **PENNSYLVANIA** | | | | | | |
| 5 | Philadelphia Saving Fund Society | 10,966,927,000 | 71,991,000 | 83,667,000 | 1,086,363,000 | 41,473,000 | 659,089,000 |
| 45 | Atlantic Financial Federal, Bala Cynwyd | 2,790,839,000 | 6,421,023 | 38,613,585 | 412,232,684 | 4,376,820 | 221,858,520 |
| 65 | Dollar Bank FSB, Pittsburgh | 2,127,140,616 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 79 | First Federal Savings & Loan Assn., Pittsburgh | 1,845,000,000 | 8,600,000 | 57,500,000 | 369,000,000 | 2,400,000 | 159,589,000 |
| 95 | Hill Financial Savings Assn., Red Hill | 1,574,467,975 | 24,442,195 | 18,146,044 | 218,329,196 | 25,782,894 | 76,062,610 |
| 99 | Beneficial Savings Bank, Philadelphia | 1,535,636,000 | N.A. | 13,819,600 | 251,069,600 | 4,741,800 | 71,515,300 |
| 133 | Germantown Savings Bank, Bala Cynwyd | 1,244,135,888 | N.A. | 40,224,373 | 221,965,433 | 7,825,667 | 67,578,611 |
| 135 | Horizon Financial, FA, Southampton | 1,230,917,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 166 | Landmark Savings Assn., Pittsburgh | 1,071,260,000 | 441,000 | 16,437,000 | 219,814,000 | 0 | 53,718,000 |
| 219 | Commonwealth Federal S & L Assn., Norristown | 826,570,000 | 6,684,000 | 28,063,000 | 160,308,000 | 0 | 55,475,000 |
| 288 | First Federal Savings & Loan Assn., Flourtown | 659,325,000 | 7,100,000 | 13,300,000 | 121,900,000 | 400,000 | 59,000,000 |
| | **PUERTO RICO** | | | | | | |
| 236 | First Federal Savings Bank, Santurce | 772,328,715 | 3,410,101 | 13,515,105 | 0 | 74,198,170 | 1,290,223 |
| 297 | Caguas Federal Savings & Loan Assn. | 646,117,988 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **RHODE ISLAND** | | | | | | |
| 84 | Old Stone Bank FSB, Providence | 1,680,178,000 | 15,397,000 | 21,313,000 | 348,430,000 | 27,932,000 | 82,525,000 |
| 192 | Citizens Savings Bank FSB, Providence | 927,796,254 | 10,045,472 | 0 | 309,068,950 | 0 | 61,758,262 |
| | **SOUTH CAROLINA** | | | | | | |
| 122 | First Federal Savings & Loan Assn., Greenville | 1,309,478,000 | 1,430,000 | 86,326,000 | 133,507,000 | 5,670,000 | 103,339,000 |
| 241 | American Federal Bank FSB, Greenville | 748,945,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 245 | Security Federal Savings & Loan Assn., Columbia | 741,464,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **TENNESSEE** | | | | | | |
| 124 | Leader Federal Savings & Loan Assn., Memphis | 1,289,589,815 | 3,645,082 | 50,837,012 | 232,353,948 | 606,561 | 90,677,018 |
| 244 | Fidelity Federal Savings & Loan Assn., Nashville | 742,880,718 | (146,828) | 11,550,000 | 88,285,000 | 1,693,000 | 51,188,000 |
| 266 | Metropolitan Federal S & L Assn., Nashville | 703,120,000 | 7,267,000 | 2,966,000 | 72,199,000 | 16,488,000 | 37,658,000 |
| 282 | Home Federal Savings Bank of Tennessee, Knoxville | 664,736,722 | 3,503,061 | 40,046,436 | 59,330,475 | 1,865,010 | 24,737,381 |
| | **TEXAS** | | | | | | |
| 34 | Gibraltar Savings Assn., Houston | 3,108,717,548 | N.A. | 53,188,830 | 311,753,926 | 50,913,973 | 237,633,603 |
| 48 | First Texas Savings Assn., Dallas | 2,442,481,242 | 9,969,667 | 22,176,871 | 402,087,641 | 75,405,601 | 222,614,631 |
| 52 | University Savings Assn., Houston | 2,363,947,000 | 9,049,000 | 116,195,000 | 248,429,000 | 0 | 198,188,000 |
| 57 | United Savings Assn., Houston | 2,298,866,888 | 65,374,436 | 52,812,000 | 350,434,000 | 18,483,000 | 146,229,000 |
| 83 | Dallas Federal Savings & Loan Assn. | 1,700,063,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 98 | San Antonio Savings Assn. | 1,537,500,891 | 13,438,172 | 50,623,451 | 292,735,343 | 24,569,228 | 67,314,759 |
| 103 | Benjamin Franklin Savings Assn., Houston | 1,475,841,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 108 | Lamar Savings Assn., Austin | 1,410,635,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 138 | Sunbelt Savings Assn., Stephenville | 1,190,403,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 148 | Gill Savings Assn., Hondo | 1,151,893,391 | 15,395,573 | 12,593,182 | 232,646,168 | 1,517,617 | 24,957,000 |
| 152 | Texas Federal Savings & Loan Assn., Dallas | 1,140,011,189 | (5,831,612) | 47,413,285 | 269,635,839 | 24,458,763 | 104,897,126 |
| 155 | San Jacinto Savings Assn., Houston | 1,126,815,605 | 8,202,438 | 39,328,917 | 100,387,610 | 2,903,744 | 39,561,426 |
| 168 | Independent American Savings Assn., Grand Prairie | 1,043,826,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 172 | Guardian Savings & Loan Assn., Dallas | 1,020,984,000 | 4,727,000 | 13,867,000 | 111,317,000 | 2,872,000 | 25,118,000 |
| 203 | Western Savings Assn., Gatesville | 876,640,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 221 | Vernon Savings & Loan Assn. | 820,214,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 229 | State Savings & Loan Assn., Lubbock | 788,025,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 230 | City Savings & Loan Assn., San Angelo | 786,976,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 249 | Commonwealth Savings Assn., Houston | 735,420,008 | 12,561,207 | 14,709,604 | 61,954,349 | 2,199,521 | 4,038,493 |
| 278 | Commerce Savings Assn., Angleton | 671,857,266 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 292 | Alamo Savings Assn., San Antonio | 652,987,562 | N.A. | N.A. | N.A. | N.A. | N.A. |
| | **UTAH** | | | | | | |
| 76 | American Savings & Loan Assn., Salt Lake City | 1,911,753,000 | 294,000 | N.A. | 189,367,000 | N.A. | 59,397,000 |
| | **VIRGINIA** | | | | | | |
| 47 | Perpetual American Bank, FSB, McLean | 2,526,095,792 | 2,340,000 | 32,925,542 | 400,799,599 | 15,853,122 | 143,193,647 |
| 170 | Dominion Federal Savings & Loan Assn., McLean | 1,027,284,560 | 12,832,563 | 36,730,271 | 362,396,946 | 10,459,023 | 48,395,159 |
| 255 | Continental Federal Savings & Loan Assn., Fairfax | 725,399,992 | (1,163,627) | 31,189,555 | 178,881,444 | 16,429,704 | 65,419,237 |
| | **WASHINGTON** | | | | | | |
| 40 | Washington Mutual Savings Bank, Seattle | 2,981,964,000 | (9,540,000) | 0 | 1,226,516,000 | 0 | 97,834,000 |
| 86 | Pacific First Federal Savings Bank, Tacoma | 1,674,915,000 | 4,389,663 | 52,573,000 | 962,684,464 | 0 | 149,694,462 |
| 264 | Capital Savings Bank FA, Olympia | 708,518,187 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 269 | Washington Federal Savings & Loan Assn., Seattle | 692,530,000 | 22,146,000 | 0 | 168,390,043 | 0 | 46,327,527 |
| | **WISCONSIN** | | | | | | |
| 129 | Security Savings & Loan Assn., Milwaukee | 1,270,522,845 | 8,886,762 | 24,930,372 | 137,507,144 | 2,207,096 | 70,589,220 |
| 179 | First Savings Association of Wisconsin, Milwaukee | 972,871,000 | N.A. | N.A. | N.A. | N.A. | N.A. |
| 218 | Anchor Savings & Loan Assn., Madison | 827,767,650 | 4,693,690 | 15,880,354 | 98,217,154 | 7,702,904 | 58,069,580 |
| 234 | Mutual Savings & Loan Assn. of Wisconsin, Milwaukee | 773,532,054 | 4,633,907 | N.A. | N.A. | N.A. | N.A. |

*—A breakdown of deposit accounts for the top 300 thrifts — savings banks and savings and loans — in deposits on 12/31/84.

NOW accounts— Negotiable Order of Withdawal accounts, excluding Super NOWs. MMDA's— Money Market Deposit Accounts introduced in December 1982. Super NOWs— NOW accounts introduced in January 1983. IRAs—Individual Retirement Accounts, plus Keough Plan Accounts. N.A.—Not available.

# BofA Remains Top Deposit-Taking Institution in '84

Continued from Page 1

Tables include a deposit breakdown for the top 300 thrift institutions and the top 300 banks by NOWs, Super NOWs, money market deposit accounts, and IRAs. It also lists the top 25 deposit taking institutions (commercial banks, savings and loans, and savings banks). And it ranks the top 25 commercial banks, the top 25 thrifts, and the top 25 deposit institutions in individual retirement accounts.

Despite increases exceeding 30% in IRA deposits at thrifts and banks, other financial institutions registered a gain of over 60% in IRA deposits.

In 1984, thrifts accounted for 31.2% of the total IRA market, with $41.2 billion. That amount was an increase of 30.0% over 1983's total of $31.7 billion, or 34.7% of the market share. Commercial banks had a gain of 40.0% in these accounts in 1984, to $37.1 billion. However, their market share also declined to 28.1% from 29.0% in 1983.

Other financial institutions — which include insurance companies, mutual funds, brokerage houses, and credit unions — increased their share of the IRA market to 40.7%, compared with 36.3% in the previous year. In dollar amounts, that represents a rise of 62.2% to $53.7 billion from 1983's $33.1 billion.

According to some IRA marketers, the surge in individual retirement account deposits can be attributed, at least in part, as a shift from investing in IRAs as retirement vehicles to using them for tax relief and as investment instruments.

Entering the fourth year as a general public tax shelter, many of these accounts now have $8,000 in them, and deposit taking institutions are beginning to expand opportunities for customers to invest these contributions.

Previously, deposit taking institutions had been competing heavily with each other and with other segments of the financial sector. However, lately they've been joining forces with mutual funds, brokerage houses, and insurance companies to come up with more flexible investment products.

For instance, in October 1984, Federated Investors Inc., Pittsburgh, introduced two IRA plans for banks to sell to customers. One plan is a mutual fund link and the other is a mutual fund and discount brokerage link.

Other ideas to promote the use of IRAs include a plan to provide life insurance for banks to sell with their IRAs, which ITT Life Insurance, Minneapolis, came up with. The program, called IRA Builder Account, offered completion insurance, which guaranteed retirement benefits to customers in the event of disability or death.

And Leader Federal Savings & Loan Association, Memphis, Tenn., the 124th largest thrift in the U.S. and the largest in Tennessee, announced a plan for home-delivered IRAs. The idea was to give people with hectic schedules the ability to open up IRA accounts (particularly during income tax filing time) without having to come into a potentially overcrowded branch.

At yearend 1983, Leader Federal had $67.5 million in IRA deposits, which represented 5.5% of their total deposits. As of Dec. 31, 1984, the S&L had $90.7 million in IRAs — an increase of 34.4% — and 7.0% of total deposits.

The Bank of Virginia Co., Richmond, introduced self-directed IRAs last April that offered Fidelity Group mutual funds. Bank of Virginia, ranked 71, had IRA deposit growth of 64.3% in 1984, and IRAs now account for 4.4% of total deposits, compared with 2.8% in 1983.

### Small Increase for Total Deposits

However, while IRA deposits have been soaring at banks, deposits have not.

Total deposits increased only slightly more than 6% at commercial banks in 1984, and their deposit share fell more than three percentage points. At thrift institutions, the deposit share increased six percentage points.

Deposits at all commercial banks stood at $1.95 trillion at yearend, up 6.3% from the previous year's $1.83 trillion. The deposit share for all commercial banks fell from 71.4% in 1983 to 68.3% in 1984.

Results for the top 300 banks were similar: deposits were up 6.2%, to $1.2 trillion; the deposit share fell to 41.5% from 43.4% in 1983.

At thrift institutions, deposits rose 12.1% to $905.1 billion, from 1983's $807.2 billion. The thrift share of all deposits increased to 31.7% from 31.4%.

The top 300 thrifts showed slightly better results, with deposits increasing 14.5% to $561.7 billion from 1983's $490.4 billion. This represents an increase in the share of deposits to 19.7% from 19.1% in the previous year.

For the top 25 deposit taking institu-

➡ Deposit Takers: Page 38

## Top 25 Institutions in Individual Retirement Accounts

| IRA Rank 1984 | IRA Rank 1983 | | $ Amount in IRA Accounts 12/31/84 | $ Amount in IRA Accounts 12/31/83 | % of Deposits 1984 | % of Deposits 1983 | Deposit Rank 1984 | Deposit Rank 1983 |
|---|---|---|---|---|---|---|---|---|
| 1 | 1 | Bank of America NT&SA, San Francisco | 1,606,000,000 | 1,101,973,000 | 1.82 | 1.22 | 1 | 1 |
| **2** | **..** | **Home Savings of America,FA** | **917,261,000** | **N.A.** | **4.93** | **....** | **2** | **2** |
| **3** | **..** | **Great Western Savings, FS & LA** | **825,887,202** | **N.A.** | **4.95** | **....** | **3** | **3** |
| 4 | 5 | Citibank NA, New York | 823,000,000 | 487,000,000 | 1.03 | 0.62 | 2 | 2 |
| 5 | 3 | Wells Fargo Bank NA, San Francisco | 808,089,000 | 549,928,000 | 3.98 | 2.68 | 10 | 11 |
| **6** | **..** | **Goldome FSB, Buffalo** | **688,742,000** | **N.A.** | **7.03** | **..** | **6** | **6** |
| **7** | **2** | **Bowery Savings Bank** | **682,423,000** | **595,340,000** | **13.35** | **11.70** | **18** | **15** |
| **8** | **4** | **PSFS, Philadelphia** | **659,089,000** | **451,674,000** | **2.45** | **1.62** | **9** | **8** |
| 9 | 6 | First National Bank, Chicago | 635,148,000 | 451,674,000 | 2.45 | 1.62 | 9 | 8 |
| **10** | **..** | **Dime Savings Bank of New York FSB** | **551,944,186** | **N.A.** | **8.68** | **....** | **13** | **9** |
| **11** | **12** | **American S & L Assn., Stockton** | **489,578,000** | **269,411,000** | **2.41** | **1.48** | **1** | **1** |
| 12 | 10 | Security Pacific NA, Los Angesles | 482,463,000 | 310,204,000 | 1.56 | 1.12 | 7 | 9 |
| **13** | **..** | **California Fed S$L Assn., Los Angeles** | **461,767,000** | **N.A.** | **3.23** | **..** | **4** | **4** |
| **14** | **8** | **World Savings, FS & LA, Oakland** | **453,677,000** | **340,654,029** | **6.08** | **5.91** | **8** | **12** |
| **15** | **15** | **City Fed S&L Assn., Elizabeth** | **434,637,000** | **243,394,000** | **7.05** | **4.96** | **14** | **17** |
| 16 | 23 | Manufacturers Hanover Trust Co. | 376,938,000 | 185,438,000 | 0.83 | 0.44 | 4 | 4 |
| **17** | **9** | **Dollar-Dry Dock SB** | **370,801,000** | **331,027,000** | **8.20** | **6.99** | **23** | **18** |
| **18** | **..** | **Glendale Fed S&L Assn** | **357,322,000** | **85,190,000** | **4.01** | **1.13** | **7** | **7** |
| 19 | 19 | Chemical Bank | 342,362,000 | 213,781,000 | 0.98 | 0.64 | 6 | 6 |
| **20** | **..** | **Citicorp Savings of Ill., FS&LA** | **333,854,227** | **........** | **9.38** | **....** | **27** | **27** |
| 21 | .. | Chase Manhattan Bank NA | 329,987,000 | 114,178,000 | 0.56 | 0.19 | 3 | 3 |
| 22 | 17 | Marine Midland Bank NA | 328,282,000 | 217,039,000 | 2.06 | 1.32 | 12 | 13 |
| 23 | 16 | Crocker Nationl Bank | 317,841,000 | 231,053,000 | 1.76 | 1.21 | 11 | 12 |
| **24** | **22** | **Sears Savings Bank** | **316,086,000** | **188,901,000** | **6.56** | **4.97** | **20** | **23** |
| **25** | **..** | **Talman Home FS &LA** | **314,872,000** | **128,585,000** | **5.89** | **2.54** | **17** | **16** |
| | | **Total:Top 25** | **13,908,050,615** | | | | | |
| | | **Total:For Banks & Thrifts** | **78,300,000,000** | | | | | |
| | | **% share** | **17.76%** | | | | | |
| | | **Total:For all institutions** | **132,000,000,000** | | | | | |
| | | **% share:** | **10.54%** | | | | | |

## LEGAL ADVERTISING

### Legal Notice

DEA Case No. C9-85-Z001: Notice is hereby given that on 1/22/85, the following items were seized at Chase Lincoln Bank, Rochester, NY for violation of 21 USC 881: various items of jewelry; value $25,390.00. Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, PO Box 14210, Rochester, New York, a claim and cost bond of $2500 or 10 percent of the appraised value of the property, whichever is lower, but not less than $250 with approved surety on or before 4/22/85. An indigency petition may be filed in lieu of a cost bond. Otherwise, the property will be administratively forfeited pursuant to 19 USC 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 USC 1618 and 21 CFR 1316.71-1316.81 without filing a cost bond.

JOEL H. SHAPIRO
Resident Agent in Charge

### Partnership Notices

Substance of Certificate of Limited Partnership filed in New York County Clerk's office 3/7/85 of UNION SQUARE WEST ASSOCIATES, principal office 70 Pine St., NY, NY. Business: real property and related activities. Term: until Dec. 31, 2035 unless sooner terminated per Partnership Agreement (PA). General Partner (GP): Union Square West Corp., 70 Pine St., NY, NY. Limited Partner (LP): Square Euclid Corp., c/o Square Industries, 921 Bergen Ave., Jersey City, NJ., cash contribution $98.00, share of profits 98%. LP has not agreed to make additional contributions. No time agreed upon for return of LP's contribution. LF has right to assign interest. Any substituted or subsequent LP must have consent of GP to assign interest. No right given to admit any other LPs. Partnership terminates upon death, insanity, incompeiency, bankruptcy, insolvency or dissolution of corporate existence of GP. LP may not demand and receive property other than cash in return for contribution.

## Correction

Great American First Savings Bank, San Diego, Calif., has corrected the total deposit figure for yearend 1984 reported to the *American Banker*.

The total deposits on Dec. 31 were $4,558,526,000. Based on this corrected figure, the bank should have ranked 23d among thrift institutions and not 28th as reported in the Feb. 28 listing of the top 300 thrifts.

This correction was received too late to be incorporated in today's listing of the top deposit-takers.

Also, based on the corrected figure, Great American is the 13th largest thrift institution in California, not the 15th largest as reported earlier.

In addition, Great American's deposits rose 13% from midyear 1984 to yearend 1984. Therefore, the bank should not have been listed among the 10 largest deposit losers among the top 300 thrifts.

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top Deposit Takers** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

(1.) How would you **change** the listing to make it more useful?

________________________________________

(2.) What do you like **best** about this tabulation?

________________________________________

(3.) What do you like **least** about this tabulation?

________________________________________

(4.) **How** do you use this information in your work?

________________________________________

(5.) What **new** statistical survey would you like to see?

________________________________________

**Name and Institution (optional)**____________________

**Title**____________________

**Company**____________________

**Address**____________________

____________________________

**Phone**____________________

*Thank you for helping us improve.*

## Financial . . .

**Continued from Page 2**

haustive review [of our problems]. One of the reasons we're late with our fourth-quarter report is that we tried to identify, wherever humanly possible, all of the problems we may have and adequately reserve against those situations.

"Unfortunately, because the company experienced such tremendous growth, the [loan] documentation and data, in many instances, we found to be less than acceptable. And when you talk about virtually billions of dollars of mortgages, there possibly might be something that is not accounted for.

"But Peat Marwick Mitchell [Financial's auditors] and ourselves did whatever we possibly could at this juncture to account for the real estate and loan problems in our portfolio."

Financial said that American's scheduled items, including slow loans and foreclosed property, rose to $1.13 billion, or 5.36% of specified assets, at Dec. 31, compared with $729.3 million, or 4.07%, a year earlier. However, the Dec. 31 figure is lower than the $1.28 billion in scheduled items, or 5.63% of specified assets, at Sept. 30, 1984. Specified assets include those assets sold subject to contracts of sale.

"We're not interested in selling properties at a fire sale level," said Mr. Popejoy, adding that the sale of foreclosed properties could take one or more years. "Unfortunately, when institutions such as ours have large holdings of property, it's perceived that the outside world can come in and get terrific bargains."

### Knapp Proposal Considered

Mr. Popejoy said Financial is "still reviewing" a proposal by an investor group headed by former Financial chairman Charles W. Knapp to buy most of the company's problem loans. The proposed transaction, which could be worth more than $1 billion, would be 80% financed by Financial.

"We plan to respond [to the offer] in the best interests of our shareholders," said Mr. Popejoy, who succeeded Mr. Knapp as chairman and chief executive officer last August, when Mr. Knapp was forced to resign under pressure from federal regulators.

The move came after American suffered a deposit outflow of $6.84 billion in the third quarter of 1984, after the SEC forced Financial to restate its first-half earnings, which resulted in a $79.9 million loss, instead of a $75.3 million profit.

In other matters, Mr. Popejoy said the company's "timetable to achieve its net worth objectives received a setback" because of its losses. At Dec. 31, American Savings' net worth was $367 million, and its net worth ratio was 0.5% of assets. Financial estimates it would need $984.7 million of additional equity or subordinated debt to bring net worth to a minimum 4% of liabilities plus 20% of scheduled items as required by the Federal Home Loan Bank Board. That requirement paved the way for its merger with First Charter Financial Corp. in 1983. Most savings institutions are required to have capital of at least 3% of assets.

In its 10-K report, Financial said the Bank Board "indicated that it will take no supervisory action based solely upon American's failure to comply with its net worth requirements" and its failure to have a fidelity bond in force as required by Bank Board regulations.

Mr. Popejoy in January said he hoped American could meet its 4% net worth objective by the end of 1985.

Mr. Popejoy declined to be specific about the company's plans to bolster its net worth.

"We're not particularly interested in discussing all of our strategies publicly," he said. But, he observed, net worth could be strengthened, in part, through a return to profitability and the sale of assets.

"We are trying to sell assets at a profit and we're trying to convert as much of REO [real estate owned] into cash or at least earning assets as quickly as possible."

Mr. Popejoy said he envisions shrinking the company's assets to $24 billion to $24.5 billion from the $28.5 billion at Dec. 31. Total assets were $21.8 billion at Dec. 31, 1983 and $31.1 billion at Sept. 30, 1984.

"If we were to sell or dispose of additional assets, it could hurt the company, because such sales might result in additional losses," he said. "We plan to continue to look at our operating expenses," he added.

Last October, Financial announced it would reduce its work force 20% by laying off 1,500 of 7,500 employes.

In its 10-K report, FCA disclosed:

- American Savings "does not expect to be able to pay dividends during 1985." FCA's own ability to pay dividends is dependent on receipt of dividends from American. FCA omitted its common stock dividend of 5 cents a share in the 1985 first quarter.
- American had a net deposit gain of $2.15 billion in the fourth quarter, bringing total deposits to $20.3 billion at Dec. 31. Institutional deposits were reduced to 37.3% of American's deposit base.
- FCA's auditors Peat Marwick Mitchell & Co., declined to express an opinion on the company's financial statements, saying: "It was impractical for us to determine the extent to which certain significant charges to operations made in 1984, which increased the reported 1984 net loss, relate to prior years and the extent to which the application of generally accepted accounting principles in the preparation of the 1984 consolidated financial statements was consistent with that of the prior year."

FCA's financial statements for 1983 and 1983 were audited by Arthur Andersen & Co.

FCA's $512.1 million fourth-quarter loss, on revenues of $880.6 million, compares with profits of $56.3 million, or $1.18 a share, on revenues of $721.8 million a year earlier.

The $590.5 million loss for all of 1984, on revenues of $3.28 billion, compares with profits of 172.5 million, or $5.13 a share, on revenues of $1.83 billion a year earlier. ■

## Wideman . . .

**Continued from Page 3**

Mr. Wideman said he decided to allow the thrift to ease out of its tangled transactions with E.S.M. Government Securities Inc. instead of forcing Home State to pull out of the deals immediately.

If it had ended the deals abruptly, Home State would have lost millions of dollars and probably would have closed, Mr. Wideman recalled.

Regulators thought a gradual withdrawal would reduce losses and make the losses bearable, he said. Mr. Wideman said he feared at the time that a panic triggered by the closing of Home State, Cincinnati's largest savings and loan, could severely test the resources of the Ohio Deposit Guarantee Fund, the state-regulated private fund that guaranteed the deposits at Home State and some 70 other Ohio savings and loans.

### Million Dollar Question

"The million dollar question is whether we should have incurred the loss then and wiped out Home State, or whether we should have done what we did and wiped out the whole system now," Mr. Wideman said.

"In retrospect, those persons who are now saying we should have let Home State fail and let the guarantee fund take over, those guys are right. Obviously, if I'd known then what I know now, I might have done it differently."

Disclosures earlier this month that Home State would suffer huge losses (now estimated to be at least $145 million) from its dealings with E.S.M., following the Florida firm's closing amid fraud allegations, triggered a run on Home State's deposits. That in turn led Gov. Richard F. Celeste to close 71 other privately insured thrifts. Most of the thrifts have been permitted to reopen, but many of them only for limited business. Home State remains closed.

### Successor Followed Similar Policy

From all accounts, Mr. Wideman's successor, C. Lawrence Huddleston, followed a similar policy, even after Home State's officials reportedly reneged on a signed agreement and doubled its dealings with the Florida firm to almost $700 million.

Mr. Huddleston, who left state government last December, said he did not want to comment on the Home State matter until he could examine state records. "I will comment appropriately at some later date," he said.

Mr. Wideman said he did not know why the serious nature of Home State's problems did not come to his attention until 1982, when Home State had been heavily invested with E.S.M. as far back as 1980. Mr. Wideman said regulators may not have detected the problem until 1982, or they may not have considered the problem a serious one until then, or they may have discussed the matter before 1982 but he had forgotten.

By the time the state discovered the depth of Home State's involvement with E.S.M., the savings and loan already stood to lose millions, Mr. Wideman said.

Regulators in 1982 were unaware of the alleged fraud by E.S.M.'s operators and the alleged insider dealings between E.S.M. and Home State officials, Mr. Wideman said. The allegations surfaced publicly after E.S.M.'s closing early this month.

State examiners "did a good job" in supervising Home State, Mr. Wideman contended.

"Everything they [Home State] did was legal. It was just wrong," Mr. Wideman said.

### Depositors Unhappy

Although Mr. Wideman believes the state did a good job, Home State depositors take a different view. A group of those depositors have scheduled a second motorcade to Columbus, the state capital, in an effort to get assurances that they will not lose any of their money at Home State.

Another motorcade of Home State depositors from Cincinnati and Dayton drew a small crowd. But organizers of the second motorcade, scheduled to leave Cincinnati this morning, said they expect a better turnout.

One of the organizers, Lisa Neidich of Cincinnati, said she has petitions with thousands of signatures asking Gov. Celeste and state legislators to clear the way for the sale of Home State.

The state Senate financial institutions committee is scheduled to hold a hearing Wednesday on a bill that would allow an out-of-state bank holding company to acquire Home State.

Meanwhile, there has been no progress reported in negotiations to find a buyer. "The state is doing all it can to generate interest in the purchase of Home State," said Rick Spencer, a spokesman for the Ohio Department of Commerce. "We're trying to generate interest both in state and out of state." ■

## Bank of St. Louis County Elects Thiebauth Exec VP

CLAYTON, Mo. — John J. Thiebauth has been elected executive vice president of Commerce Bank of St. Louis County, a member bank of Commerce Bancshares Inc.

Mr. Thiebauth, who continues as president of another affiliate, Commerce Bank of St. Louis, joined the Commerce organization in 1984. He has served in several management positions at the bank in St. Louis. ■

## Deposit Takers . . .

**Continued from Page 37**

tions — 19 of which are commercial banks — deposits were up a slight 1.7% to $667.6 billion. The deposit share for these institutions dropped to 23.4% in 1984, from the prior year's 25.6%.

### Other Survey Findings

- IRA deposits at the top 25 thrifts were up 70.8% in 1984 to $10.6 billion. This represented 25.7% of the total thrift IRA market; 12.3% of the deposit taker market (which includes credit unions); and 8.0% of the total IRA market, which includes "other institutions," such as brokerage, insurance companies, mutual funds, and credit unions.
- For the top 25 banks, IRA deposits increased 52.0% to $9.1 billion, accounting for 24.6% of the bank market; 10.6% of the bank and thrift market; and 6.9% of the total market.
- And at the top 25 institutions — banks and thrifts — IRAs rose 64.8% to $13.9 billion. This made up 16.2% of the bank/thrift market and 10.5% of the total market.
- The top three commercial banks for NOW accounts are: Wells Fargo Bank, San Francisco, with $1.4 billion; Citibank, New York, with $859.0 million; and Crocker National Bank, San Francisco, with $642.8 million. The top three thrifts are: Northeast Savings FA, Hartford, Conn., with $380.3 million; Home Savings of America FA, Irwindale, Calif., with $321.2 million; and Atlantic Federal Savings & Loan Association, Fort Lauderdale, Fla., with $304.0 million.
- The top three banks in money market deposit accounts, or MMDAs, are: Bank of America, with $13.5 billion; Citibank, with $7.0 billion; and Chemical Bank, New York, with $5.9 billion. The top thrifts: Home Savings of America, with $3.7 billion; California Federal Savings & Loan Association, Los Angeles, with $1.7 billion; and Great Western Savings FS&LA, Beverly Hills, Calif., with $1.6 billion.
- The top banks in net income are: Citibank, with $777.0 million; Morgan Guaranty Trust Co., New York, $491.7 million; and Chase Manhattan Bank, New York, with $383.5 million.
- Banks with the largest increase in IRA deposits are: Banco de Ponce and Banco Popular, both of Puerto Rico, with increases of 447.1% and 296.6%, respectively; and the Commerce Bank of Kansas City, Mo., whose IRAs increased 217.4%. In all, 17 banks doubled their individual retirement accounts, and three of those were members of the Barnett banking system in Florida. ■

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The Daily Financial Services Newspaper

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## TODAY

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**CLOSE SHAVE:** A small Oklahoma thrift got out from under all but one deal in what was a huge exposure in reverse repurchase agreements.... 2

**AROUND THE CORNER:** Proponents of the automated clearing house are once again looking to "next year" as the time when the network will turn the corner... .................................. 2

**INDIANA:** The governor of Indiana is expected to sign into law a bill that would make Indiana the first Midwest state to allow regional interstate banking............................. 3

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**OUTSIDERS:** Sixty-five banks controlled by interests outside the commercial banking industry now are in business in the United States, and 66 other such banks are awaiting approval... ..................................... 3

**EARNINGS:** Chase Manhattan Corp. posted a 31% increase in first-quarter earnings over the same period last year ... Continental Illinois Corp. reported operating earnings in the first quarter dropped to $24 million, compared to $36 million for the year-earlier period ... BankAmerica Corp. reported a 13% increase in first-quarter profits from a year earlier... .................................. 8

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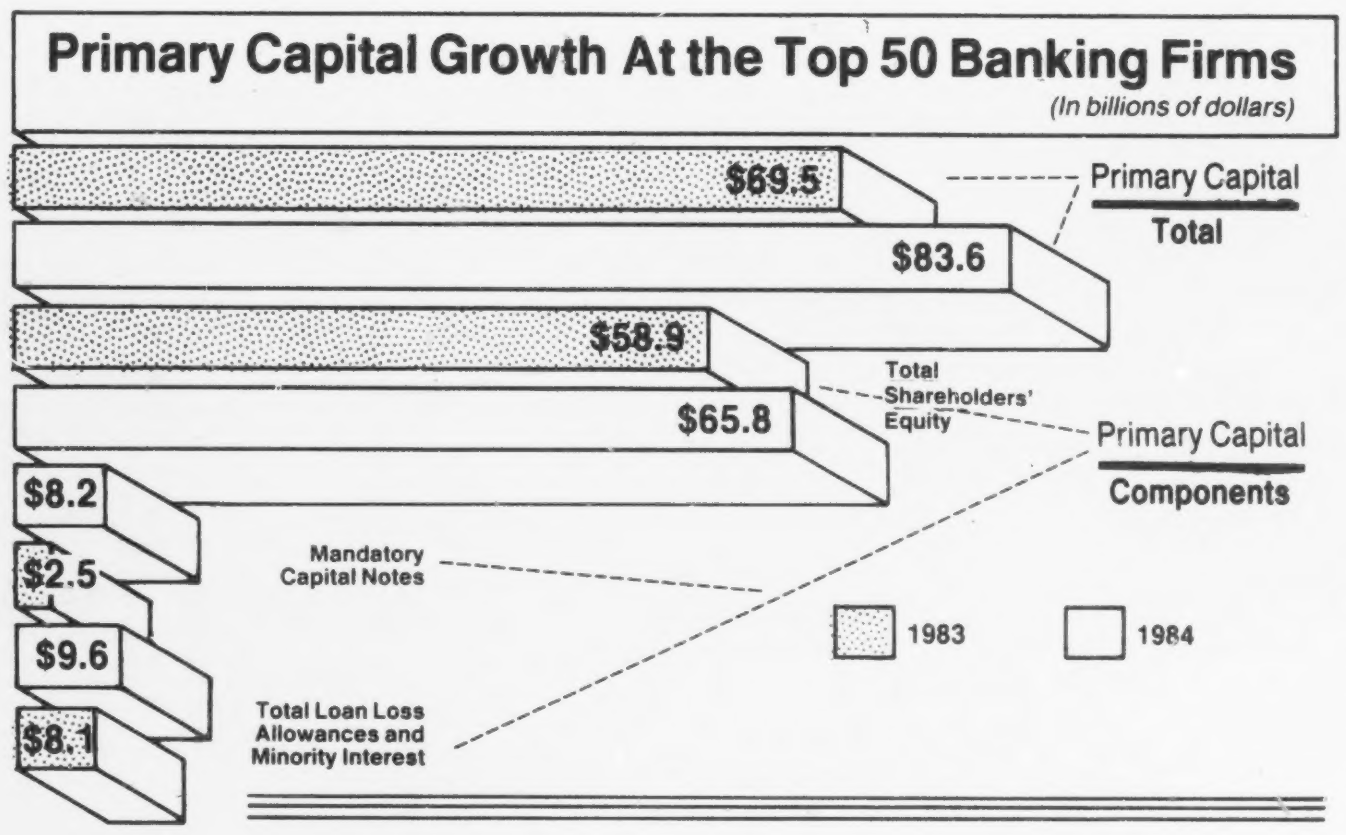
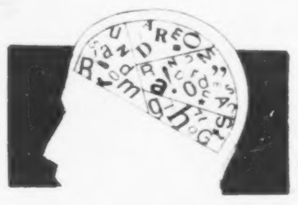
# Top 50 Bank Parents Show Capital Rise of 20.3%



## Random Thoughts



By SANFORD ROSE

Three California giants — Wells Fargo, Security Pacific, and First Interstate — appear to have three distinct approaches to asset-liability management.

Because it believes that there is a liquidity premium in longer rates, Wells has a natural bias toward borrowing short and lending long — provided the mismatch is confined to the under-one-year period. But Wells does not vary its short-funding posture based on any specific forecast of interest rates.

That is, its mismatch depends on structural rather than expectational considerations. Even if management thinks that rates are slated to rise, the bank will generally adhere to a liability-sensitive posture because it has limited confidence in all interest-rate forecasts, and, in the long run, the expected value of remaining liability sensitive will be positive — i.e., net interest income will be higher than it would be if the bank oscillated between short funding and long funding.

Security Pacific also has a bias toward liability sensitivity, but its

Random Thoughts: Page 4

## Mandatory Convertible Notes Account for Large Segment Of Growth, Survey Reveals

By L. MICHAEL CACACE

NEW YORK — Primary capital rose 20.3% last year at the top 50 bank holding companies in primary capital funds. And more than 40% of this growth was attributable to the issuance of mandatory capital notes — subordinated notes that mandate conversion into common stock — by almost half of the top 50 firms.

These are some of the findings of *American Banker*'s third annual survey of the top 100 commercial banks in total capital funds. This year's survey has been expanded to include a new listing of the top 50 bank holding companies in primary capital. The new listing includes a two-year comparison of primary capital, total capital, total shareholders' equity capital, and total assets for the top 50 firms in primary capital. In addition, the average primary capital-to-assets ratios for 1984 and 1983 are shown for each banking firm, as well as their total assets rank for yearend 1984. Another new listing identifies all bank holding companies that had $400 million or more in primary capital on Dec. 31, and lists them alphabetically along with their capital-to-assets ratio and their yearend asset rank.

Primary capital is the sum of total shareholders' equity, mandatory convertible notes, the allowance for loan losses, and minority interest in consolidated subsidiaries. It has become the major gauge of capital proficiency. Last year, federal regulators required most of the larger banking firms to increase their minimum primary capital-to-assets ratio one-half of one percentage point to 5.5%.

There are three basic reasons for the

➞ Capital: Page 46

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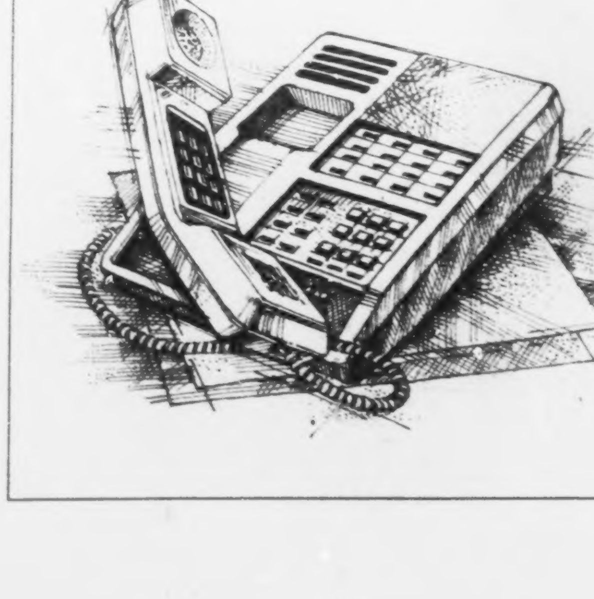
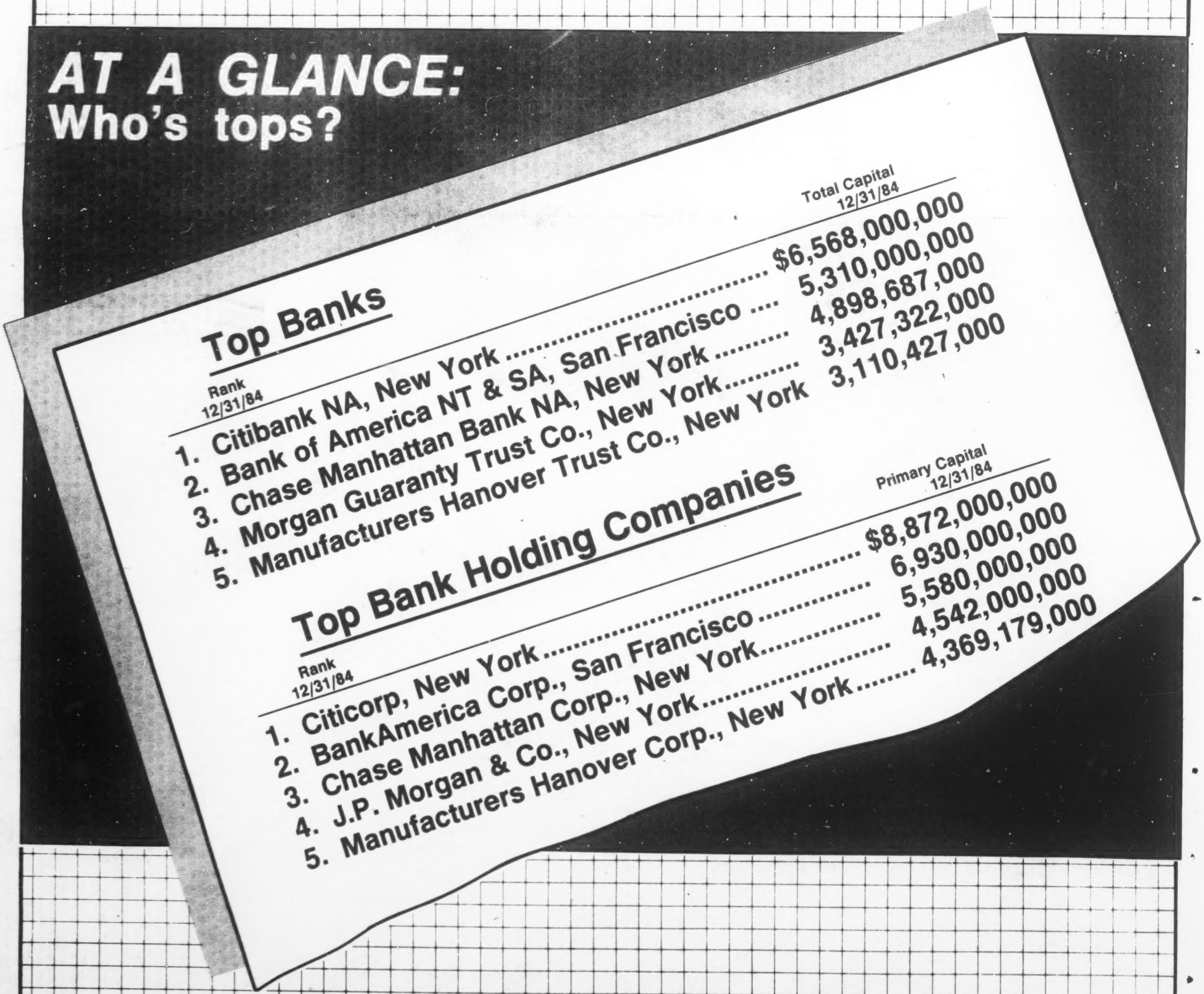


# American Banker

## Ranks the Top Banks and Bank Holding Companies in Capital

***AT A GLANCE:***
**Who's tops?**



### Top Banks

| Rank 12/31/84 | | Total Capital 12/31/84 |
|---|---|---|
| 1. | Citibank NA, New York | $6,568,000,000 |
| 2. | Bank of America NT & SA, San Francisco | 5,310,000,000 |
| 3. | Chase Manhattan Bank NA, New York | 4,898,687,000 |
| 4. | Morgan Guaranty Trust Co., New York | 3,427,322,000 |
| 5. | Manufacturers Hanover Trust Co., New York | 3,110,427,000 |

### Top Bank Holding Companies

| Rank 12/31/84 | | Primary Capital 12/31/84 |
|---|---|---|
| 1. | Citicorp, New York | $8,872,000,000 |
| 2. | BankAmerica Corp., San Francisco | 6,930,000,000 |
| 3. | Chase Manhattan Corp., New York | 5,580,000,000 |
| 4. | J.P. Morgan & Co., New York | 4,542,000,000 |
| 5. | Manufacturers Hanover Corp., New York | 4,369,179,000 |

# Top 100 Banks in the U.S. in Total Capital Funds

## Ranked by Total Capital Funds Dec. 31, 1984

Compiled by American Banker Copyright 1985

| Rank 12/31/84 | Name of Bank, City, and State | TOTAL CAPITAL FUNDS | | Rank 12/31/83 | Gain | TOTAL ASSETS 12/31/84 | Ratio: Capital to Assets(%) | Deposit Rank 12/31/84 |
|---|---|---|---|---|---|---|---|---|
| | | 12/31/84 | 12/31/83 | | | | | |
| 1 | Citibank NA, New York | 6,568,000,000[1] | 5,924,000,000 | 1 | | 120,054,000,000 | 5.5 | 2 |
| 2 | Bank of America NT & SA, San Francisco | 5,310,000,000[1] | 4,200,083,000 | 2 | | 104,084,000,000 | 5.1 | 1 |
| 3 | Chase Manhattan Bank NA, New York | 4,898,687,000[3] | 4,102,850,000[3] | 3 | | 80,399,540,000 | 6.1 | 3 |
| 4 | Morgan Guaranty Trust Co., New York | 3,427,322,000[1] | 3,214,816,000[1] | 4 | | 63,540,749,000 | 5.4 | 5 |
| 5 | Manufacturers Hanover Trust Co., New York | 3,110,427,000[1] | 2,690,968,000[1] | 5 | | 62,426,652,000 | 5.0 | 4 |
| 6 | Chemical Bank, New York | 2,962,461,000[1] | 2,360,725,000[1] | 6 | | 51,232,082,000 | 5.8 | 6 |
| 7 | Bankers Trust Co., New York | 2,320,142,000[1] | 1,848,424,000[1] | 7 | | 44,142,280,000 | 5.3 | 8 |
| 8 | Security Pacific National Bank, Los Angeles | 2,078,739,000[1] | 1,685,790,000[1] | 9 | + 1 | 40,149,543,000 | 5.2 | 7 |
| 9 | Continental Illinois National Bank & Trust Co., Chicago | 1,890,042,000 | 1,830,554,000 | 8 | | 30,063,705,000 | 6.3 | 13 |
| 10 | First National Bank, Chicago | 1,734,920,000[1] | 1,625,644,000[1] | 10 | | 35,041,579,000 | 5.0 | 9 |
| 11 | Wells Fargo Bank NA, San Francisco | 1,563,044,000[3] | 1,115,508,000[3] | 12 | +1 | 24,025,070,000 | 6.5 | 10 |
| 12 | Republic National Bank, New York | 1,275,137,000 | 906,386,000 | 17 | + 5 | 11,709,008,000 | 10.9 | 20 |
| 13 | Mellon Bank NA, Pittsburgh | 1,219,758,000[1] | 930,407,000 | 16 | + 3 | 24,530,492,000 | 5.0 | 15 |
| 14 | Marine Midland Bank NA, Buffalo, N.Y. | 1,195,744,000[1] | 1,006,890,000[1] | 14 | | 21,677,969,000 | 5.5 | 12 |
| 15 | First Interstate Bank of California, Los Angeles | 1,195,014,000[1] | 1,131,790,000[1] | 11 | | 20,041,590,000 | 6.0 | 14 |
| 16 | Crocker National Bank, San Francisco | 1,092,699,000[1] | 1,017,288,000[1] | 13 | | 22,000,855,000 | 5.0 | 11 |
| 17 | Irving Trust Co., New York | 1,052,825,000[1] | 932,923,000[1] | 15 | | 16,456,773,000 | 6.4 | 17 |
| 18 | First National Bank, Boston | 920,560,000 | 763,226,000 | 18 | | 18,367,026,000 | 5.0 | 16 |
| 19 | RepublicBank Dallas NA | 821,543,000[1] | 674,658,000[1] | 19 | | 14,378,368,000 | 5.7 | 19 |
| 20 | National Bank of Detroit | 801,536,000[1] | 670,071,000[2] | 20 | | 11,867,461,000 | 6.8 | 21 |
| 21 | Bank of New York | 685,556,000[1] | 643,165,979[1] | 21 | | 14,714,330,000 | 4.7 | 18 |
| 22 | Union Bank, Los Angeles | 631,364,000[1] | 449,246,000[1] | 31 | + 9 | 7,970,656,000 | 7.9 | 32 |
| 23 | Texas Commerce Bank NA, Houston | 618,387,000[1] | 531,813,000[1] | 22 | | 12,142,159,000 | 5.1 | 27 |
| 24 | Citibank (South Dakota) NA, Sioux Falls | 580,563,000 | 425,742,000 | 34 | +10 | 6,619,234,000 | 8.8 | 87 |
| 25 | Seattle-First National Bank | 568,733,000[1] | 387,071,000[1] | 38 | +13 | 8,776,352,000 | 6.5 | 29 |
| 26 | European American Bank, New York | 563,345,000[1] | 440,664,000[1] | 33 | + 7 | 7,460,817,000 | 7.6 | 33 |
| 27 | NCNB National Bank of North Carolina, Charlotte | 561,807,000[1] | 505,113,000[1] | 24 | | 10,296,422,000 | 5.5 | 24 |
| 28 | InterFirst Bank Dallas NA | 547,011,000[1] | 476,902,000[1] | 27 | | 10,652,000,000 | 5.1 | 25 |
| 29 | Wachovia Bank & Trust Co. NA, Winston Salem, N.C. | 546,565,070[1] | 479,917,276[1] | 26 | | 8,592,319,000 | 6.4 | 28 |
| 30 | Southeast Bank NA, Miami | 528,522,000[1] | 445,342,000[1] | 32 | + 2 | 9,544,003,000 | 5.5 | 22 |
| 31 | First City National Bank, Houston | 516,619,000[1] | 449,896,000[1] | 30 | | 9,495,920,000 | 5.4 | 31 |
| 32 | National Westminster Bank USA, New York | 509,629,000[1] | 504,262,000[1] | 25 | | 8,749,413,000 | 5.8 | 26 |
| 33 | Sovran Bank NA, Richmond, Va. | 504,921,000[1] | 454,691,000[1] | 28 | | 8,148,098,000 | 6.2 | 30 |
| 34 | Pittsburgh National Bank | 497,772,000[1] | 422,500,000[1] | 35 | + 1 | 9,116,191,000 | 5.5 | 39 |
| 35 | AmeriTrust Co. NA, Cleveland | 452,630,000 | 528,144,000 | 23 | | 6,617,758,000 | 6.8 | 43 |
| 36 | Valley National Bank, Phoenix | 452,429,000 | 412,956,000 | 36 | | 8,532,058,000 | 5.3 | 23 |
| 37 | First National Bank, Atlanta | 431,216,000[1] | 325,253,000[1] | 51 | +14 | 6,426,324,000 | 6.7 | 50 |
| 38 | Philadelphia National Bank | 428,901,000[1] | 390,545,000[1] | 37 | | 7,169,777,000 | 6.0 | 40 |
| 39 | First Fidelity Bank NA, Newark, N.J. | 425,051,000[1] | 154,872,000[1] | 109 | +70 | 7,161,788,000 | 5.9 | 34 |
| 40 | Harris Trust & Savings Bank, Chicago | 411,669,000 | 358,620,000[2] | 42 | + 2 | 7,767,647,000 | 5.3 | 37 |
| 41 | United States National Bank, Portland, Ore. | 406,063,000[1] | 364,883,000[1] | 40 | | 6,596,937,000 | 6.2 | 44 |
| 42 | Citizens & Southern National Bank, Atlanta | 404,166,000[1] | 380,070,000[1] | 39 | | 7,411,188,000 | 5.5 | 38 |
| 43 | First National Bank, Minneapolis | 389,265,000[1] | 341,778,000[1] | 44 | + 1 | 8,318,041,000 | 4.7 | 48 |
| 44 | First Interstate Bank of Arizona NA, Phoenix | 380,048,000[1] | 342,832,000[1] | 43 | | 5,703,645,000 | 6.7 | 47 |
| 45 | First Pennsylvania Bank NA, Philadelphia | 378,933,000[1] | 451,956,000[1] | 29 | | 5,361,383,000 | 7.1 | 62 |
| 46 | United Virginia Bank, Richmond | 377,614,000[1] | 338,935,000[1] | 47 | + 1 | 5,847,503,000 | 6.5 | 52 |
| 47 | Citibank (New York State) NA, Buffalo | 376,420,000 | 339,863,000 | 46 | | 3,905,037,000 | 9.6 | 110 |
| 48 | First Interstate Bank of Oregon NA, Portland | 376,179,000[1] | 361,377,000[1] | 41 | | 5,529,563,000 | 6.8 | 58 |
| 49 | Comerica Bank-Detroit | 369,581,052[1] | 307,354,000 | 54 | + 5 | 7,175,234,960 | 5.2 | 35 |
| 50 | Rainier National Bank, Seattle | 369,206,000[1] | 328,603,000[1] | 49 | | 7,270,970,000 | 5.1 | 36 |
| 51 | First Union National Bank, Charlotte, N.C. | 366,490,000[1] | 341,296,000[1] | 45 | | 7,177,223,000 | 5.1 | 57 |
| 52 | Northern Trust Co., Chicago | 362,521,000[1] | 322,891,000 | 52 | | 6,628,028,000 | 5.5 | 54 |
| 53 | MBank Dallas NA | 353,436,000[1] | 308,649,000 | 53 | | 6,330,716,000 | 5.6 | 41 |
| 54 | Morgan Bank (Delaware), Wilmington | 341,284,000[1] | 326,503,000[1] | 50 | | 2,771,348,000 | 12.3 | 194 |
| 55 | Huntington National Bank, Columbus, Ohio | 339,159,000 | 201,689,000 | 82 | +27 | 5,511,072,000 | 6.2 | 59 |
| 56 | Fidelity Bank NA, Malvern, Pa. | 335,825,000[1] | 66,615,235[1] | 262 | +206 | 5,904,728,000 | 5.7 | 46 |
| 57 | Connecticut National Bank, Hartford | 334,869,000[1] | 252,115,000[1] | 63 | + 6 | 6,053,504,000 | 5.5 | 45 |
| 58 | Mellon Bank (East) NA, Philadelphia | 330,504,000[3] | 333,572,000[1] | 48 | | 4,156,709,000 | 8.0 | 83R |
| 59 | NCNB National Bank of Florida, Tampa | 329,352,000[1] | 174,797,000[1] | 95 | +36 | 4,574,247,000 | 7.2 | 63 |
| 60 | Florida National Bank, Jacksonville | 314,827,000 | 246,640,000 | 66 | + 6 | 5,269,650,000 | 6.0 | 56 |
| 61 | Connecticut Bank & Trust Co., NA, Hartford | 312,067,000[1] | 279,395,000[1] | 59 | | 6,583,484,000 | 4.7 | 42 |
| 62 | Norwest Bank Minneapolis NA | 308,866,000[1] | 306,776,000[1] | 55 | | 5,965,067,000 | 5.2 | 49 |
| 63 | BancOhio National Bank, Columbus | 307,120,000[1] | 301,955,000[1] | 56 | | 4,626,122,000 | 6.6 | 66 |
| 64 | First Tennessee Bank NA, Memphis | 302,993,000[1] | 124,130,000[1] | 135 | +71 | 4,647,538,000 | 6.5 | 65 |
| 65 | AmSouth Bank NA, Birmingham, Ala. | 296,027,000 | 283,646,000 | 57 | | 4,301,905,000 | 6.9 | 73 |
| 66 | Maryland National Bank, Baltimore | 294,722,000 | 264,634,000 | 60 | | 6,296,791,000 | 4.7 | 61 |
| 67 | Chase Lincoln First Bank NA, Rochester, N.Y. | 293,196,000[1] | 237,778,000[1] | 70 | + 3 | 4,154,750,000 | 7.1 | 69 |
| 68 | Bank of Tokyo Trust Co., New York | 293,040,595[1] | 283,521,000[1] | 58 | | 5,085,727,000 | 5.8 | 55 |
| 69 | Riggs National Bank, Washington, D.C. | 288,636,000[1] | 207,275,000 | 77 | + 8 | 5,117,410,000 | 5.6 | 60 |
| 70 | Manufacturers National Bank, Detroit | 282,899,000[1] | 259,397,000[1] | 62 | | 5,536,551,000 | 5.1 | 51 |
| 71 | National City Bank, Cleveland | 282,410,000 | 264,480,000 | 61 | | 5,076,095,000 | 5.6 | 76 |
| 72 | MBank Houston NA | 274,816,000[1] | 71,603,000[1] | 244 | +172 | 4,600,881,000 | 6.0 | 78 |
| 73 | First National Bank, St. Paul, Minn. | 269,201,000[1] | 227,308,000[1] | 72 | | 5,555,929,000 | 4.8 | 79 |
| 74 | California First Bank, San Francisco | 267,498,000[1] | 249,107,000 | 65 | | 5,002,166,000 | 5.3 | 53 |
| 75 | Bank of New England NA, Boston | 265,893,000[1] | 180,865,000[1] | 90 | +15 | 5,051,714,000 | 5.3 | 64 |
| 76 | Provident National Bank, Philadelphia | 260,275,000[1] | 243,691,000[1] | 67 | | 4,795,086,000 | 5.4 | 74 |
| 77 | Fleet National Bank, Providence, R.I. | 259,277,000[1] | 230,810,000[1] | 71 | | 4,654,794,000 | 5.6 | 75 |
| 78 | Allied Bank of Texas, Houston | 258,031,000 | 223,755,000[1] | 73 | | 4,109,761,000 | 6.3 | 77 |
| 79 | State Street Bank & Trust Co., Boston | 248,875,000[1] | 203,372,000[1] | 80 | + 1 | 4,677,359,000 | 5.3 | 72 |
| 80 | Trust Company Bank, Atlanta | 247,553,000[1] | 203,930,000[1] | 78 | | 3,902,850,000 | 6.3 | 92 |
| 81 | South Carolina National Bank, Columbia | 243,345,000[1] | 184,372,000[1] | 89 | + 8 | 3,976,647,000 | 6.1 | 80r |
| 82 | Shawmut Bank of Boston NA | 231,744,000[1] | 162,643,000[1] | 103 | +21 | 3,478,466,000 | 6.7 | 101 |
| 83 | Mercantile Trust Co. NA, St. Louis | 231,563,000 | 218,035,000 | 74 | | 3,742,313,000 | 6.2 | 91 |
| 84 | Bank of Hawaii, Honolulu | 223,571,000[1] | 203,071,692[1] | 81 | | 3,739,580,000 | 5.9 | 68 |
| 85 | Bank of Virginia, Richmond | 219,941,000 | 193,728,000 | 85 | | 4,072,391,000 | 5.4 | 71 |
| 86 | Bank of California NA, San Francisco | 217,256,000[1] | 242,101,000[1] | 68 | | 3,389,241,000 | 6.4 | 99 |
| 87 | First Interstate Bank of Nevada NA, Reno | 216,753,000 | 203,684,000 | 79 | | 2,683,617,000 | 8.1 | 113 |
| 88 | American Security Bank NA, Washington, D.C. | 214,587,000[1] | 238,546,000[1] | 69 | | 4,033,512,000 | 5.3 | 70 |
| 89 | Banco Popular de Puerto Rico, San Juan | 214,297,055[1] | 195,422,603[1] | 84 | | 3,521,833,017 | 6.1 | 84R |
| 90 | First National Bank of Maryland, Baltimore | 211,266,000 | 161,977,000 | 104 | +14 | 3,837,790,000 | 5.5 | 82R |
| 91 | First Wisconsin National Bank, Milwaukee | 204,032,000[1] | 199,493,000[1] | 83 | | 3,824,178,000 | 5.3 | 88 |
| 92 | Israel Discount Bank of New York | 199,662,000[1] | 178,804,000[1] | 92 | | 3,701,521,000 | 5.4 | 67 |
| 93 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 199,107,000 | 175,590,000 | 93 | | 3,205,906,000 | 6.2 | 107 |
| 94 | Whitney National Bank, New Orleans | 198,413,000 | 211,187,583 | 76 | | 2,219,845,000 | 8.9 | 146 |
| 95 | First National Bank, Louisville, Ky. | 198,150,000 | 184,942,000 | 88 | | 3,291,286,000 | 6.0 | 94 |
| 96 | Atlantic National Bank of Florida, Jacksonville | 194,704,000 | 168,024,000 | 99 | + 3 | 3,752,063,000 | 5.2 | 81R |
| 97 | Indiana National Bank, Indianapolis | 190,111,000 | 171,768,000 | 97 | | 3,343,882,000 | 5.7 | 96 |
| 98 | American Bank & Trust Co., Reading, Pa. | 187,184,000[1] | 187,134,000[1] | 86 | | 3,071,218,000 | 6.1 | 89 |
| 99 | First Security Bank of Utah NA, Ogden | 186,441,000[1] | 169,717,000[1] | 98 | | 2,682,088,000 | 7.0 | 114 |
| 100 | Central Bank of the South, Birmingham, Ala. | 184,518,000[1] | 172,769,000[1] | 96 | | 2,982,160,000 | 6.2 | 123 |

Total capital funds consist of total shareholders' equity plus subordinated debt (capital notes and debentures). Total shareholders' equity is the sum of common stock plus perpetual preferred stock plus surplus plus undivided profits and capital reserves plus cumulative foreign currency translation adjustment (if any). Perpetual preferred stock is preferred stock that does not have a stated maturity or that cannot be redeemed at the option of the holder. It includes preferred stock that automatically converts into common stock at a stated date.

[1]—Includes subordinated debt and/or perpetual preferred stock. [2]—Includes subordinated debt assumed by parent company and carried on the bank's books as surplus. [3]—Includes subordinated debt and/or perpetual preferred stock and subordinated debt assumed by parent company. (r)—Based on revised data. Rank that bank would have had, if revised data had been available. (R)—Revised since publication on March 15.

NOTE: 1984 data may not be comparable to 1983 data for several reasons: (1)some banks reported Federal regulatory data one year and public statements, based on general accounting principals, in the other year; (2)some banks had mergers or acquisitions; (3)the 1984 'capital' figures include perpetual preferred stock only. In 1983, for some banks, redeemable preferred stock was included in capital; and (4) 1983 data shown are as reported in 1984 and have not be restated.

# Top 50 Bank Holding Companies in Primary Capital

## As of December 31, 1984, Compared with December 31, 1983

(In Thousands of Dollars)

| Primary Capital Rank | Name of Banking Firm, City | Primary Capital | | Ratio: Primary Capital to Avg. Total Assets (%) | | OTHER MEASURES OF CAPITAL: Total Shareholders Equity | | Total Capital Funds | | Total Assets | Total Assets | Asset Rank |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 12/31/84 | | 12/31/84 | 12/31/83 | 1984 | 1983 | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 | 12/31/84 |
| 1 | Citicorp, New York | 8,872,000 | 6,588,000 | 6.03 | 5.05 | 6,426,000 | 5,771,000 | 11,708,000 | 9,609,000 | 150,586,000 | 134,655,000 | 1 |
| 2 | BankAmerica Corp., San Francisco | 6,930,000 | 6,179,000 | 5.33 | 4.72 | 5,118,511 | 5,136,162 | N.A. | N.A. | 117,679,502 | 121,175,689 | 2 |
| 3 | Chase Manhattan Corp., New York | 5,580,000 | 4,486,000 | 5.95 | 6.33 | 3,961,044 | 3,425,825 | 6,947,000 | 5,400,000 | 86,883,018 | 81,921,449 | 3 |
| 4 | J.P. Morgan & Co., Inc., New York | 4,542,000 | 4,046,000 | 7.08 | 6.97 | 3,734,000 | 3,319,000 | N.A. | N.A. | 64,126,000 | 58,023,000 | 5 |
| 5 | Manufacturers Hanover Corp., New York | 4,369,179 | 3,220,003 | 5.58 | 5.02 | 3,282,864 | 2,671,065 | 6,738,413 | 3,851,858 | 75,713,707 | 64,332,306 | 4 |
| 6 | Chemical New York Corp. | 3,298,928(c) | 2,826,169(c) | 6.32† | 5.52† | 2,544,731 | 2,305,332 | 3,960,000(e) | 3,212,000(e) | 52,236,326 | 51,164,860 | 6 |
| 7 | Bankers Trust New York Corp. | 2,838,782 | 2,256,199 | 6.00 | 5.42 | 2,104,328 | 1,790,111 | 3,003,380 | 2,421,960 | 45,208,147 | 40,003,359 | 9 |
| 8 | First Interstate Bancorp., Los Angeles | 2,814,922 | 2,592,257 | 6.24 | 5.54 | 2,277,527 | 2,091,663 | 3,801,500 | 3,254,700 | 45,543,888 | 44,422,997 | 8 |
| 9 | Security Pacific Corp., Los Angeles | 2,727,000 | 2,155,000 | 6.24† | 5.69† | 1,963,000 | 1,782,000 | 2,954,000 | 2,312,000 | 46,117,443 | 40,382,000 | 7 |
| 10 | First Chicago Corp. | 2,441,000 | 2,060,000 | 6.01 | 5.69 | 1,924,000 | 1,742,000 | 2,441,000 | 2,060,000 | 39,845,731 | 36,323,324 | 10 |
| 11 | Continental Illinois Corp., Chicago | 2,104,000 | 2,197,000 | 5.45 | 5.34 | 1,737,000 | 1,821,999 | 2,508,000 | 2,800,000 | 30,413,000 | 42,097,371 | 12 |
| 12 | Mellon Bank Corp., Pittsburgh | 2,053,000 | 1,624,577 | 6.71 | 6.15 | 1,499,486 | 1,383,073 | 2,318,556 | 1,920,586 | 30,602,815 | 26,433,000 | 11 |
| 13 | Wells Fargo & Co., San Francisco | 1,892,000 | 1,547,000 | 6.36 | 5.68 | 1,344,000 | 1,348,000 | 2,955,000 | 1,961,000 | 28,184,124 | 27,017,621 | 13 |
| 14 | Marine Midland Banks, Inc., Buffalo, N.Y. | 1,546,248 | 1,324,648 | 5.96 | 5.97 | 1,095,555 | 1,046,010 | 1,896,961 | 1,538,855 | 22,055,697 | 22,872,245 | 17 |
| 15 | Bank of Boston Corp. | 1,517,785 | 1,143,194 | 6.42 | 5.69 | 1,185,444 | 1,007,352 | 1,650,780 | 1,323,194 | 22,079,000 | 19,538,000 | 16 |
| 16 | Crocker National Corp., San Francsico | 1,431,900 | 1,466,600 | 6.33† | 6.21† | 1,141,900 | 1,228,400 | 1,588,600 | 1,631,800 | 22,322,223 | 23,393,460 | 15 |
| 17 | InterFirst Corp., Dallas | 1,398,000 | 1,362,000 | 6.49 | 6.46 | 1,160,000 | 1,079,000 | 1,732,000 | 1,743,000 | 21,617,000 | 21,736,000 | 18 |
| 18 | Norwest Corp., Minneapolis | 1,395,800 | 1,311,800 | 6.54 | 6.66 | 1,160,100 | 1,130,100 | 1,460,800 | 1,376,800 | 21,345,800 | 19,845,235 | 20 |
| 19 | RepublicBank Corp., Dallas | 1,326,672 | 1,116,757 | 6.08 | 6.11 | 1,134,195 | 977,222 | 1,618,050 | 1,408,527 | 21,595,000 | 19,081,721 | 19 |
| 20 | Texas Commerce Bancshares, Inc., Houston | 1,319,000 | 1,148,000 | 6.56 | 6.57 | 1,168,000 | 1,019,000 | 1,449,000 | 1,148,000 | 20,732,000 | 19,499,000 | 21 |
| 21 | First City Bancorporation of Texas, Inc., Houston | 1,295,369 | 1,096,005 | 7.55 | 6.74 | 978,505 | 886,072 | 1,467,867 | 1,182,105 | 17,318,567 | 17,262,782 | 24 |
| 22 | First Bank System, Inc., Minneapolis | 1,291,568 | 1,231,093 | 6.01 | 6.14 | 1,112,106 | 1,105,334 | 1,587,167 | 1,556,948 | 22,437,746 | 20,871,147 | 14 |
| 23 | MCorp, Dallas | 1,256,335 | 757,744 | 6.35 | 6.52 | 1,081,050 | 660,615 | 1,303,555 | 783,044 | 20,696,823 | 11,883,744 | 22 |
| 24 | Irving Bank Corp., New York | 1,124,123 | 975,305 | 5.30 | 5.00 | 878,429 | 816,391 | 1,430,611 | 1,287,339 | 18,982,403 | 18,586,055 | 23 |
| 25 | PNC Financial Corp., Pittsburgh | 1,037,259 | 848,816 | 7.38 | 7.06 | 926,849 | 765,160 | 1,138,362 | 950,505 | 14,869,845 | 12,244,896 | 27 |
| 26 | Bank of New York Co., Inc. | 965,458 | 752,288 | 6.78 | 5.55 | 760,262 | 664,003 | 1,150,862 | 940,971 | 15,156,758 | 12,797,199 | 26 |
| 27 | NCNB Corp., Charlotte, N.C. | 965,065 | 685,220 | 5.96 | 5.46 | 804,338 | 608,687 | 1,171,439 | 888,756 | 15,678,599 | 12,807,706 | 25 |
| 28 | NBD Bancorp., Inc., Detroit | 949,688 | 869,902 | 6.84 | 7.09 | 855,501 | 797,648 | 1,050,800 | 871,364 | 14,231,951 | 13,244,777 | 28 |
| 29 | Barnett Banks of Florida, Inc., Jacksonville | 917,616 | 576,808 | 7.28 | 6.10 | 668,496 | 510,533 | 992,083 | 698,855 | 12,501,130 | 9,396,921 | 29 |
| 30 | Republic New York Corp. | 887,036 | 641,146 | 6.77 | 6.12 | 826,440 | 589,981 | 1,018776 | 1,456,137 | 12,382,370 | 10,119,099 | 30 |
| 31 | National City Corp., Cleveland | 846,967(d) | 463,382 | 7.25 | 7.11 | 662,614 | 421,023 | 933,707 | 500,075 | 12,372,576 | 6,585,900 | 31 |
| 32 | Banc One Corp., Columbus, Ohio | 742,377 | 607,780 | 8.46 | 8.22 | 668,787 | 557,016 | N.A. | N.A. | 9,106,093 | 7,270,481 | 38 |
| 33 | CoreStates Financial Corp., Philadelphia | 724,683 | 647,324 | 7.57 | 6.48 | 637,423 | 579,991 | 918,363 | 696,524 | 9,848,247 | 8,587,300 | 34 |
| 34 | AmeriTrust Corp., Cleveland | 724,517 | 672,954 | 11.85 | 11.61 | 672,220 | 628,513 | 724,517 | 672,954 | 6,845,074 | 5,797,131 | 56 |
| 35 | Norstar Bancorp., Inc., Albany, N.Y. | 686,279 | 502,681 | 8.80 | 9.45 | 634,154 | 467,625 | 688,787 | 505,593 | 7,909,251 | 5,350,757 | 46 |
| 36 | First National State Bancorp., Newark, N.J. | 669,381 | 628,670 | 6.39 | 6.47 | 607,982 | 568,412 | 669,381 | 628,670 | 10,679,863 | 6,416,973 | 32 |
| 37 | Allied Bancshares, Inc., Houston | 653,214 | 541,824 | 6.73 | 7.19 | 569,854 | 480,730 | 653,214 | 541,824 | 9,629,655 | 7,895,499 | 36 |
| 38 | Southeast Banking Corp., Miami, Fla. | 646,771 | 527,743 | 6.51 | 5.91 | 517,481 | 476,585 | 796,643 | 664,677 | 9,868,844 | 8,884,000 | 33 |
| 39 | Wachovia Corp., Winston-Salem, N.C. | 633,534 | 549,581 | 7.44 | 7.20 | 566,345 | 493,825 | 744,960 | 562,258 | 8,716,984 | 7,850,000 | 42 |
| 40 | Sun Banks, Inc, Orlando, Fla. | 621,499 | 557,725 | 6.54 | 6.30 | 556,048 | 503,815 | 674,788 | 626,922 | 9,401,581 | 6,161,000 | 37 |
| 41 | First Union Corp., Charlotte, N.C. | 607,502 | 438,497 | 7.90 | 6.61 | 495,835 | 384,046 | 673,377 | 500,987 | 7,320,207 | 6,803,163 | 50 |
| 42 | Natwest Holdings Inc., New York (f) | 582,059 | 547,624 | 7.20 | 6.40 | 504,534 | 498,067 | 584,212 | 550,787 | 8,726,726 | 7,476,847 | 41 |
| 43 | U.S. Bancorp., Portland, Ore. | 571,857 | 521,501 | 7.98 | 8.44 | 524,599 | 482,452 | 733,562 | 701,372 | 7,496,128 | 6,511,437 | 49 |
| 44 | Union Bancorp, Los Angeles | 566,130 | 483,170 | 7.29 | 6.87 | 508,907 | 430,681 | 721,130 | 538,170 | 8,369,448 | 8,067,079 | 43 |
| 45 | Harris Bankcorp., Inc., Chicago | 562,534 | 437,776 | 5.20 | 5.63 | 514,228 | 398,505 | 562,534 | 438,408 | 8,828,211 | 7,425,322 | 39 |
| 46 | Sovran Financial Corp., Norfolk, Va. | 561,538 | 477,692 | 7.20 | 6.70 | 506,293 | 428,048 | 588,289 | 501,214 | 8,286,500 | 7,187,018 | 44 |
| 47 | Comerica, Inc., Detroit | 543,456 | 503,041 | 5.77 | 6.02 | 491,456 | 462,551 | 564,739 | 526,718 | 9,630,510 | 8,555,307 | 35 |
| 48 | Valley National Corp., Phoenix, Ariz. | 539,464 | 484,632 | 6.30 | 6.50 | 475,186 | 437,176 | 539,464 | 484,632 | 8,777,274 | 8,145,940 | 40 |
| 49 | Fleet Financial Group, Inc., Providence, R.I. | 522,559 | 408,351 | 9.20 | 7.61 | 417,956 | 362,995 | 856,173 | 576,004 | 5,747,484 | 5,735,893 | 68 |
| 50 | Rainier Bancorp., Seattle | 507,815 | 449,151 | 6.97 | 7.06 | 444,440 | 395,317 | 507,815 | 449,151 | 7,762,145 | 6,412,815 | 47 |
| | **TOTALS FOR THE TOP 50 FIRMS** | **83,601,869** | **69,535,630** | **6.41†** | **5.81†** | **65,830,003** | **58,935,112** | **86,178,217** | **70,256,264** | **1,304,429,414** | **1,196,251,825** | |

Data were reported by banking companies in response to an American Banker questionnaire. Most firms reported capital data as reported it in their published statements and annual reports. Both the 1984 and the 1983 capital data are as reported in 1985.

**Primary capital** is the sum total shareholders' equity plus "mandatory capital notes" plus total allowance for loan losses plus minority interest in consolidated subsidiaries.

**Total shareholders' equity** is common stock plus perpetual preferred stock plus surplus plus undivided profits and capital reserves plus the cumulative foreign currency translation adjustment (if any). **Perpetual preferred stock** is preferred stock that does not have a stated maturity or that cannot be redeemed at the option of the holder. It includes preferred stock that automatically converts into common stock at a stated date. **Mandatory capital notes** are subordinated capital notes that must be converted into common shares. **Total loan loss allowances** are the sum of the commercial, consumer and lease loss allowances. **Minority interest in consolidated subsidiaries** is the portion of consolidated, majority-owned, subsidiary income which must be allocated to minority shareholders of such subsidiaries.

**Total capital** is primary capital plus redeemable preferred stock plus qualifying debt. **Redeemable preferred stock or limited-life preferred stock** is preferred stock that has a stated maturity date or that can be redeemed at the option of the holder. It excludes preferred stock that automatically converts into perpetual preferred stock or common stock at a stated date. **Qualifying debt** is subordinated capital notes and debentures with an original maturity of seven years or more.

**Primary Capital ratio** is average primary capital for 1984 (1983) divided by average total assets for 1984 (1983) expressed as a percentage.

† — Ratio is based on yearend primary capital and yearend assets.

(c) — Calculated from component parts of primary capital reported in its annual report.

(d) — Primary capital after giving effect of $75 million in capital notes issued in Jan. 1985.

(e) — Estimated from yearend ratios of total capital-to-total assets reported in its annual report.

(f) — All data are for National Westminster Bank USA, the bank subsidiary of Natwest Holdings Inc.

N.A. — Not available.

# Summary of Survey Findings

Compiled by **American Banker** Copyright 1985

## The Top 100 Commercial Banks in Total Capital on 12/31/84 10 Largest Capital-to-Assets Ratios

| | (Dollar Amounts in Millions) | Total Capital 12/31/84 | Total Assets 12/31/84 | C-A Ratio % | Total Capital Rank |
|---|---|---|---|---|---|
| 1 | Morgan Bank (Delaware), Wilmington | 341.3 | 2,771.3 | 12.31 | 54 |
| 2 | Republic National Bank, New York | 1,275.1 | 11,709.0 | 10.89 | 12 |
| 3 | Citibank (New York State) NA, Buffalo | 376.4 | 3,905.0 | 9.64 | 47 |
| 4 | Whitney National Bank, New Orleans, La. | 198.4 | 2,219.[illegible] | 8.94 | 94 |
| 5 | Citibank (South Dakota) NA, Sioux Falls | 580.6 | 6,619.2 | 8.77 | 24 |
| 6 | First Interstate Bank of Nevada NA, Reno | 216.8 | 2,683.6 | 8.08 | 87 |
| 7 | Mellon Bank (East) NA, Philadelphia | 330.5 | 4,156.7 | 7.95 | 58 |
| 8 | Union Bank, Los Angeles | 631.4 | 7,970.7 | 7.92 | 22 |
| 9 | European American Bank, New York | 563.3 | 7,460.8 | 7.55 | 26 |
| 10 | NCNB National Bank of Florida, Tampa | 329.4 | 4,574.2 | 7.20 | 59 |

## The Top 50 Bank Holding Companies in Primary Capital on 12/31/84 The Five Largest Average Primary Capital-to-Assets Ratios for 1984

| | (Dollar Amounts in Millions) | Primary Capital 12/31/84 | Total Assets 12/31/84 | C-A Ratio (%) 1984 | Primary Capital Rank |
|---|---|---|---|---|---|
| 1 | AmeriTrust Corp., Cleveland | 724.5 | 6,845.1 | 11.85 | 34 |
| 2 | Fleet Financial Group, Inc., Providence, R.I. | 522.6 | 5,747.5 | 9.20 | 49 |
| 3 | Norstar Bancorp., Inc., Albany, N.Y. | 686.3 | 7,909.3 | 8.80 | 35 |
| 4 | Banc One Corp., Columbus, Ohio | 742.4 | 9,106.1 | 8.46 | 32 |
| 5 | U.S. Bancorp., Portland, Ore. | 571.9 | 7,496.1 | 7.98 | 43 |

## The Top 100 Commercial Banks in Total Capital on 12/31/84 10 Smallest Capital-to-Assets Ratios

| | (Dollar Amounts in Millions) | Total Capital 12/31/84 | Total Assets 12/31/84 | C-A Ratio % | Total Capital Rank |
|---|---|---|---|---|---|
| 1 | Bank of New York | 685.6 | 14,714.3 | 4.66 | 21 |
| 2 | First National Bank, Minneapolis | 389.3 | 8,318.0 | 4.68 | 43 |
| 3 | Maryland National Bank, Baltimore | 294.7 | 6,296.8 | 4.68 | 66 |
| 4 | Connecticut Bank & Trust Co. NA, Hartford | 312.1 | 6,583.5 | 4.74 | 61 |
| 5 | First National Bank, St. Paul, Minn. | 269.2 | 5,555.9 | 4.85 | 73 |
| 6 | First National Bank, Chicago | 1,734.9 | 35,041.6 | 4.95 | 10 |
| 7 | Crocker National Bank, San Francisco | 1,092.7 | 22,000.9 | 4.97 | 16 |
| 8 | Mellon Bank NA, Pittsburgh | 1,219.8 | 24,530.5 | 4.97 | 13 |
| 9 | Manufacturers Hanover Trust Co., New York | 3,110.4 | 62,426.7 | 4.98 | 5 |
| 10 | First National Bank, Boston | 920.6 | 18,367.0 | 5.01 | 18 |

## The Top 50 Bank Holding Companies in Primary Capital on 12/31/84 The Five Smallest Average Primary Capital-to-Assets Ratios for 1984

| | (Dollar Amounts in Millions) | Primary Capital 12/31/84 | Total Assets 12/31/84 | C-A Ratio (%) 1984 | Primary Capital Rank |
|---|---|---|---|---|---|
| 1 | Harris Bankcorp. Inc., Chicago | 562.5 | 8,828.2 | 5.20 | 45 |
| 2 | Irving Bank Corp., New York | 1,124.1 | 18,982.4 | 5.30 | 24 |
| 3 | BankAmerica Corp., San Francisco | 6,930.0 | 117,679.5 | 5.33 | 2 |
| 4 | Continental Illinois Corp., Chicago | 2,104.0 | 30,413.0 | 5.45 | 11 |
| 5 | Manufacturers Hanover Corp., New York | 4,369.2 | 75,713.7 | 5.58 | 5 |

## Banking Companies with Primary Capital Of $400 Million or More at Yearend 1984

Firms Listed Alphabetically with Primary Capital, Primary Capital Ratio, and Capital and Assets Ranks

(Dollars amounts in millions)

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| Name of Bank | Prim Cap. Rank 12/31/84 | Asset Rank 12/31/84 | C-A Ratio 1984 | Primary Capital 12/31/84 |
|---|---|---|---|---|
| Allied Banchares, Inc., Houston | 37 | 36 | 6.73 | $ 653.2 |
| AmeriTrust Corp., Cleveland | 34 | 56 | 11.85 | 724.5 |
| Banc One Corp., Columbus | 32 | 38 | 8.46 | 742.4 |
| BankAmerica Corp., San Francisco | 2 | 2 | 5.33 | 6,930.0 |
| Bank of Boston Corp. | 15 | 16 | 6.42 | 1,517.8 |
| Bank of New England Corp., Boston | 56 | 58 | 5.54 | 440.1 |
| Bank of New York Co. Inc. | 26 | 26 | 6.78 | 965.5 |
| Bankers Trust New York Corp. | 7 | 9 | 6.00 | 2,838.8 |
| Barnett Banks of Florida, Inc., Jacksonville | 29 | 29 | 7.28 | 917.6 |
| Chase Manhattan Corp., New York | 3 | 3 | 5.95 | 5,580.0 |
| Chemical New York Corp. | 6 | 6 | 6.32† | 3,298.9 |
| Citicorp, New York | 1 | 1 | 6.03 | 8,872.0 |
| Citizens & Southern Georgia Corp., Atlanta | 51 | 45 | 6.27 | 505.0 |
| Comerica Inc., Detroit | 47 | 35 | 5.77 | 543.5 |
| Continental Illinois Corp., Chicago | 11 | 12 | 5.45 | 2,104.0 |
| CoreStates Financial Corp., Philadelphia | 33 | 34 | 7.57 | 724.7 |
| Crocker National Corp., San Francisco | 16 | 15 | 6.33† | 1,413.9 |
| European American Bancorp., New York | 65 | 48 | 5.14 | 401.3 |
| First Atlanta Corp. | 52 | 54 | 6.64 | 487.2 |
| First Bank System, Inc., Minneapolis | 22 | 14 | 6.01 | 1,291.6 |
| First Chicago Corp. | 10 | 10 | 6.01 | 2,441.0 |
| First City Bancorporation of Texas, Inc., Houston | 21 | 24 | 7.55 | 1,295.4 |
| First Interstate Bancorp., Los Angeles | 8 | 8 | 6.24 | 2,814.9 |
| First National State Bancorp., Newark, N.J. | 36 | 32 | 6.39 | 669.4 |
| First Security Corp., Salt Lake City | 64 | 78 | 8.65 | 403.1 |
| First Union Corp., Charlotte, N.C. | 41 | 50 | 7.90 | 607.5 |
| Fleet Financial Group., Providence, R.I. | 49 | 68 | 9.20 | 522.6 |
| Harris Bankcorp., Inc., Chicago | 45 | 39 | 5.20 | 562.5 |
| Hartford National Corp., Conn. | 63 | 61 | 6.19 | 403.6 |
| InterFirst Corp., Dallas | 17 | 18 | 6.49 | 1,398.0 |
| Irving Bank Corp., New York | 24 | 23 | 5.30 | 1,124.1 |
| Manufacturers Hanover Corp., New York | 5 | 4 | 5.58 | 4,369.2 |
| Marine Midland Banks, Inc., Buffalo, N.Y. | 14 | 17 | 5.96 | 1,546.2 |
| Maryland National Corp., Baltimore | 58 | 51 | 6.35 | 425.9 |
| MCorp., Dallas | 23 | 22 | 6.35 | 1,256.3 |
| Mellon Bank Corp., Pittsburgh | 12 | 11 | 6.71 | 2,053.0 |
| Mercantile Bancorp., Inc., St. Louis | 60 | 65 | 7.62 | 421.0 |
| Meridian Bancorp., Inc., Reading, Pa. | 55 | 72 | 7.43 | 443.3 |
| Midlantic Banks, Inc., Edison, N.J. | 54 | 53 | 6.48 | 463.4 |
| J.P. Morgan & Co., Inc., New York | 4 | 5 | 7.08 | 4,542.0 |
| NBD Bancorp. Inc., Detroit | 28 | 28 | 6.84 | 949.7 |
| NCNB Corp., Charlotte, N.C. | 27 | 25 | 5.96 | 965.1 |
| National City Corp., Cleveland (a) | 31 | 31 | 7.25 | 847.0 |
| Natwest Holdings Inc., New York (b) | 42 | 41 | 7.20 | 582.1 |
| Norstar Bancorp., Inc., Albany, N.Y. | 35 | 46 | 8.80 | 686.3 |
| Northern Trust Corp., Chicago | 57 | 52 | 5.91 | 429.4 |
| Norwest Corp., Minneapolis | 18 | 20 | 6.54 | 1,395.8 |
| PNC Financial Corp., Pittsburgh | 25 | 27 | 7.38 | 1,037.3 |
| Rainier Bancorp., Seattle | 50 | 47 | 6.97 | 507.8 |
| Republic New York Corp. | 30 | 30 | 6.77 | 887.0 |
| RepublicBank Corp., Dallas | 19 | 19 | 6.08 | 1,326.7 |
| Security Pacific Corp. | 9 | 7 | 6.24† | 2,727.0 |
| Shawmut Corp., Boston | 59 | 59 | 6.49 | 421.6 |
| Society Corp., Cleveland | 66 | 67 | 6.91 | 400.4 |
| Southeast Banking Corp., Miami | 38 | 33 | 6.51 | 646.8 |
| Sovran Financial Corp., Norfolk, Va. | 46 | 44 | 7.20 | 561.5 |
| Sun Banks, Inc., Orlando, Fla, | 40 | 37 | 6.54 | 621.5 |
| Texas American Bankshares, Inc., Fort Worth | 62 | 63 | 6.96 | 418.0 |
| Texas Commerce Bancshares, Inc., Houston | 20 | 21 | 6.56 | 1,319.0 |
| Trust Company of Georgia, Atlanta | 53 | 62 | 8.17 | 480.8 |
| U.S. Bancorp., Portland, Ore. | 43 | 49 | 7.98 | 571.9 |
| Union Bancorp., Los Angeles | 44 | 43 | 7.29 | 566.1 |
| United Virginia Bankshares, Inc., Richmond | 61 | 66 | 6.84 | 418.2 |
| Valley National Corp., Phoenix | 43 | 40 | 6.30 | 539.5 |
| Wachovia Corp., Winston-Salem, N.C. | 39 | 42 | 7.44 | 633.5 |
| Wells Fargo & Co., San Francisco | 13 | 13 | 6.36 | 1,892.0 |

(a)—Primary capital after giving effect of $75 million in capital notes issued in Jan. 1985. (b)—Data are for National Westminster Bank USA. (†) — Ratio based on yearend data and not averages for the year.

# When Do Stockholders Meet?

**Compiled by Franklin Smith**

**The following list of annual stockholder meetings for financial services firms will be updated periodically as new meeting dates become available.**

| | |
|---|---|
| American Security Corp., Washington, D. C. | April 16, 10:00 a.m. |
| Bankers Trust New York Corp., New York | April 16, 3:00 p.m. |
| CBT Corp., Hartford, Conn. | April 16, 11:00 a.m. |
| Chase Manhattan Corp., New York | April 16, 2:30 p.m. |
| Citicorp, New York | April 16, 11:00 a.m. |
| City National Bank, Beverly Hills, Calif. | April 16, 4:00 p.m. |
| CoreStates Financial Corp., Philadelphia | April 16. |
| First Atlanta Corp., Atlanta | April 16, 12:00 p.m. |
| First Maryland Bancorp, Baltimore | April 16, 11:00 a.m. |
| First Railroad & Banking Co., Augusta | April 16, 12:00 p.m. |
| Dominion Bankshares Corp., Roanoke, Va. | April 16, 3:00 p.m. |
| First Union Corp., Charlotte, N.C. | April 16, 9:30 a.m. |
| Manufacturers National Bank of Detroit | April 16, 2:00 p.m.na |
| Meridian Bancorp Inc., Reading, Pa. | April 16, 10:30 a.m. |
| Midlantic Banks Inc., Edison, N.J. | April 16, 10:00 a.m. |
| Northern Trust Corp., Chicago | April 16, 10:30 a.m. |
| RepublicBank Corp., Dallas | April 16, 10:00 a.m. |
| Security Pacific Corp., Los Angeles | April 16, 10:00 a.m. |
| Trust Company of Georgia, Atlanta | April 16, 10:00 a.m. |
| United Jersey Banks, Princeton, N.J. | April 16, 3:00 p.m. |
| Valley National Corp., Phoenix | April 16, 2:00 p.m. |
| Allied Bancshares Inc., Houston | April 17, 3:00 p.m. |
| Arizona Bancwest Corp., Phoenix | April 17, 9:30 a.m. |
| Barnett Banks of Florida Inc., Jacksonville, Fla. | April 17, 10:00 a.m. |
| Commerce Bancshares Inc., Kansas City, Mo. | April 17, 10:00 a.m. |
| Hartford National Corp., Hartford, Conn. | April 17, 10:00 a.m. |
| Key Banks Inc., Albany, N.Y. | April 17, 11:00 a.m. |
| Marine Midland Banks Inc., Buffalo, N.Y. | April 17, 11:00 a.m. |
| State Street Boston Corp., Boston | April 17, 10:00 a.m.p |
| U.S. Bancorp, Portland, Ore. | April 17, 10:00 a.m. |
| AmeriTrust Corp., Cleveland, Ohio | April 18, 2:00 p.m. |
| AmSouth Bancorp., Birmingham, Ala. | April 18. |
| Fidelcor Inc., Philadelphia | April 18, 9:30 a.m. |
| First Wisconsin Corp., Milwaukee | April 18, 2:00 p.m. |
| Irving Bank Corp., New York | April 18, 2:00 p.m. |
| Sterling Bancorp, New York | April 18, 10:00 a.m. |
| Third National Corp., Nashville, Tenn. | April 18, 10:00 a.m. |
| Manufacturers Hanover Corp., New York | April 19, 9:30 a.m. |
| Southeast Banking Corp., Miami | April 19, 2:00 p.m. |
| Wachovia Corp., Winston-Salem, N.C. | April 19, 10:00 a.m. |
| National City Corp., Cleveland | April 22, 10:00 a.m. |
| American Express Co., Minneaplis, Minn. | April 22, 10:30 a.m. |
| Norwest Corp., Minneapolis, Minn. | April 22, 3:00 p.m. |
| Banc One Corp., Columbus | April 23, 10:00 a.m. |
| Boatmen's Bancshares Inc., St. Louis, Mo. | April 23, 10:00 a.m. |
| Chemical New York Corp., New York | April 23, 10:30 a.m. |
| Comerica Inc., Detroit | April 23, 10:00 a.m. |
| Gibraltar Financial Corp, of Calif., Beverly Hills | April 23, 9:00 a.m. |
| First Pennsylvania Corp., Phiadelphia | April 23, 11:00 a.m. |
| PNC Financial Corp., Pittsburgh | April 23, 11:00 a.m. |
| Security Bancorp Inc., Southgate, Mich | April 23, 3:00 p.m. |
| Great Western Financial, Beverly Hills, Calif. | April 23, 10:00 a.m. |
| TransOhio Financial Corp., Cleveland | April 23, 10:00 a.m. |
| United Banks of Colorado Inc., Denver | April 23, 10:00 a.m. |
| Cigna Corp., Philadelphia | April 24, 9:30 a.m. |
| First Bank Systems Inc., Minneapolis | April 24, 8:30 a.m. |
| Marine Corp., Milwaukee | April 24, 11:00 a.m. |
| Second National Corp., Saginaw, Mich. | April 24, 11:00 a.m. |
| BankVermont Corp., Burlington. | April 25, 4:00 p.m. |
| First Interstate Bancorp, Los Angeles | April 25, 10:30 a.m. |
| Home Federal Savings and Loan, San Diego, | April 25, 10:00 a.m. |
| Bank of Virginia Co., Richmond | April 25 |
| PSFS, Philadelphia | April 25, 11:00 a.m. |
| Mercantile Bancorp Inc., St. Louis, Mo. | April 25, 10:00 a.m. |
| Shawmut Corp., Boston | April 25, 11:00 a.m. |
| Texas American Bancshares Inc., Fort Worth | April 25, 2:00 p.m. |
| Aetna Life & Casualty, Hartford, Ct. | April 26, 10:30 a.m. |
| Sun Banks Inc., Orlando | April 26, 10:00 a.m. |
| First Security Corp., Salt Lake City | April 29, 3:00 p.m. |
| Old Kent Financial Corp., Grand Rapids, Mich. | April 29, 9:00 a.m. |
| BankAmerica Corp., San FranciscoLI | April 30, 2:00 p.m. |
| Beneficial Corp., Wilmington, Dela. | April 30, 11:00 a.m. |
| CityFed Financial Corp., Palm Beach, Fla. | April 30, 10:a.m. |
| First National State Bancorp., Newark | May 1, 11:00 a.m. |
| MCorp, Austin | May 2, 11:00 a.m. |
| United Virginia Bankshares Inc., Richmond | May 3, 10:00 a.m. |
| First American Corp., Nashville, Tenn. | May 3, 10:00 a.m. |
| Capital Holding Corp., Louisville, Ky. | May 8, 11:00 a.m. |
| First City Bancorp of Texas Inc., Houston | May 9, 2:00 p.m. |
| Kemper Corp., Chicago | May 9, 10:30 a.m. |
| Independent Bancorp, Glendora, Calif. | May 14, 5:00 p.m. |
| Household International, Prospect Heights, Ill. | May 14, 9:30 a.m. |
| Norstar Bancorp Inc., Albany, N.Y. | May 15, 5:45 p.m. |
| Citizens & Southern Georgia Corp., Atlanta | May 21, 10:00 a.m. |
| H.F. Ahmanson & Co., Los Angeles | May 21, 2:00 p.m. |
| First Columbia Financial Corp., Denver | May 15, 10:00 a.m. |
| First Western Financial Corp., Las Vegas | May 15,. (Tenative). |
| CalFed Inc., Los Angeles | May 29, 3:30 p.m. |
| AmeriWest Financial Corp., Albuquerque, N.M. | October |

# Survey of Top Bank Holding Companies Shows Primary Capital Funds Up 20.3%

**Continued from Page 1**

growth in mandatory capital notes. First, it helps meet the primary capital level set by the regulators; it is easier to sell debt than stock; and it is cheaper to issue debt than stock.

The top 50 bank holding companies had $83.6 billion in primary capital on Dec. 31, 1984, up from $69.5 billion on Dec. 31, 1983. Of the total, mandatory capital notes totaled $8.2 billion for 23 of the top 50 firms who reported having such notes. This is a gain of 228% from yearend 1983, when only nine of the top 50 firms reported $2.5 billion in these notes.

The other components of primary capital — total shareholders' equity and total loan loss allowances and minority interest — rose 11.7% and 18.5%, respectively. Total shareholders' equity was $65.8 billion at yearend 1984, compared with $58.9 billion a year earlier. Total loan loss allowances and minority interest rose to $9.6 billion on Dec. 31, 1984, from $8.1 billion on Dec. 31, 1983.

Total shareholders' equity is common stock plus perpetual preferred stock plus surplus plus undivided profits and capital reserves plus the cumulative foreign currency translation adjustment (if any). Perpetual preferred stock is preferred stock that does not have a stated maturity or that cannot be redeemed at the option of the holder. It includes preferred stock that automatically converts into common stock at a stated date. Total loan loss allowances are the sum of the commercial, consumer, and lease loss allowances. Minority interest in consolidated subsidiaries is the portion of consolidated, majority-owned, subsidiary income that must be allocated to minority shareholders of such subsidiaries.

### Capital Ratios

At yearend 1984, the primary-capital-to-assets ratio for the top 50 firms was 6.41%, up 60 basis points from 5.81% the year before. The gain in the ratio was attributable to the substantially higher growth rate in primary capital than total assets. Primary capital grew more than twice as fast as total assets — 20.3% for primary capital, compared with a 9% growth in assets.

The total capital-to-assets ratio of the top 50 firms jumped 78 basis points, to 7.74% on Dec. 31, 1984, compared with 6.96% on Dec. 31, 1983.

Total capital is primary capital plus redeemable preferred stock plus qualifying debt. Redeemable preferred stock or limited-life preferred stock is preferred stock that has a stated maturity date or that can be redeemed at the option of the holder. It excludes preferred stock that automatically converts into perpetual preferred stock or common stock at a stated date. Qualifying debt is subordinated capital notes and debentures with an original maturity of seven years or more.

For the entire year of 1984, J.P. Morgan & Co. Inc., the nation's fifth largest banking company, had the best average primary capital-to-average assets ratio among the 10 largest banking firms — 7.08%. BankAmerica Corp. had the worst ratio among the top 10 — 5.33%. Among the top 50 banking firms in primary capital, AmeriTrust Corp., Cleveland, had the best primary capital ratio for the year — 11.76% (revised from the ratio of 11.85% shown in the table). And Harris Bankcorp Inc., Chicago, had the worst ratio — 5.20%.

In addition to BankAmerica and Harris, two other firms had average ratios of less than 5.5% last year. They are Irving Bank Corp., New York, which ranked 24th in primary capital, with $1.12 billion and a ratio of 5.3%; and Continental Illinois Corp., Chicago, which ranked 11th in primary capital, with $2.1 billion and a ratio of 5.45%.

However, by yearend 1984, all four firms had primary capital-to-assets ratios far in excess of the 5.5% minimum. BankAmerica's yearend ratio was 5.89%; Harris' was 6.37%; Continental Illinois' was 6.92%; and Irving's was 5.92%.

### Other Survey Findings

- The top bank holding company in primary capital is Citicorp, with $8.9 billion at yearend 1984, up 35% from $6.6 billion a year earlier. And Citi-

➽ Capital: Page 47

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 100 Banks and Top 50 Holding Companies by Capital** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

(1.) How would you **change** the listing to make it more useful?

______________________________

(2.) What do you like **best** about this tabulation?

______________________________

(3.) What do you like **least** about this tabulation?

______________________________

(4.) **How** do you use this information in your work?

______________________________

(5.) What **new** statistical survey would you like to see?

______________________________

**Name and Institution (optional)**______________________

**Title**______________________

**Company**______________________

**Address**______________________

______________________

**Phone**______________________

*Thank you for helping us improve.*

# Universal . . .

Continued from Page 2

sitions at Bevill so large that the losses could drain their capital.

The national bank, a subsidiary of Worthen Banking Corp., Little Rock, Ark., announced plans on Monday to raise $32 million in new capital to try to cover its potential Bevill-related losses. Regulators, meanwhile, are preparing to merge several thrifts into healthier institutions if Bevill's bankrupt assets can't rescue the dealer's former customers.

The particular vulnerability of thrifts to losses from unscrupulous bond dealers, though, is raising new questions about the ability of their government supervisors to keep the deregulated savings and loans in line, particularly in the fast-paced market for repurchase agreements.

"Many of the deals are for as short as 24 hours. Things can happen very quickly," said Bryce Curry, president of the Federal Home Loan Bank of New York, whose district includes a number of Bevill's thrift customers.

Thrifts, like many less-sophisticated buyers in the governments securities market, tend to neglect taking firm control of securities they buy or the securities that back the thrifts' loans to securities brokers. That leaves them open to huge losses from fraud, such as allegedly happened at Bevill. The dealership stands accused by the Securities and Exchange Commission of selling securities that it held as collateral for Bevill customers.

Regulators, legislators, and thrift executives are considering how the thrifts can better protect themselves from securities fraud. One thrust is to regulate the dealers themselves in the billion-dollar secondary market for government securities.

Thrift regulators are concentrating on the steps that savings and loans can take. "We might focus on how the collateral is handled and how institutions might better study the capital of their dealers, as well as their overall strengths and reputations," said Mr. Curry.

Current laws that limit the loans to one borrower, or capital requirements that keep a thrift from borrowing too much, generally empower the Federal Home Loan Bank Board to keep federally insured institutions out of onerous repurchase agreements.

Ohio regulators say they recognized the risks at Home State, a privately insured institution in Cincinnati, but lacked the clear powers to force the thrift to better protect itself.

Home State had built its huge exposure through transactions like those at Universal. Home State's officers doubled the firm's size in a matter of months, from $740 million to $1.4 billion in assets, through reverse repurchase agreements with one firm — E.S.M. Government Securities Inc., Fort Lauderdale, Fla.

When E.S.M. failed in early March, Home State suffered losses of some $150 million — easily draining its capital and threatening the $130 million insurance fund that protected the deposits of Home State and 70 other thrifts. The losses led to runs at the other thrifts and the emergency closing of all 70 for several days.

Home State wreaked such havoc because of the ballooning risks that the thrift took with ever-increasing repurchase transactions.

In the deals, the dealer sells the thrifts government securities with the agreement to repurchase them at a later date. The difference between the agreed-upon selling and purchase prices essentially gives the thrift a return on its loan to the dealer.

Thrifts also can finance the original purchase of the securities through reverse repurchase agreements with the dealer, in which the institution pledges cash or securities for a loan from the dealer — and the thrift uses the loan proceeds to buy more securities. The institution essentially gambles that the price of the securities will decrease before the transaction is due for settlement, and thus can show a profit.

### The Squeeze

But rising interest rates and a drop in the market value of the fixed-rate securities that it had pledged to buy, often catch the institutions in a hole.

The net effect also is to pump up a thrift's balance sheet, such as at Home State and Universal. The institution also creates what is essentially an unsecured loan to the bond dealer if the thrift does not take firm control of securities that collateralize the loan.

At Universal, the former president, Michael Harris, did not tell his board about the risky transactions, Mr. Wallace says. Mr. Harris also didn't reveal them in the thrift's monthly statements to regulators, Mr. Wallace says.

Regulators can't protect completely against that kind of activity, said Kermit Mowbray, president of the Federal Home Loan Bank of Topeka, whose district includes Oklahoma and Universal Savings.

"They apparently were just speculating on the market" at Universal, Mr. Mowbray says. "We're always on the watch for any kind of unusual speculation."

But thrift executives can be wily in avoiding supervision.

"A few have even completed their trades between the 2nd and the 28th of every month, so they don't have to show up on the monthly statement at all," Mr. Curry says.

Some bond dealers often offer small profits on initial transactions, only to entice less-sophisticated executives into larger deals that often lead to big losses.

"They'll give you the little profits, but they hammer you in the end," says Mr. Wallace at Universal.

Universal's former president, Mr. Harris, began dealing in the summer of 1983, apparently using the proceeds from Universal's stock sale in July of that year when the thrift converted from mutual ownership.

Even after realizing some losses, Universal continued to buy more government securities, despite their falling prices in the rising interest rates of early 1984.

"The theory is to dilute your losses, make it so the market doesn't have to come back up as far to begin cutting your losses," said Mr. Wallace.

But the strategy can also continue to dig a deeper hole. By last July, Mr. Harris asked Mr. Wallace to consider taking over. "He realized by that point that he was in over his head," Mr. Wallace says.

Mr. Wallace first worked to keep the repurchase agreements rolling over. Most were short-term agreements of one to seven days, "and that kept us scrambling for months," Mr. Wallace said.

As interest rates eased in recent months, Universal slipped out of more and more of the repurchase and reverse repurchase agreements without losses. E.S.M.'s collapse in early March added urgency to the process.

"We were nearly done — we just had the one deal left with Bevill," Mr. Wallace says.

That deal was to expire on Tuesday, April 16 — two days after the first Bevill unit filed for bankruptcy. ■

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# Capital . . .

Continued from Page 46

bank NA was the top bank in total capital funds, with $6.6 billion, up 10.9% from $5.9 billion a year earlier.

For the commercial banks, the definition of total capital funds differs from that used for bank holding companies. The major difference is that the loan loss allowances are not included in the banks' total capital funds figures.

- Total capital for the top 100 banks was $72.8 billion on Dec. 31, 1984, up 15.6% from $63 billion for the top 100 banks at yearend 1983.
- The total capital-to-assets ratio for the top 100 banks rose 38 basis points last year, to 5.68% from 5.30%.
- Among the top 100 banks, Morgan Bank (Delaware), Wilmington, had the best total capital-to-assets ratio — 12.31% on Dec. 31. The bank with the worst ratio among the top 100 was Bank of New York — 4.66%. However, the bank's parent, Bank of New York Inc., had one of the better average primary capital ratios last year — 6.78%.
- The current survey findings for the top 50 banking firms are very similar to the findings of the *American Banker* survey of the total capital funds of the nation's top 300 banks in deposits published on March 15. Both surveys found that the growth in capital more than doubled the growth in assets last year; and both surveys found that the fastest growing component of capital was debt.

As reported on March 15, the top 300 banks in deposits had a 14.8% gain in total capital funds, with supplemental capital (which is made up largely of debt rather than stock) growing 59.3% and accounting for 29% of the growth in total capital funds. ■

# Chase . . .

Continued from Page 8

that midyear 1984 acquisitions of Nederlandse Creditbank and Lincoln First Bank N.A. added about $12 million to the holding company's first-quarter net income.

The latest quarter's net earnings were also increased by about $15 million after-tax from the sale of "nearly all of Chase's minority equity investment in Diamond Lease Co., Ltd., Japan," the company said.

Nonperforming assets did not increase enough to put a drag on Chase's net interest earnings during the quarter. For example, nonaccrual and reduced-rate loans rose only slightly at Chase, to $2.4 billion at the end of the first quarter from $2.2 billion at the end of 1984.

The March 31 total included $565 million in cross-border loans to Argentine borrowers, unchanged from yearend but up from $197 million a year earlier. They also included about $225 million in cross-border loans to Venezuelan borrowers, up from $95 million at Dec. 31 and $120 million at March 31, 1984.

Noninterest income was robust at Chase during the latest quarter as the only noninterest area not to make money during the quarter was Chase's trading account, which lost $5.4 million. Other areas more than made up for this loss, however, as the company earned $199.6 million on fees and commissions, $35.5 million on foreign exchange operations, and $20.2 million in the sale of securities. In all, noninterest income was up 37%.

However, noninterest expense also rose by 21%, primarily because of a 22% increase in salaries during the latest quarter and a 30% jump in "other expenses" during the latest quarter. ■

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## TODAY

**DEPOSITS RISE:** Deposits at the top 5,000 banks in the nation rose 6.7% last year and would have been a full percentage point higher if not for the sharp decline at Continental Illinois National Bank and Trust Co... **1**

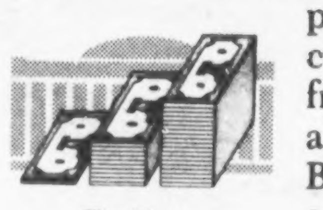
**LITTLE BIG BANK:** Ames Bank, Omaha, Neb., has parlayed race horse loans, traditional consumer credits, and location in a fast-growth area to become the nation's 5,000th largest bank in terms of deposits... ........... **1**

**NONBANK CASE:** The U.S. Supreme Court agreed to hear a case involving a feud between Dimension Financial Corp. and the Federal Reserve Board over the powers of limited-service banks..................... **1**

**INTERNATIONAL BRIEFING:** A Philippines spokesman said a final agreement to secure a $10 billion rescue package has been reached...**2**

**Global People**................................. **2**

**SLIM PICKENS:** T. Boone Pickens' bitter fight for control of Unocal has been made tougher by the defection of some of his bank lenders... ........ **2**

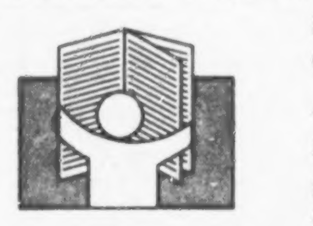


Thrifts

**NEWS ABOUT THRIFTS:** Philadelphia's PSFS received approval from the Federal Home Loan Bank Board to acquire four out-of-state thrift institutions... ......................... **3**

**FCA LOSS:** The Financial Corporation of America reported a first-quarter loss of $38.2 million... ...... **3**

**FAILURES:** Two commercial banks in California and Iowa were closed, bringing the total of failures for 1985 to 29... ................................... **3**



**REQUIRED READING:** Federal Reserve Board Chairman Paul A. Volcker spelled out his support for interstate banking in testimony last week before a subcommittee of the House Banking Committee... .................................. **4**

**ROBBERY:** Four men made off with $8 million in cash from a Wells Fargo depot in New York City............ **8**

**MARKETING:** A group of businessmen plans to open North Carolina's first "preferred customer" bank...**12**

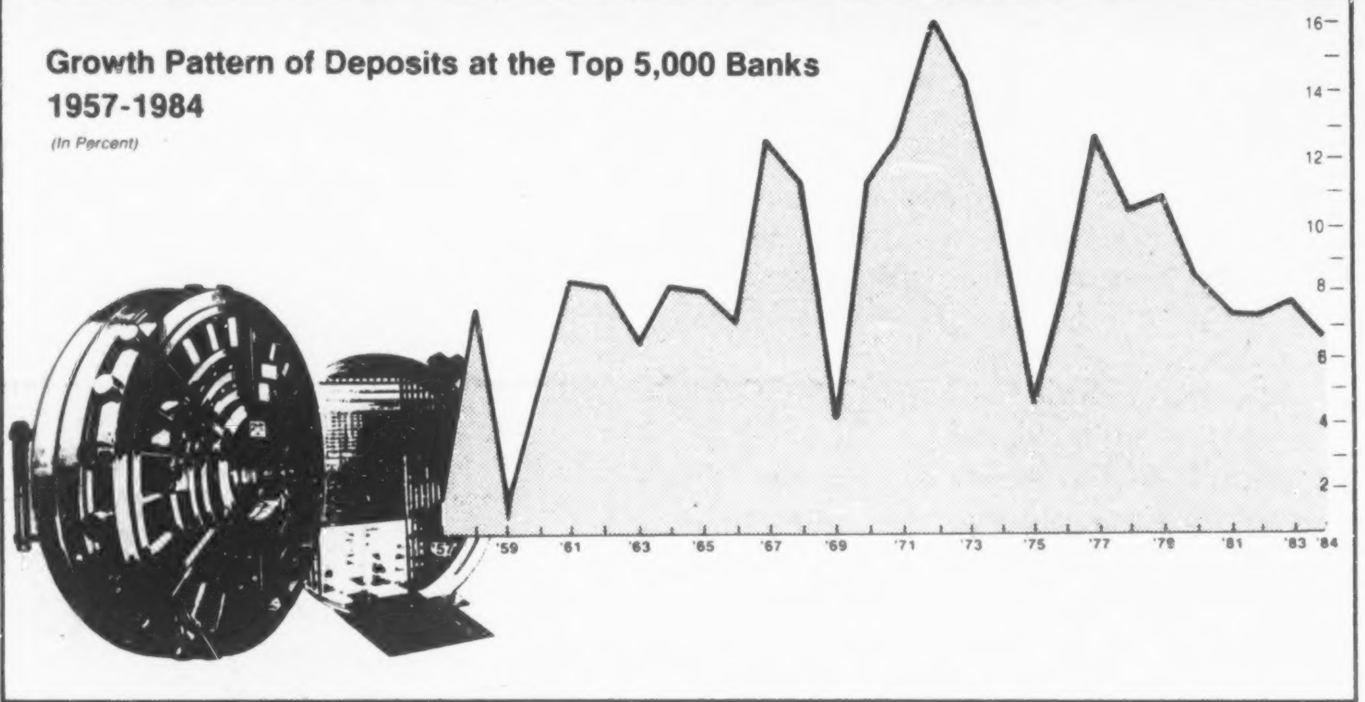
**Quote**

***[Most bankers] are stuffed shirts ... trying to intimidate the customers instead of finding out what their needs are.***

Robert R. Kruger, chairman of Ames Bank, Omaha, Neb. [1]

**Unquote**

## The American Banker Top 5,000



# Deposits Grow 6.7% at Nation's Top 5,000 Banks, Survey Shows

## Figure Is One Point Higher Without Continental Illinois

**By L. MICHAEL CACACE**

NEW YORK — Deposits at the top 5,000 banks in the nation rose 6.7% last year. However, deposit growth was one full percentage point higher, or 7.7%, after the data were adjusted for the sharp decline in deposits at Continental Illinois National Bank and Trust Co., Chicago.

Tables Begin on Page 34

Continental Illinois' deposits fell $14.5 billion, or 48%, last year, to $15.6 billion, after its parent, the Continental Illinois Corp., reported substantial losses in the first quarter of 1984.

Excluding Continental Illinois, the growth of deposits at the top 300 banks in the nation was identical to growth at

➸ Deposits: Page 55

## Race Horses, Growth Locale Help Ames Bank Reach List

**By ANDREA BENNETT**

CHICAGO — An Omaha, Neb., bank has galloped past 134 competitors to become the 5,000th largest bank in deposits in the country this year.

ROBERT R. KRUGER

Ames Bank

Ames Bank moved onto the fast track by doing some unusual things — including lending to some of the top race horse breeders in the country.

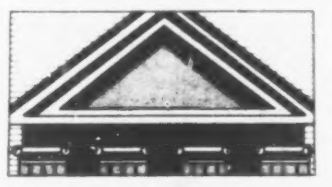
Some might think it a strange line of business for a bank whose most popular product is a four-year installment car

➸ Ames: Page 63

# Supreme Court Agrees to Hear Nonbank Case

## Dimension's Feud with Fed Over Definitions Is at Issue

**By BARTLETT NAYLOR**



Litigation

WASHINGTON — In yet another move that may help resolve controversy over nonbank banks, the U.S. Supreme Court on Monday agreed to decide on how far Federal Reserve powers reach in regulating the limited-service institutions.

The case that the high court will hear pits the Federal Reserve Board against Dimension Financial Corp. Specifically, the Fed wants to restrict nonbank banks from both offering NOW accounts and making certain types of loans.

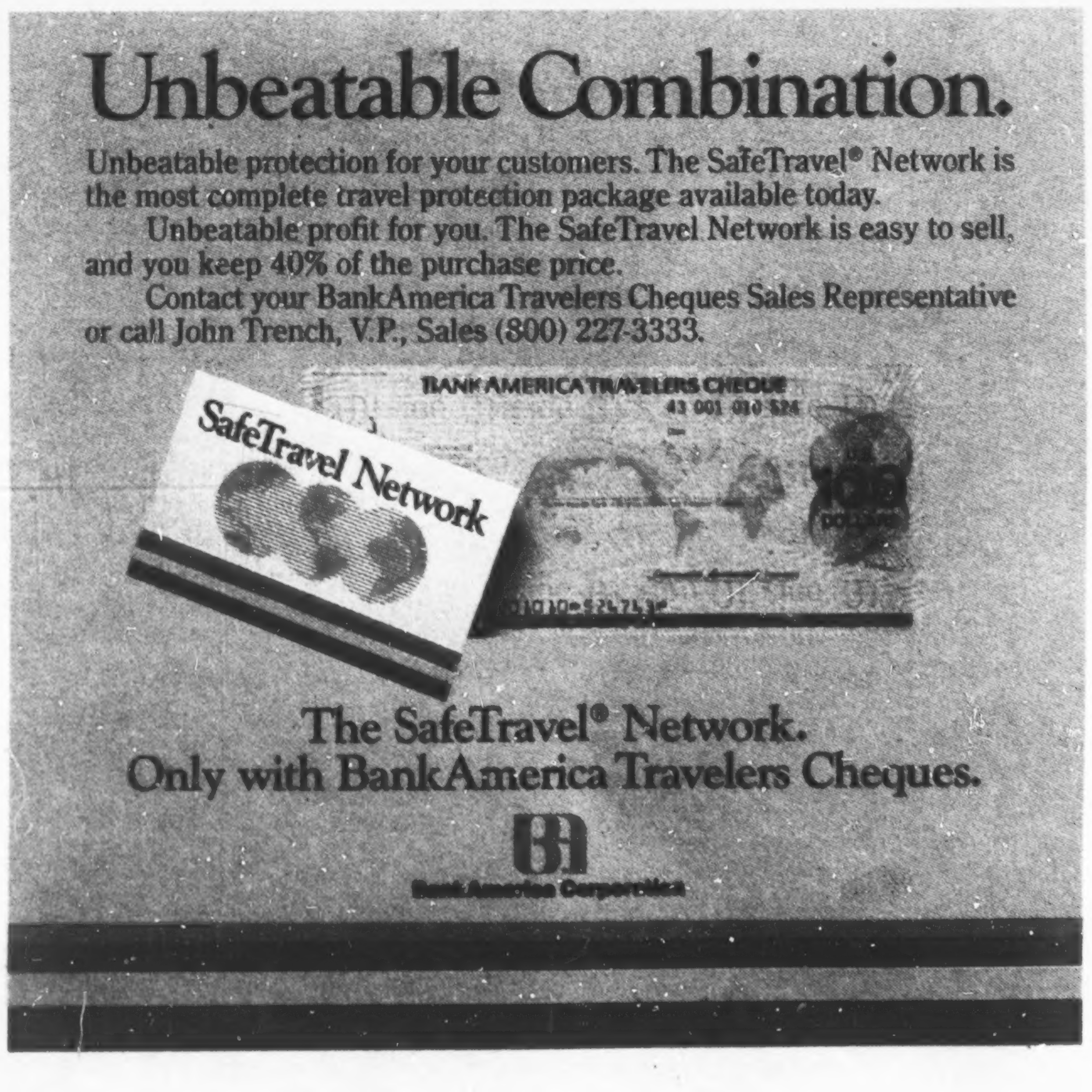
Dimension, a Denver-based holding company applying to create 31 nonbank banks, argues that the Fed can't legally prohibit these activities.

The Fed has abused its rule-making powers, Dimension attorneys say, in an illegitimate fight against nonbank banks themselves. To date, lower courts have sided with Dimension.

But opponents of nonbank banks say that, by agreeing to hear the case, the Supreme Court has signaled its wish to resolve the complicated dispute over the controversial facilities.

"I think the Supreme Court thinks these loopholes are getting out of hand," commented Lawrence E. Kreider, executive vice president of the Conference of State Bank Supervisors, one of the groups opposed to nonbank banks.

➸ Supreme Court: Page 62



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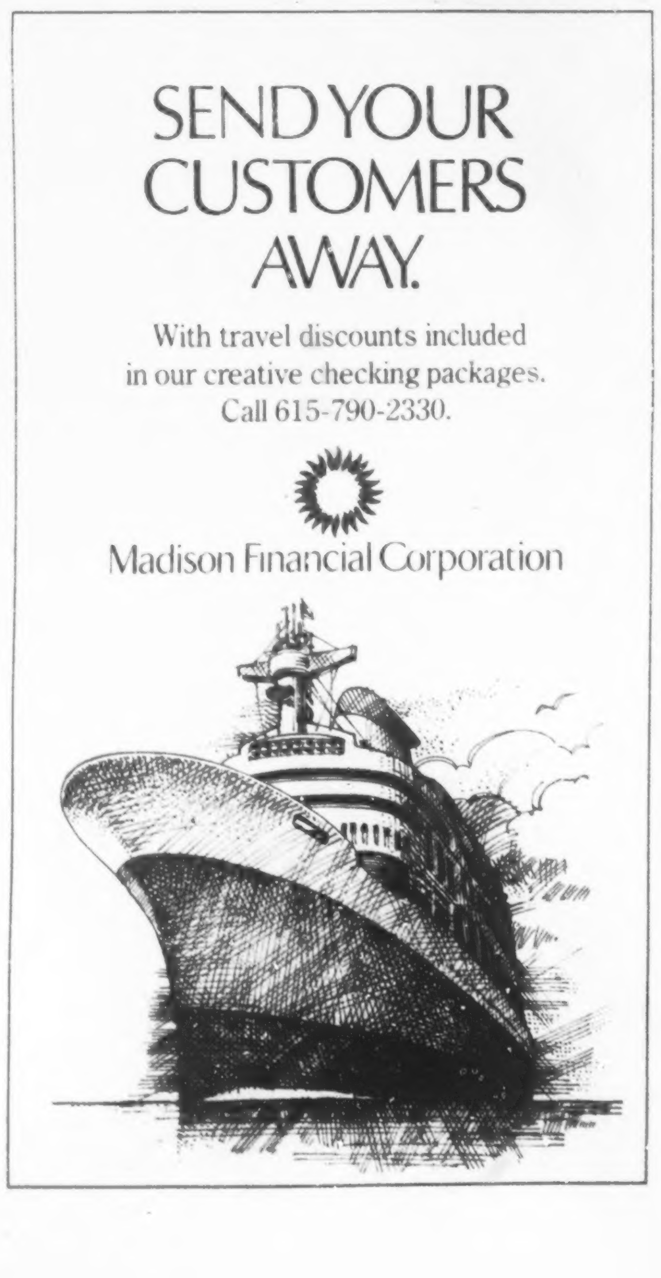

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# American Banker

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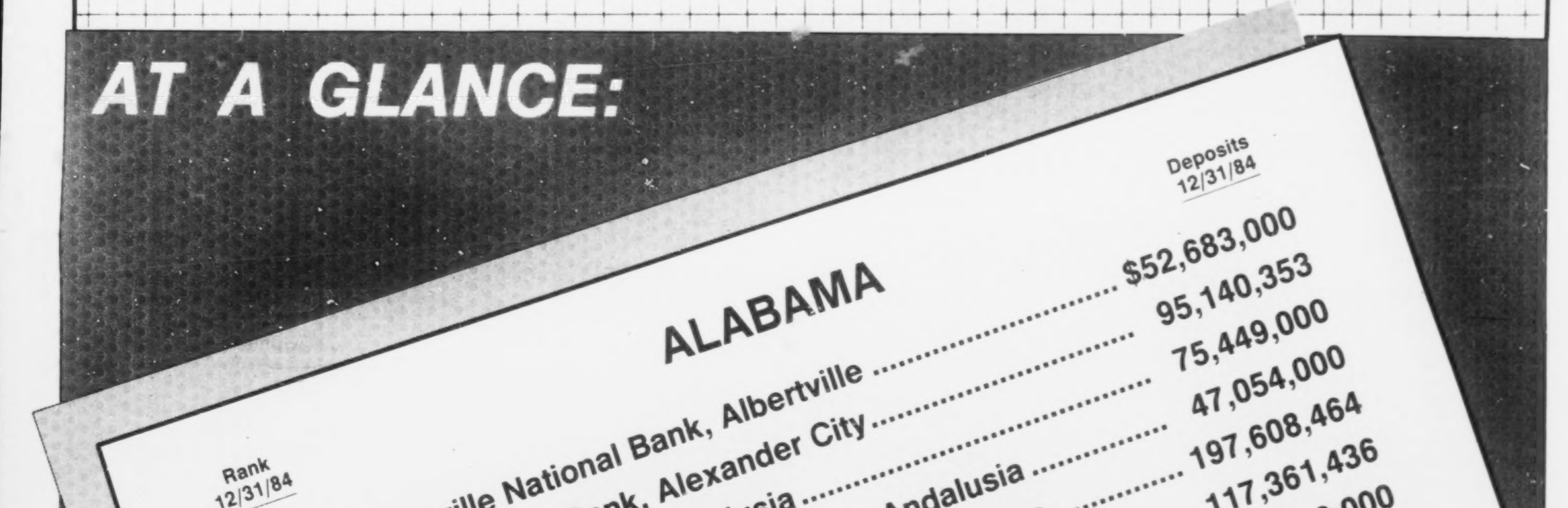
# TOP 5,000 BANKS IN THE UNITED STATES

## AT A GLANCE:



### ALABAMA

| Rank 12/31/84 | | Deposits 12/31/84 |
|---|---|---|
| 4316 | Albertville National Bank, Albertville | $52,683,000 |
| 2223 | First National Bank, Alexander City | 95,140,353 |
| 2889 | Commercial Bank, Andalusia | 75,449,000 |
| 4862 | SouthTrust Bank, Covington Cty., Andalusia | 47,054,000 |
| 978 | SouthTrust Bank, Calhoun Cty.,NA, Anniston | 197,608,464 |
| 1724 | First Alabama Bank, Anniston,NA, Anniston | 117,361,436 |
| 4267 | First Alabama Bank of Athens, Athens | 53,379,000 |
| 2161 | United Bank, Atmore | 97,285,000 |
| 3690 | First National Bank, Atmore | 60,963,240 |
| 3234 | Auburn National Bank, Auburn | 68,015,677 |
| 3481 | SouthTrust Bank of Baldwin County, Bay Minette | 64,184,000 |

# Top 5,000 Commercial Banks in the U.S.

Ranked by Total Deposits on December 31, 1984, Compared with December 31, 1983
Banks Are Arranged Alphabetically by Cities within States
Within Cities Banks Are Listed in Order of Yearend 1984 Deposits

Compiled by American Banker Copyright 1985
Compiled in Cooperation with Polk's World Bank Directory

## ALABAMA

| Rank 12/84 | ALABAMA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4316 | Albertville National Bank, Albertville | 52,683,000 | 49,071,000 | 4381 | + 65 |
| 2223 | First National Bank, Alexander City | 95,140,353 | 78,870,535 | 2564 | + 341 |
| 2889 | Commercial Bank, Andalusia | 75,449,000 | 70,700,013 | 2897 | + 8 |
| 4862 | SouthTrust Bank of Covington Cty., Andalusia | 47,054,000 | 43,748,000 | 4952 | + 90 |
| 978 | SouthTrust Bank of Calhoun Cty. NA, Anniston | 197,608,464 | 179,983,806 | 989 | + 11 |
| 1724 | First Alabama Bank of Anniston NA, Anniston | 117,361,436 | 85,422,766 | 2350 | + 626 |
| 4267 | First Alabama Bank of Athens NA, Athens | 53,379,000 | 51,960,815 | 4119 | |
| 2161 | United Bank, Atmore | 97,285,000 | 68,060,632 | 3023 | + 862 |
| 3690 | First National Bank, Atmore | 60,963,240 | 58,720,000 | 3567 | |
| 3234 | Auburn National Bank, Auburn | 68,015,677 | 56,996,872 | 3709 | + 475 |
| 3481 | SouthTrust Bank of Baldwin County, Bay Minette | 64,184,000 | 63,130,000 | 3318 | |
| | **BIRMINGHAM** | | | | |
| 73 | AmSouth Bank NA, Birmingham | 3,211,360,000 | 2,797,356,000 | 72 | |
| 123 | Central Bank of the South, Birmingham | 1,983,093,000 | 1,842,702,000 | 117 | |
| 183 | SouthTrust Bank of Alabama NA, Birmingham | 1,353,789,000 | 1,039,977,579 | 201 | + 18 |
| 372 | First Alabama Bank, Birmingham | 561,499,000 | 461,353,000 | 413 | + 41 |
| 989 | Colonial Bank of Alabama, Birmingham | 195,023,058 | 192,611,915 | 921 | |
| 1846 | National Bank of Commerce, Birmingham | 109,913,325 | 88,054,461 | 2270 | + 424 |
| 2504 | Metrobank, Birmingham | 86,060,320 | 79,396,685 | 2542 | + 38 |
| 3887 | First National Bank, Brewton | 58,001,875 | 58,762,361 | 3562 | |
| 4339 | Chocktaw Bank, Butler | 52,397,025 | 48,059,878 | 4486 | + 147 |
| 3910 | First National Bank, Columbiana | 57,706,800 | 55,418,337 | 3832 | |
| 3190 | SouthTrust Bank of Cullman NA, Cullman | 68,899,895 | 67,385,701 | 3053 | |
| 2873 | First State Bank, Decatur | 75,789,636 | 68,281,554 | 3009 | + 136 |
| 4666 | Robertson Banking Co., Demopolis | 49,221,755 | 47,552,242 | 4540 | |
| 884 | SouthTrust Bank of Dothan NA, Dothan | 220,072,439 | 188,463,163 | 950 | + 66 |
| 1715 | First Alabama Bank, Dothan | 117,928,000 | 115,235,000 | 1644 | |
| 1452 | Enterprise Banking Co., Enterprise | 137,727,350 | 127,586,443 | 1445 | |
| 4301 | Citizens Bank, Fayette | 52,881,000 | 44,261,000 | 4887 | + 586 |
| 807 | First National Bank, Florence | 239,285,000 | 228,037,000 | 787 | |
| 2006 | Farmers & Merchants Bank, Foley | 103,241,343 | 87,298,848 | 2292 | + 286 |
| 2786 | SouthTrust Bank of Etowah Cty. NA, Gadsden | 77,672,628 | 69,752,000 | 2942 | + 156 |
| 4313 | Alabama City Bank, Gadsden | 52,697,610 | 52,689,000 | 4051 | |
| 2952 | First National Bank, Greenville | 74,085,501 | 72,071,721 | 2843 | |
| 1993 | Traders & Farmers Bank, Haleyville | 103,734,000 | 91,107,000 | 2179 | + 186 |
| 3832 | SouthTrust Bank of Marion Cty., Hamilton | 58,806,000 | 56,604,000 | 3740 | |
| 4102 | Bank of Heflin, Heflin | 55,120,285 | 51,500,660 | 4159 | + 57 |
| 680 | First Alabama Bank of Huntsville NA, Huntsville | 282,763,440 | 252,308,361 | 713 | + 33 |
| 1368 | First National Bank of Alabama-Huntsville, Huntsville | 145,033,507 | 151,893,000 | 1193 | |
| 1559 | Colonial Bank of N. Alabama, Huntsville | 128,367,034 | 75,092,893 | 2706 | +1147 |
| 1778 | SouthTrust Bank of Huntsville NA, Huntsville | 114,645,421 | 97,862,441 | 1992 | + 214 |
| 954 | First National Bank, Jasper | 202,943,000 | 177,302,560 | 1005 | + 51 |
| | **MOBILE** | | | | |
| 373 | Merchants National Bank, Mobile | 560,130,000 | 511,401,669 | 381 | + 8 |
| 384 | First National Bank, Mobile | 542,535,000 | 538,848,000 | 362 | |
| 1345 | SouthTrust Bank, Mobile | 147,044,471 | 127,323,000 | 1448 | + 103 |
| | **MONTGOMERY** | | | | |
| 381 | First Alabama Bank of Montgomery NA, Montgomery | 548,802,000 | 467,723,000 | 407 | + 26 |
| 632 | Union Bank & Trust Co., Montgomery | 304,014,776 | 291,757,000 | 602 | |
| 3321 | Colonial Bank, Montgomery | 66,720,211 | 61,135,543 | 3429 | + 108 |
| 3677 | SouthTrust Bank NA, Montgomery | 61,181,412 | 47,461,558 | 4550 | + 873 |
| 3803 | First Citizens Bank, Oneonta | 59,300,366 | 37,143,000 | 5803 | +2000 |
| 3205 | Farmers National Bank, Opelika | 68,537,482 | 55,569,237 | 3815 | + 610 |
| 4099 | First National Bank, Opelika | 55,144,000 | 43,157,000 | 5010 | + 911 |
| 2231 | First National Bank of the South, Opp | 94,969,071 | 89,835,044 | 2217 | |
| 4421 | Central Bank of Oxford NA, Oxford | 51,644,000 | 50,636,000 | 4246 | |
| 3472 | Bank of Ozark, Ozark | 64,328,000 | 60,738,880 | 3449 | |
| 4836 | Peoples Bank, Pell City | 47,286,366 | 39,637,919 | 5470 | + 634 |
| 3288 | Bank of Prattville, Prattville | 67,175,923 | 63,950,000 | 3253 | |
| 2862 | First National Bank, Russellville | 76,032,000 | 87,532,000 | 2283 | |
| 2871 | First National Bank, Scottsboro | 75,870,942 | 70,941,964 | 2889 | + 18 |
| 4045 | Jacobs Bank, Scottsboro | 55,970,710 | 50,006,486 | 4307 | + 262 |
| 1107 | Peoples Bank & Trust Co., Selma | 175,450,000 | 160,579,000 | 1130 | + 23 |
| 3901 | First Alabama Bank of Selma NA, Selma | 57,799,455 | 55,776,000 | 3797 | |
| 2123 | Bank Independent, Sheffield | 98,971,000 | 88,035,000 | 2272 | + 149 |
| 3394 | First National Bank, Talladega | 65,624,363 | 59,827,897 | 3503 | + 109 |
| 4497 | Bank of Tallassee, Tallassee | 50,845,479 | 45,958,890 | 4716 | + 219 |
| 3728 | United Security Bank, Thomasville | 60,262,224 | 57,230,966 | 3688 | |
| 3563 | Troy Bank & Trust Co., Troy | 62,833,000 | 55,958,000 | 3788 | + 225 |
| 699 | First National Bank, Tuscaloosa | 274,306,735 | 238,224,823 | 755 | + 56 |
| 1079 | First Alabama Bank of Tuscaloosa NA, Tuscaloosa | 180,905,000 | 161,981,888 | 1116 | + 37 |
| 2629 | First National Bank, Tuscumbia | 82,213,000 | 66,991,000 | 3079 | + 450 |
| 3085 | First National Bank, Wetumpka | 71,204,861 | 65,290,563 | 3182 | + 97 |
| 4729 | Citizens Bank, Winfield | 48,537,875 | 38,466,000 | 5629 | + 900 |

## ALASKA

| Rank 12/84 | ALASKA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **ANCHORAGE** | | | | |
| 276 | National Bank of Alaska, Anchorage | 839,162,000 | 806,830,000 | 252 | |
| 415 | Alaska Mutual Bank, Anchorage | 498,944,000 | .......... | .... | |
| 433 | First National Bank, Anchorage | 474,551,000 | 465,855,000 | 409 | |
| 549 | First Interstate Bank of Alaska, Anchorage | 355,404,720 | 286,532,486 | 615 | + 66 |
| 601 | United Bank Alaska, Anchorage | 320,742,923 | 259,683,651 | 688 | + 87 |
| 927 | Alaska Pacific Bank, Anchorage | 208,727,000 | 171,576,000 | 1039 | + 112 |
| 1303 | Alaska Statebank, Anchorage | 151,423,561 | 151,669,731 | 1195 | |
| 4303 | Rainier Bank Alaska NA, Anchorage | 52,844,000 | 63,821,000 | 3264 | |
| 4916 | Alaska Continental Bank, Anchorage | 46,519,000 | 29,784,217 | 6962 | +2046 |
| 812 | Alaska National Bank of the North, Fairbanks | 237,973,000 | 228,635,000 | 785 | |
| 1237 | First National Bank, Fairbanks | 159,127,000 | 134,406,000 | 1364 | + 127 |
| 3831 | B.M. Behrends Bank, Juneau | 58,844,000 | 60,658,000 | 3455 | |
| 1967 | First Bank, Ketchikan | 104,789,812 | 96,789,742 | 2021 | + 54 |

## ARIZONA

| Rank 12/84 | ARIZONA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4965 | Liberty Bank, Glendale | 46,021,500 | 21,645,000 | 8707 | +3741 |
| 3767 | State Bank, Lake Havasu City | 59,704,000 | 56,342,000 | 3761 | |
| | **PHOENIX** | | | | |
| 23 | Valley National Bank, Phoenix | 7,415,759,000 | 6,568,064,000 | 25 | + 2 |
| 47 | First Interstate Bank of Arizona NA, Phoenix | 4,706,313,000 | 4,138,695,000 | 47 | |
| 85 | Arizona Bank, Phoenix | 2,817,568,000 | 2,277,022,000 | 91 | + 6 |
| 168 | United Bank of Arizona, Phoenix | 1,432,263,000 | 1,105,725,000 | 189 | + 21 |
| 410 | Great Western Bank & Trust, Phoenix | 511,556,132 | 520,709,000 | 373 | |
| 531 | Continental Bank, Phoenix | 373,330,391 | 324,410,591 | 548 | + 17 |
| 1117 | Thunderbird Bank, Phoenix | 174,324,054 | 162,226,549 | 1113 | |
| 1157 | Century Bank, Phoenix | 169,083,818 | 157,460,125 | 1151 | |
| 4363 | Bank of Scottsdale, Scottsdale | 52,166,314 | 51,697,849 | 4146 | |
| 1736 | Interwest Bank of Arizona, Tucson | 116,853,000 | 93,395,561 | 2108 | + 372 |

## ARKANSAS

| Rank 12/84 | ARKANSAS | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4447 | First National Bank of Sharp Cty., Ash Flat | 51,362,849 | 47,704,208 | 4521 | + 74 |
| 1811 | First National Bank, Batesville | 111,925,441 | 103,091,807 | 1872 | + 61 |
| 2724 | Citizens Bank, Batesville | 79,558,142 | 70,927,874 | 2890 | + 166 |
| 2285 | Benton State Bank, Benton | 92,901,425 | 82,739,000 | 2427 | + 142 |
| 3697 | Union Bank, Benton | 60,792,043 | 57,579,716 | 3662 | |
| 1573 | Bank of Bentonville, Bentonville | 127,406,397 | 113,201,378 | 1671 | + 98 |
| 3963 | First National Bank, Berryville | 56,898,000 | 51,745,062 | 4140 | + 177 |
| 2766 | Farmers Bank & Trust Co., Blytheville | 78,241,000 | 68,441,969 | 2998 | + 232 |
| 2897 | First National Bank, Blytheville | 75,328,000 | 66,950,000 | 3084 | + 187 |
| 4331 | Citizens Bank, Booneville | 52,504,000 | 51,489,000 | 4161 | |
| 4046 | Bank of Cabot, Cabot | 55,959,000 | 49,322,000 | 4350 | + 304 |
| 2704 | First National Bank, Camden | 80,178,449 | 76,326,864 | 2652 | |
| 4334 | Merchants & Planters Bank, Camden | 52,465,000 | 52,781,673 | 4041 | |
| 4445 | Farmers Bank & Trust Co., Clarksville | 51,386,573 | 46,315,389 | 4671 | + 226 |
| 3664 | Clinton State Bank, Clinton | 61,327,000 | 56,024,037 | 3782 | + 118 |
| 1701 | First National Bank, Conway | 118,738,704 | 102,103,133 | 1900 | + 199 |
| 1712 | First State Bank & Trust Co., Conway | 118,223,000 | 106,656,000 | 1803 | + 91 |
| 3954 | First National Bank, Crossett | 57,032,000 | 51,368,042 | 4177 | + 223 |
| 3971 | Danville State Bank, Danville | 56,772,000 | 50,249,000 | 4280 | + 309 |
| 4919 | First National Bank, De Witt | 46,505,823 | 43,379,564 | 4996 | + 77 |
| 1002 | First National Bank, El Dorado | 192,898,000 | 176,841,000 | 1007 | + 5 |
| 2376 | National Bank of Commerce, El Dorado | 90,090,280 | 86,860,035 | 2313 | |
| 3121 | Exchange Bank & Trust Co., El Dorado | 70,254,088 | 64,047,031 | 3249 | + 128 |
| 965 | First National Bank, Fayetteville | 200,390,903 | 176,834,472 | 1008 | + 43 |
| 1655 | McIlroy Bank & Trust, Fayetteville | 121,321,000 | 113,313,000 | 1669 | + 14 |
| 3001 | First National Bank of Eastern Arkansas, Forrest City | 73,013,220 | 72,218,000 | 2832 | |
| 690 | First National Bank, Fort Smith | 277,147,708 | 261,599,000 | 682 | |
| 920 | City National Bank, Fort Smith | 209,699,875 | 202,982,568 | 882 | |
| 1141 | Merchants National Bank, Fort Smith | 171,628,000 | 138,653,000 | 1317 | + 176 |
| 4454 | First National Bank, Green Forest | 51,271,207 | 44,491,633 | 4858 | + 404 |
| 2396 | Security Bank, Harrison | 89,605,255 | 80,530,778 | 2512 | + 116 |
| 2915 | First National Bank, Harrison | 74,907,476 | 64,656,633 | 3213 | + 298 |
| 3304 | Cleburne County Bank, Heber Springs | 66,920,266 | 58,001,194 | 3622 | + 318 |
| 3220 | First National Bank of Phillips Cty., Helena | 68,336,529 | 61,344,466 | 3420 | + 200 |
| 4361 | Helena National Bank, Helena | 52,198,685 | 45,513,221 | 4768 | + 407 |
| 2246 | Citizens National Bank, Hope | 94,663,618 | 85,614,728 | 2347 | + 101 |
| 3701 | First National Bank, Hope | 60,700,006 | 58,078,118 | 3618 | |
| 701 | First National Bank, Hot Springs | 274,131,000 | 241,400,000 | 745 | + 44 |
| 802 | Arkansas Bank & Trust Co., Hot Springs | 242,203,000 | 230,719,373 | 774 | |
| 3742 | First Jacksonville Bank, Jacksonville | 60,069,000 | 55,461,000 | 3830 | + 88 |
| 1250 | Mercantile Bank, Jonesboro | 157,828,000 | 140,014,000 | 1297 | + 47 |
| 1367 | Citizens Bank, Jonesboro | 145,276,000 | 138,580,000 | 1319 | |
| | **LITTLE ROCK** | | | | |
| 298 | Worthen Bank & Trust Co. NA, Little Rock | 760,248,000 | 564,198,280 | 351 | + 53 |
| 311 | First Commercial Bank NA, Little Rock | 726,680,000 | 636,715,000 | 317 | + 6 |
| 479 | Union National Bank, Little Rock | 419,621,334 | 405,129,209 | 468 | |
| 2341 | Pulaski Bank & Trust Co., Little Rock | 91,169,000 | 78,137,038 | 2588 | + 247 |
| 2739 | Metropolitan National Bank, Little Rock | 79,060,107 | 67,040,739 | 3073 | + 334 |
| 1391 | First National Bank, Magnolia | 143,399,307 | 131,585,000 | 1401 | + 10 |
| 3526 | Farmers Bank & Trust Co., Magnolia | 63,434,833 | 58,925,426 | 3552 | + 26 |
| 3601 | Malvern National Bank, Malvern | 62,291,000 | 55,834,000 | 3794 | + 193 |
| 4588 | Bank of Malvern, Malvern | 49,942,885 | 44,663,800 | 4841 | + 253 |
| 3951 | McGehee Bank, McGehee | 57,057,536 | 54,375,000 | 3911 | |
| 4021 | First National Bank, Mena | 56,238,827 | 50,183,289 | 4287 | + 266 |
| 4881 | Union Bank, Mena | 46,836,000 | 43,512,821 | 4981 | + 100 |
| 3475 | Union Bank & Trust Co., Monticello | 64,279,268 | 54,867,570 | 3872 | + 397 |
| 4793 | First State Bank, Morrilton | 47,790,000 | 45,220,236 | 4792 | |
| 2127 | Peoples Bank & Trust Co., Mountain Home | 98,934,000 | 92,403,000 | 2137 | + 10 |
| 2346 | First National Bank & Trust Co., Mountain Home | 90,988,000 | 86,091,000 | 2334 | |
| 4463 | First National Bank, Nashville | 51,190,427 | 45,800,980 | 4737 | + 274 |
| 4820 | First State Bank, Newport | 47,497,885 | 38,383,288 | 5636 | + 816 |
| 798 | Twin City Bank, North Little Rock | 244,541,000 | 219,229,385 | 819 | + 21 |
| 1139 | First American Nat'l Bank of N. Little Rock NA | 171,704,000 | 170,625,000 | 1045 | |
| 4860 | First National Bank, Osceola | 47,100,979 | 46,151,508 | 4695 | |
| 2934 | Bank of Ozark, Ozark | 74,570,000 | 69,314,000 | 2962 | + 28 |
| 1935 | First National Bank, Paragould | 106,340,000 | 94,850,000 | 2066 | + 131 |
| 3060 | Security Bank, Paragould | 71,760,000 | 67,037,000 | 3075 | + 15 |
| 657 | Simmons First National Bank, Pine Bluff | 289,725,893 | 252,540,580 | 712 | + 55 |
| 1073 | National Bank of Commerce, Pine Bluff | 182,133,513 | 158,729,639 | 1142 | + 69 |
| 1705 | First National Bank & Trust Co., Rogers | 118,563,000 | 111,706,000 | 1700 | |
| 3386 | Farmers & Merchants Bank, Rogers | 65,709,295 | 61,848,587 | 3392 | + 6 |
| 2120 | Peoples Bank & Trust Co., Russellville | 99,051,006 | 91,170,049 | 2178 | + 58 |
| 2158 | First National Bank, Russellville | 97,398,804 | 84,124,000 | 2378 | + 220 |
| 2134 | First National Bank, Searcy | 98,750,845 | 87,273,000 | 2294 | + 160 |
| 2482 | First Security Bank, Searcy | 86,875,000 | 78,510,859 | 2577 | + 95 |
| 3229 | First National Bank, Siloam Springs | 68,091,000 | 60,519,954 | 3462 | + 233 |
| 4147 | Arkansas State Bank, Siloam Springs | 54,613,025 | 46,238,154 | 4686 | + 539 |
| 1286 | First National Bank, Springdale | 153,451,920 | 134,510,098 | 1363 | + 77 |
| 1576 | First State Bank, Springdale | 127,225,669 | 115,330,385 | 1642 | + 66 |
| 2267 | First National Bank, Stuttgart | 93,674,328 | 83,658,810 | 2394 | + 127 |
| 2820 | Farmers & Merchants Bank, Stuttgart | 76,822,128 | 74,285,770 | 2742 | |
| 782 | State First National Bank, Texarkana | 248,012,715 | 229,148,931 | 783 | + 1 |
| 3358 | Commercial National Bank, Texarkana | 66,112,000 | 62,098,000 | 3378 | + 20 |
| 4072 | Peoples Bank & Trust Co., Van Buren | 55,536,104 | 44,941,982 | 4814 | + 742 |
| 4121 | Citizens Bank & Trust Co., Van Buren | 54,935,967 | 49,164,000 | 4369 | + 248 |
| 3682 | Warren Bank & Trust Co., Warren | 61,054,523 | 56,990,000 | 3711 | + 29 |
| 3762 | Merchants & Farmers Bank, West Helena | 59,739,004 | 54,092,000 | 3934 | + 172 |
| 4140 | Bank of West Memphis, West Memphis | 54,665,879 | 45,323,000 | 4782 | + 642 |
| 4609 | First National Bank, Wynne | 49,808,717 | 45,439,836 | 4772 | + 163 |
| 4906 | Cross County Bank, Wynne | 46,582,490 | 40,658,125 | 5325 | + 419 |

## CALIFORNIA

| Rank 12/84 | CALIFORNIA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1497 | Alameda First National Bank, Alameda | 133,210,000 | 123,546,000 | 1503 | + 6 |
| 966 | Avco National Bank, Anaheim | 200,084,000 | 18,883,000 | .... | |
| 2700 | El Camino Bank, Anaheim | 80,292,000 | 88,801,000 | 2242 | |
| 695 | Mid-State Bank, Arroyo Grande | 275,621,696 | 210,458,048 | 848 | + 153 |

| | | | | | |
|---|---|---|---|---|---|
| | **BAKERSFIELD** | | | | |
| 409 | American National Bank, Bakersfield | 511,863,000 | 529,407,273 | 367 | |
| 907 | California Republic Bank, Bakersfield | 212,874,000 | 172,068,868 | 1033 | + 126 |
| 1247 | Community First Bank, Bakersfield | 158,040,000 | 172,313,000 | 1032 | |
| | **BEVERLY HILLS** | | | | |
| 135 | City National Bank, Beverly Hills | 1,804,839,000 | 1,617,527,000 | 135 | |
| 2168 | Bank of Beverly Hills, Beverly Hills | 96,987,000 | 82,009,661 | 2457 | + 289 |
| 2603 | First Pacific Bank, Beverly Hills | 82,989,596 | 78,111,000 | 2589 | |
| 4240 | Merchants Bank of Calif., Beverly Hills | 53,733,093 | 43,410,000 | 4995 | + 755 |
| 1501 | Tri-Counties Bank, Chico | 132,801,000 | 108,670,000 | 1760 | + 259 |
| 1309 | Chino Valley Bank, Chino | 150,766,000 | 126,252,000 | 1456 | + 147 |
| 1389 | Sunrise Bank of California, Citrus Heights | 143,434,011 | 63,557,478 | 3282 | +1893 |
| 2345 | Bank of Industry, City of Industry | 91,108,000 | 52,148,000 | 4098 | +1753 |
| 2311 | Meridian National Bank, Concord | 92,119,047 | 65,428,000 | 3171 | + 860 |
| 3450 | Bank of Coronado, Coronado | 64,713,000 | 56,400,000 | 3756 | + 306 |
| 2885 | Citizens Bank, Costa Mesa | 75,532,000 | 64,711,592 | 3210 | + 325 |
| 3766 | Citrus State Bank, Covina | 59,709,065 | 42,548,000 | 5079 | +1313 |
| 3262 | First National Bank, Daly City | 67,489,000 | 53,469,000 | 3973 | + 711 |
| 2976 | Diablo Bank, Danville | 73,604,871 | 62,957,487 | 3334 | + 358 |
| 2742 | First Northern Bank, Dixon | 78,981,000 | 68,327,000 | 3006 | + 264 |
| 1174 | Southern California Bank, Downey | 166,868,371 | 145,347,000 | 1246 | + 72 |
| 2954 | Capital Bank, Downey | 74,019,094 | 56,702,000 | 3733 | + 779 |
| 3715 | American Valley Bank, El Cajon | 60,512,193 | 55,827,000 | 3795 | + 80 |
| 4349 | San Dieguito National Bank, Encinitas | 52,274,000 | 51,425,570 | 4171 | |
| 1023 | Independence Bank, Encino | 189,113,904 | 198,755,170 | 896 | |
| 1812 | Lincoln National Bank, Encino | 111,868,420 | 69,748,100 | 2944 | +1132 |
| 2144 | Valley State Bank, Encino | 98,275,000 | 58,441,000 | 3589 | +1445 |
| 2562 | Bank of Loleta, Eureka | 84,401,987 | 69,085,376 | 2975 | + 413 |
| 4878 | Bank of Orange County, Fountain Valley | 46,860,809 | 63,711,000 | 3271 | |
| 2015 | Fremont Bank, Fremont | 102,929,990 | 95,927,000 | 2041 | + 26 |
| 1848 | Fresno Bank of Commerce, Fresno | 109,766,000 | 92,027,000 | 2154 | + 306 |
| 2366 | Bank of Fresno, Fresno | 90,474,000 | 70,179,000 | 2926 | + 560 |
| 3368 | California Valley Bank, Fresno | 65,960,000 | 64,069,000 | 3247 | |
| 2747 | Republic Bank, Gardena | 78,803,241 | 84,075,000 | 2382 | |
| 1172 | Valley National Bank, Glendale | 167,018,716 | 147,272,068 | 1224 | + 52 |
| 2861 | Central Bank, Glendale | 76,076,000 | 46,994,000 | 4595 | +1734 |
| 2059 | Foothill Independent Bank, Glendora | 101,456,605 | 82,187,000 | 2454 | + 395 |
| 4171 | Centennial Bank, Hayward | 54,336,253 | 45,193,755 | 4794 | + 623 |
| 2961 | Bank of Hemet, Hemet | 73,901,000 | 60,483,000 | 3464 | + 503 |
| 3140 | Liberty National Bank, Huntington Beach | 69,930,640 | 59,526,000 | 3521 | + 381 |
| | **HUNTINGTON PARK** | | | | |
| 366 | Community Bank, Huntington Park | 573,548,000 | 528,360,000 | 369 | + 3 |
| 2255 | International Central Bank & Trust Corp., Irvine | 94,308,379 | 100,387,000 | 1929 | |
| 2690 | Landmark Bank, La Habra | 80,524,000 | 66,452,000 | 3106 | + 416 |
| 776 | La Jolla Bank & Trust Co., La Jolla | 248,648,000 | 221,163,000 | 806 | + 30 |
| 3485 | National Bank, La Jolla | 64,070,000 | 50,808,000 | 4228 | + 743 |
| 1294 | Grossmont Bank, La Mesa | 152,351,000 | 142,931,360 | 1271 | |
| 2692 | Monarch Bank, Laguna Niguel | 80,448,000 | 78,576,000 | 2573 | |
| 4509 | Antelope Valley Bank, Lancaster | 50,755,049 | 37,653,000 | 5732 | +1223 |
| 753 | Farmers & Merchants Bank, Lodi | 257,041,088 | 240,521,524 | 748 | |
| | **LONG BEACH** | | | | |
| 447 | Farmers & Merchants Bank, Long Beach | 452,119,435 | 431,292,377 | 443 | |
| 2355 | National Bank, Long Beach | 90,716,612 | 75,666,000 | 2678 | + 323 |
| 3482 | Harbor Bank, Long Beach | 64,163,000 | 62,152,141 | 3375 | |
| 4175 | Coast Bank, Long Beach | 54,290,000 | 46,435,000 | 4661 | + 486 |
| | **LOS ANGELES** | | | | |
| 7 | Security Pacific National Bank, Los Angeles | 30,902,297,000 | 27,763,181,000 | 9 | + 2 |
| 14 | First Interstate Bank of California, Los Angeles | 15,472,833,000 | 15,266,068,000 | 14 | |
| 32 | Union Bank, Los Angeles | 5,943,808,000 | 6,068,815,000 | 29 | |
| 100 | Lloyds Bank California, Los Angeles | 2,355,561,000 | 2,277,291,467 | 90 | |
| 159 | Mitsui Manufacturers Bank, Los Angeles | 1,564,221,000 | 1,472,502,000 | 148 | |
| 191 | Imperial Bank, Los Angeles | 1,257,180,000 | 1,160,817,000 | 184 | |
| 281 | Mitsubishi Bank of California, Los Angeles | 833,251,914 | 667,607,000 | 309 | + 28 |
| 509 | First Los Angeles Bank, Los Angeles | 389,182,196 | 355,069,285 | 516 | + 7 |
| 548 | Tokai Bank of California, Los Angeles | 355,577,287 | 372,735,000 | 495 | |
| 780 | Cathay Bank of Los Angeles, Los Angeles | 248,061,000 | 230,089,000 | 776 | |
| 1160 | California Korea Bank, Los Angeles | 168,687,000 | 137,481,000 | 1334 | + 174 |
| 1166 | Dai-Ichi Kangyo Bank of California, Los Angeles | 167,728,155 | 137,713,000 | 1333 | + 167 |
| 1203 | California Commerce Bank, Los Angeles | 163,063,000 | 153,613,572 | 1177 | |
| 1289 | First Business Bank, Los Angeles | 153,246,000 | 108,853,000 | 1756 | + 467 |
| 1555 | General Bank, Los Angeles | 128,683,540 | 107,982,454 | 1780 | + 225 |
| 1793 | California Overseas Bank, Los Angeles | 113,389,581 | 109,478,000 | 1743 | |
| 1874 | Los Angeles National Bank, Los Angeles | 108,920,000 | 42,827,000 | 5048 | +3174 |
| 2147 | Mercantile National Bank, Los Angeles | 97,926,000 | 63,124,716 | 3320 | +1173 |
| 2283 | Bank of Los Angeles, Los Angeles | 92,981,611 | 75,737,341 | 2677 | + 394 |
| 2367 | Western Bank, Los Angeles | 90,460,000 | 85,303,000 | 2352 | |
| 2434 | Great American Bank, Los Angeles | 88,478,000 | 121,682,000 | 1537 | |
| 3088 | Kyowa Bank of California, Los Angeles | 71,181,000 | 58,580,000 | 3578 | + 490 |
| 3186 | Olympic National Bank, Los Angeles | 68,925,000 | 28,575,000 | 7192 | +4006 |
| 3276 | Far East National Bank, Los Angeles | 67,276,000 | 55,222,000 | 3845 | + 569 |
| 3452 | California Pacific National Bank, Los Angeles | 64,698,000 | 57,298,000 | 3683 | + 231 |
| 3521 | Century Bank, Los Angeles | 63,494,000 | 87,105,000 | 2302 | |
| 4246 | Marathon National Bank, Los Angeles | 52,675,000 | 20,853,580 | 8918 | +4672 |
| 4382 | Gilmore Commercial & Savings Bank, Los Angeles | 51,971,575 | 47,056,221 | 4591 | + 209 |
| 4544 | International Bank of California, Los Angeles | 50,480,000 | 22,861,495 | 8416 | +3872 |
| 3099 | First State Bank, Lynwood | 70,984,497 | 60,296,892 | 3471 | + 372 |
| 4601 | Delta National Bank, Manteca | 49,852,000 | 39,343,000 | 5500 | + 899 |
| 2520 | Pacific Valley National Bank, Modesto | 85,798,765 | 65,319,705 | 3181 | + 661 |
| 3478 | Modesto Banking Co., Modesto | 64,238,000 | 59,310,000 | 3530 | + 52 |
| 3862 | Center State Bank, Modesto | 58,418,000 | 53,289,000 | 3992 | + 130 |
| 4199 | Garfield Bank, Montebello | 54,093,000 | 58,271,548 | 3602 | |
| 1663 | Trans National Bank, Monterey Park | 120,841,181 | 114,524,928 | 1651 | |
| 2373 | Omni Bank NA, Monterey Park | 90,165,000 | 74,856,000 | 2716 | + 343 |
| 1285 | Napa Valley Bank, Napa | 153,717,906 | 133,093,459 | 1380 | + 95 |
| 2302 | Balboa National Bank, National City | 92,474,000 | 23,157,000 | 8336 | +6034 |
| 1532 | Bank of Newport, Newport Beach | 130,600,764 | 153,760,307 | 1176 | |
| 1735 | CommerceBank, Newport Beach | 117,021,516 | 114,385,000 | 1655 | |
| 4063 | American Interstate Bank, Newport Beach | 55,739,609 | 62,490,000 | 3359 | |
| 4730 | Pacific National Bank, Newport Beach | 48,522,000 | 42,289,000 | 5114 | + 384 |
| 1880 | American Pacific State Bank, North Hollywood | 108,774,438 | 117,721,780 | 1601 | |
| 799 | First Trust Bank, Ontario | 244,157,000 | 240,958,000 | 747 | |
| 4688 | Golden Pacific Bank, Ontario | 48,929,313 | 28,269,000 | 7255 | +2567 |
| 2783 | Orange National Bank, Orange | 77,754,746 | 51,929,733 | 4122 | +1339 |
| 4424 | Orange City Bank, Orange | 51,613,611 | 45,842,000 | 4730 | + 306 |
| 518 | Bank of A. Levy, Oxnard | 381,675,000 | 378,137,000 | 491 | |
| 3073 | Bank of Palm Springs, Palm Springs | 71,386,000 | 61,493,000 | 3413 | + 340 |
| 2757 | University National Bank & Trust Co., Palo Alto | 78,615,292 | 66,953,000 | 3083 | + 326 |
| 1925 | Mechanics National Bank, Paramount | 107,013,000 | 113,020,000 | 1675 | |
| 3520 | Citizens Commercial Trust & Savings Bank, Pasadena | 63,512,000 | 58,493,939 | 3582 | + 62 |
| 4543 | United Mercantile Bk & Tr Co. NA, Pasadena | 50,483,000 | 48,490,657 | 4442 | |
| 3596 | Community First National Bank, Pleasanton | 62,343,784 | 56,096,877 | 3776 | + 180 |
| 2678 | North Valley Bank, Redding | 80,982,000 | 80,473,000 | 2514 | |
| 2004 | Bank of Redlands, Redlands | 103,338,000 | 90,638,000 | 2194 | + 190 |
| 4755 | Bay Area Bank, Redwood City | 48,267,014 | 40,855,983 | 5293 | + 538 |
| 537 | Mechanics Bank, Richmond | 368,350,154 | 361,308,172 | 507 | |
| 2712 | Riverside National Bank, Riverside | 79,856,000 | 68,840,000 | 2984 | + 272 |
| 901 | First Commercial Bank, Sacramento | 214,042,000 | 195,657,635 | 907 | + 6 |
| 1122 | Bank of Alex Brown, Sacramento | 173,559,060 | 160,548,386 | 1131 | + 9 |
| 1407 | River City Bank, Sacramento | 141,578,761 | 137,199,000 | 1338 | |
| 1516 | Capitol Bank of Commerce, Sacramento | 131,596,000 | 122,120,758 | 1523 | + 7 |
| 2775 | Point West Bank, Sacramento | 77,925,622 | 64,395,000 | 3231 | + 456 |
| 3919 | Sacramento Valley Bank NA, Sacramento | 57,567,843 | 48,115,000 | 4483 | + 564 |
| 1671 | Valley National Bank, Salinas | 120,452,000 | 109,164,866 | 1749 | + 78 |
| 4372 | Bank of Salinas, Salinas | 52,078,447 | 37,305,853 | 5781 | +1409 |
| 4679 | Bank of San Clemente, San Clemente | 49,027,000 | 58,108,000 | 3613 | |
| | **SAN DIEGO** | | | | |
| 268 | San Diego Trust & Savings Bank, San Diego | 874,763,000 | 844,769,000 | 243 | |
| 1086 | Bank of San Diego, San Diego | 179,594,085 | 175,020,074 | 1020 | |
| 2589 | First National Bank, San Diego | 83,478,000 | 51,444,000 | 4169 | +1580 |
| 2651 | Peninsula Bank, San Diego | 81,735,000 | 72,168,000 | 2836 | + 185 |
| 3331 | Bank of Commerce, San Diego | 66,613,000 | 59,457,000 | 3524 | + 193 |
| 3553 | Bank of Southern California NA, San Diego | 62,991,889 | 41,458,000 | 5222 | +1669 |
| 3725 | San Diego National Bank, San Diego | 60,259,909 | 48,335,180 | 4461 | + 736 |
| | **SAN FRANCISCO** | | | | |
| 1 | Bank of America NT&SA, San Francisco | 88,167,000,000 | 90,250,018,000 | 1 | |
| 10 | Wells Fargo Bank NA, San Francisco | 20,308,269,000 | 20,554,485,000 | 11 | + 1 |
| 11 | Crocker National Bank, San Francisco | 18,088,638,000 | 19,045,237,000 | 12 | + 1 |
| 53 | California First Bank, San Francisco | 4,433,770,000 | 3,818,193,000 | 55 | + 2 |
| 95 | Sumitomo Bank of California, San Francisco | 2,471,148,551 | 2,231,072,158 | 92 | |
| 99 | Bank of California NA, San Francisco | 2,387,259,000 | 2,623,772,000 | 77 | |
| 196 | Golden State Sanwa Bank, San Francisco | 1,230,112,000 | 1,128,462,000 | 186 | |
| 217 | Central Bank, San Francisco | 1,061,929,000 | 976,530,000 | 210 | |
| 220 | Bank of the West, San Francisco | 1,049,857,200 | 974,613,000 | 212 | |
| 294 | Hibernia Bank, San Francisco | 781,883,229 | 807,805,000 | 251 | |
| 297 | Barclays Bank of California, San Francisco | 774,118,000 | 761,169,000 | 274 | |
| 446 | Bank of Canton of California, San Francisco | 452,343,000 | 436,121,000 | 438 | |
| 530 | California Canadian Bank, San Francisco | 373,570,000 | 528,220,000 | 370 | |
| 898 | Bank of the Orient, San Francisco | 214,925,000 | 190,816,446 | 936 | + 38 |
| 1248 | Pacific Bank NA, San Francisco | 157,967,000 | 56,954,555 | 3714 | +2466 |
| 1533 | American Asian Bank, San Francisco | 130,598,000 | 65,286,695 | 3183 | +1650 |
| 1988 | Redwood Bank, San Francisco | 103,975,000 | 134,013,000 | 1368 | |
| 2672 | Bank of San Francisco, San Francisco | 81,166,944 | 73,411,000 | 2770 | + 98 |
| 4450 | California National Bank, San Francisco | 51,327,000 | 45,020,000 | 4804 | + 354 |
| 539 | Pacific Valley Bank, San Jose | 366,501,000 | 322,534,000 | 553 | + 14 |
| 1395 | Plaza Bank of Commerce, San Jose | 142,859,506 | 121,564,275 | 1539 | + 144 |
| 3547 | American Bank & Trust Co., San Jose | 63,069,000 | 65,539,000 | 3162 | |
| 3825 | California Business Bank NA, San Jose | 58,951,972 | 40,852,000 | 5294 | +1469 |
| 3937 | San Jose National Bank, San Jose | 57,265,874 | 39,398,634 | 5491 | +1554 |
| 3914 | Capistrano National Bank, San Juan Capistrano | 57,682,000 | 67,957,912 | 3027 | |
| 2884 | Borel Bank & Trust Co., San Mateo | 75,550,000 | 63,789,478 | 3266 | + 382 |
| 2652 | Bank of San Pedro, San Pedro | 81,721,000 | 67,368,000 | 3054 | + 402 |
| | **SAN RAFAEL** | | | | |
| 279 | Westamerica Bank NA, San Rafael | 834,411,940 | 815,114,000 | 249 | |
| 597 | Commercial Center Bank, Santa Ana | 322,568,000 | 438,580,000 | 437 | |
| 1577 | Valencia Bank, Santa Ana | 127,198,321 | 162,501,000 | 1111 | |
| 3652 | National Bank of Southern California, Santa Ana | 61,488,000 | 52,332,000 | 4083 | + 431 |
| 4535 | Marine National Bank, Santa Ana | 50,530,000 | 46,298,000 | 4674 | + 139 |
| 615 | Santa Barbara Bank & Trust, Santa Barbara | 312,784,710 | 289,665,000 | 613 | |
| 3007 | Bank of Montecito, Santa Barbara | 72,928,000 | 56,376,000 | 3758 | + 751 |
| 4980 | City Commerce Bank, Santa Barbara | 45,912,622 | 38,248,796 | 5661 | + 681 |
| 3995 | Bank of Santa Clara, Santa Clara | 56,513,834 | 51,486,505 | 4162 | + 167 |
| | **SANTA CRUZ** | | | | |
| 476 | County Bank & Trust, Santa Cruz | 422,820,658 | 358,592,000 | 511 | + 35 |
| 4060 | Bank of Santa Maria, Santa Maria | 55,764,206 | [illegible],571,000 | 5475 | +1415 |
| 504 | Santa Monica Bank, Santa Monica | 392,136,124 | 353,762,033 | 519 | + 15 |
| 3867 | First Professional Bank of Los Angeles NA, Santa Monica | 58,324,000 | .............. | .... | |
| 689 | Exchange Bank, Santa Rosa | 278,948,000 | 258,724,000 | 695 | + 6 |
| 1610 | Transworld Bank, Sherman Oaks | 125,004,000 | 126,347,000 | 1454 | |
| 977 | Home Bank, Signal Hill | 197,745,545 | 188,811,078 | 946 | |
| 828 | First Interstate Bancard Co. NA, Simi Valley | 233,916,038 | 95,788,417 | 2046 | +1218 |
| 2022 | Torrey Pines Bank, Solana Beach | 102,651,026 | 76,127,000 | 2664 | + 642 |
| 4706 | El Capitan National Bank, Sonora | 48,784,000 | 40,279,000 | 5377 | + 671 |
| | **STOCKTON** | | | | |
| 475 | Bank of Stockton, Stockton | 423,451,000 | 413,793,141 | 454 | |
| 757 | Union Safe Deposit Bank, Stockton | 256,444,720 | 229,099,724 | 784 | + 27 |
| 4741 | Bank of Agriculture & Commerce, Stockton | 48,409,000 | 42,392,000 | 5100 | + 359 |
| 2591 | First State Bank of The Oaks, Thousand Oaks | 83,282,000 | 54,800,639 | 3876 | +1285 |
| 4828 | Conejo Valley National Bank, Thousand Oaks | 47,395,503 | 16,619,308 | .... | |
| 1718 | Commonwealth Bank, Torrance | 117,739,000 | 142,395,000 | 1274 | |
| 4585 | Torrance National Bank, Torrance | 49,976,698 | 43,664,000 | 4962 | + 377 |
| 2714 | Golden Valley Bank, Turlock | 79,818,000 | 84,428,000 | 2370 | |
| 1293 | Eldorado Bank, Tustin | 152,593,000 | 149,225,000 | 1210 | |
| 1450 | Sunwest Bank, Tustin | 137,741,000 | 146,083,000 | 1238 | |
| 1371 | Savings Bank of Mendocino Cty., Ukiah | 144,878,952 | 133,094,277 | 1379 | + 8 |
| 1548 | Santa Clarita National Bank, Valencia | 129,099,000 | 119,279,000 | 1571 | + 23 |
| 813 | Southwest Bank, Vista | 237,839,000 | 244,277,000 | 733 | |
| 2096 | Bank of Contra Costa, Walnut Creek | 99,942,000 | 83,869,000 | 2385 | + 289 |
| 628 | Metrobank NA, Westwood Village | 306,289,000 | 273,140,195 | 654 | + 26 |
| 3638 | First National Bank, Willows | 61,647,000 | 15,945,000 | .... | |
| 3893 | Center National Bank, Woodland Hills | 57,924,000 | 42,148,000 | 5128 | +1235 |
| 4972 | Scott Valley Bank, Yreka | 45,997,000 | 43,850,000 | 4938 | |
| 4384 | Feather River State Bank, Yuba City | 51,961,485 | 40,081,885 | 5419 | +1035 |

| Rank 12/84 | COLORADO | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3915 | Colorado National Bank-Arvada, Arvada | 57,635,893 | 50,936,692 | 4223 | + 308 |
| 4952 | First National Bank, Aspen | 46,167,831 | 46,271,416 | 4679 | |
| 2914 | Aurora National Bank, Aurora | 74,911,000 | 71,163,000 | 2883 | |
| 3294 | United Bank, Aurora | 67,102,000 | 56,101,196 | 3775 | + 481 |
| 4660 | IntraWest Bank of Aurora NA, Aurora | 49,264,652 | 42,182,000 | 5124 | + 464 |
| 992 | First National Bank, Boulder | 194,841,861 | 167,752,325 | 1063 | + 71 |
| 1658 | IntraWest Bank of Boulder NA, Boulder | 121,136,000 | 111,453,000 | 1705 | + 47 |
| 2676 | United Bank of Boulder, Boulder | 81,092,000 | 78,646,000 | 2569 | |
| 3644 | Colorado National Bank-Boulder, Boulder | 61,549,688 | 58,805,092 | 3556 | |
| 4114 | Bank of Boulder, Boulder | 54,985,000 | 45,497,395 | 4769 | + 655 |
| 4503 | United Bank of Brighton, Brighton | 50,814,000 | 48,473,000 | 4446 | |
| 3990 | United Bank of Broomfield, Broomfield | 56,561,979 | 52,149,633 | 4097 | + 107 |
| 3782 | Fremont National Bank, Canon City | 59,544,669 | 55,685,010 | 3804 | + 22 |
| 4493 | First National Bank, Canon City | 50,921,279 | 48,919,250 | 4391 | |
| 617 | First National Bank, Colorado Springs | 312,051,650 | 258,224,564 | 697 | + 80 |
| 906 | Colorado National Bank-Exchange, Colorado Springs | 213,256,000 | 207,568,000 | 859 | |
| 979 | Colorado Springs National Bank, Colorado Springs | 197,249,129 | 185,216,960 | 964 | |
| 1942 | Central Bank of Colorado Springs, Colorado Springs | 105,875,700 | 88,111,000 | 2268 | + 326 |
| 2719 | United Bank, Colorado Springs | 79,729,000 | 64,624,000 | 3216 | + 497 |
| 3286 | Western National Bank, Colorado Springs | 67,178,317 | 61,395,000 | 3418 | + 132 |
| 4514 | Moffat County State Bank, Craig | 50,717,200 | 48,358,000 | 4459 | |
| | **DENVER** | | | | |
| 130 | United Bank of Denver NA, Denver | 1,854,141,000 | 1,815,280,018 | 118 | |
| 149 | First Interstate Bank of Denver NA, Denver | 1,655,474,576 | 1,853,786,000 | 114 | |
| 219 | Colorado National Bank, Denver | 1,050,479,000 | 963,954,000 | 221 | + 2 |
| 240 | Central Bank of Denver, Denver | 976,206,000 | 832,120,000 | 24[illegible] | + 6 |
| 665 | Denver National Bank, Denver | 287,940,510 | 259,389,321 | 691 | + 26 |
| 681 | First Colorado Bank & Trust NA, Denver | 281,673,964 | 211,444,092 | 846 | + 165 |
| 1179 | Metro National Bank, Denver | 165,852,000 | 176,297,934 | 1014 | |
| 1244 | Guaranty Bank & Trust Co., Denver | 158,635,283 | 156,689,000 | 1157 | |
| 1274 | Cherry Creek National Bank, Denver | 154,705,866 | 141,121,000 | 1288 | + 14 |
| 1784 | Mountain States Bank, Denver | 114,253,039 | 109,439,000 | 1744 | |
| 1941 | Colorado State Bank, Denver | 106,026,561 | 105,141,415 | 1827 | |
| 2269 | National City Bank, Denver | 93,646,636 | 94,591,638 | 2074 | |
| 2588 | IntraWest Bank of Bear Valley NA, Denver | 83,505,000 | 77,597,000 | 2614 | + 26 |
| 2822 | Colorado National Bank-Boulevard, Denver | 76,805,282 | 68,419,691 | 2999 | + 177 |
| 2832 | Central Bank of North Denver, Denver | 76,631,387 | 70,202,661 | 2923 | + 91 |
| 3071 | Century Bank, Denver | 71,462,000 | 62,146,474 | 3376 | + 305 |
| 3130 | First National Bank of Southeast Denver, Denver | 70,152,351 | 66,532,000 | 3103 | |
| 3137 | Southeast State Bank, Denver | 69,992,000 | 61,661,000 | 3400 | + 263 |
| 3260 | United Bank of Skyline NA, Denver | 67,511,000 | 76,421,808 | 2648 | |
| 3516 | Bank of Denver, Denver | 63,568,000 | 59,156,000 | 3538 | + 22 |
| 4051 | Union Bank & Trust Co., Denver | 55,896,000 | 55,752,000 | 3799 | |
| 4556 | South Denver National Bank, Denver | 50,316,000 | 44,643,000 | 4845 | + 289 |
| 4657 | United Bank of Monaco NA, Denver | 49,270,518 | 49,020,085 | 4386 | |
| 4705 | Fidelity Bank of Denver, Denver | 48,788,762 | 56,906,527 | 3719 | |
| 4822 | OMNIBANK Southeast, Denver | 47,473,000 | 46,504,717 | 4650 | |
| 3507 | First National Bank, Durango | 63,728,822 | 61,103,552 | 3432 | |
| 4352 | United Bank of Durango, Durango | 52,253,276 | 50,714,603 | 4237 | |
| 1068 | First National Bank, Englewood | 182,596,111 | 167,328,300 | 1066 | |
| 1465 | First Interstate Bank of Englewood NA, Englewood | 136,705,000 | 125,546,000 | 1468 | + 3 |
| 4294 | Arapahoe Bank & Trust, Englewood | 52,973,132 | 52,151,128 | 4096 | |

➤ Continued on Next Page

| Rank 12/84 | COLORADO (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 846 | First Interstate Bank of Fort Collins NA, Fort Collins | 228,083,986 | 203,903,925 | 878 | + 32 |
| 1013 | United Bank of Fort Collins NA, Fort Collins | 191,231,880 | 170,390,873 | 1047 | + 34 |
| 3062 | Farmers State Bank, Fort Morgan | 71,727,483 | 69,649,188 | 2947 | |
| 2297 | First National Bank, Glenwood Springs | 92,602,602 | 83,607,000 | 2397 | + 100 |
| 1353 | First Interstate Bank of Golden NA, Golden | 146,457,878 | 130,166,872 | 1413 | + 60 |
| 1864 | First National Bank, Grand Junction | 109,245,467 | 108,208,000 | 1775 | |
| 2085 | IntraWest Bank of Grand Junction, Grand Junction | 100,361,000 | 111,096,000 | 1710 | |
| 2868 | United Bank of Grand Junction NA, Grand Junction | 75,926,901 | 70,661,000 | 2899 | + 31 |
| 1534 | IntraWest Bank of Greeley NA, Greeley | 130,515,000 | 131,896,000 | 1396 | |
| 1721 | Greeley National Bank, Greeley | 117,521,873 | 130,057,507 | 1417 | |
| 1903 | United Bank, Greeley | 107,855,454 | 104,770,344 | 1836 | |
| 4012 | Union Colony Bank, Greeley | 56,331,287 | 40,429,200 | 5353 | +1341 |
| 4563 | Colorado Bank & Trust Co., La Junta | 50,264,224 | 44,907,104 | 4816 | + 253 |
| 1200 | Jefferson Bank & Trust, Lakewood | 164,003,000 | 144,225,898 | 1257 | + 57 |
| 1436 | FirstBank of Westland NA, Lakewood | 139,050,000 | 129,208,000 | 1426 | |
| 2356 | United Bank of Lakewood NA, Lakewood | 90,694,364 | 78,922,463 | 2562 | + 206 |
| 3383 | Colorado National Bank-Lakewood, Lakewood | 65,755,522 | 60,302,637 | 3470 | + 87 |
| 4830 | Alameda National Bank, Lakewood | 47,383,000 | 41,692,000 | 5194 | + 364 |
| 4900 | Valley State Bank, Lamar | 46,632,000 | 41,758,567 | 5183 | + 283 |
| 4929 | First National Bank, Lamar | 46,418,302 | 42,839,880 | 5046 | + 117 |
| 1857 | United Bank, Littleton | 109,494,972 | 98,898,000 | 1965 | + 108 |
| 2574 | Littleton National Bank, Littleton | 83,970,736 | 66,307,000 | 3112 | + 538 |
| 2939 | IntraWest Bank of Southglenn NA, Littleton | 74,446,000 | 73,649,585 | 2764 | |
| 2227 | First National Bank, Longmont | 95,009,449 | 85,122,595 | 2356 | + 129 |
| 3945 | Longmont National Bank, Longmont | 57,169,024 | 53,795,606 | 3956 | + 11 |
| 4781 | United Bank of Longmont NA, Longmont | 47,870,000 | 39,746,000 | 5459 | + 678 |
| 2498 | First National Bank, Loveland | 86,206,407 | 81,105,865 | 2488 | |
| 4882 | Home State Bank, Loveland | 46,829,664 | 40,832,000 | 5296 | + 414 |
| 3072 | IntraWest Bank of Montrose NA, Montrose | 71,426,000 | 68,188,000 | 3014 | |
| 3537 | IntraWest Bank of Northglenn NA, Northglenn | 63,302,000 | 55,820,000 | 3796 | + 259 |
| 1875 | Colorado National Bank-Pueblo, Pueblo | 108,915,000 | 109,959,826 | 1731 | |
| 2052 | Pueblo Bank & Trust Co., Pueblo | 101,561,000 | 99,629,000 | 1949 | |
| 2451 | Minnequa Bank, Pueblo | 88,008,266 | 84,385,988 | 2372 | |
| 4896 | United Bank, Pueblo | 46,678,137 | 42,302,222 | 5113 | + 217 |
| 4920 | IntraWest Bank of Pueblo NA, Pueblo | 46,494,000 | 43,985,000 | 4921 | + 1 |
| 3096 | IntraWest Bank of Steamboat Springs, Springboat Springs | 71,031,000 | 63,467,000 | 3288 | + 192 |
| 2632 | IntraWest Bank of Sterling, Sterling | 82,136,000 | 78,614,000 | 2572 | |
| 4689 | Commercial Bank, Sterling | 48,929,000 | 43,782,000 | 4950 | + 261 |
| 3395 | FirstBank of Vail, Vail | 65,621,000 | 51,109,000 | 4205 | + 810 |
| 2521 | First National Bank, Westminster | 85,783,086 | 73,024,698 | 2787 | + 266 |
| 2187 | Lakeside National Bank, Wheat Ridge | 96,363,810 | 88,608,079 | 2248 | + 61 |
| 3431 | FirstBank of Wheat Ridge NA, Wheat Ridge | 65,006,000 | 56,043,000 | 3779 | + 348 |
| 4529 | Bank of Applewood, Wheat Ridge | 50,582,000 | 42,082,000 | 5138 | + 609 |
| 4209 | First National Bank, Wray | 54,025,942 | 54,644,263 | 3886 | |

| Rank 12/84 | CONNECTICUT | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **BRIDGEPORT** | | | | |
| 193 | Citytrust, Bridgeport | 1,255,539,000 | 998,534,000 | 205 | + 12 |
| 1431 | Lafayette Bank & Trust Co., Bridgeport | 139,447,244 | 122,587,000 | 1517 | + 86 |
| 2901 | Valley Bank & Trust Co., Bridgeport | 75,206,596 | 64,697,019 | 3211 | + 310 |
| 3211 | Chester Bank, Chester | 68,425,000 | 51,867,000 | 4129 | + 918 |
| 4220 | Citizens National Bank, Fairfield | 53,910,710 | 34,266,000 | 6216 | +1996 |
| 1800 | Glastonbury Bank & Trust Co., Glastonbury | 112,895,654 | 90,868,711 | 2186 | + 386 |
| 2480 | Citizens Bank & Trust Co., Glastonbury | 86,985,000 | 70,091,237 | 2929 | + 449 |
| 717 | Putnam Trust Co., Greenwich | 268,291,431 | 231,269,262 | 772 | + 55 |
| 1376 | American National Bank, Hamden | 144,605,422 | 133,289,986 | 1374 | |
| | **HARTFORD** | | | | |
| 42 | Connecticut Bank & Trust Co. NA, Hartford | 4,910,866,000 | 4,523,480,000 | 39 | |
| 45 | Connecticut National Bank, Hartford | 4,795,921,000 | 3,479,602,000 | 60 | + 15 |
| 430 | United Bank & Trust Co., Hartford | 477,766,000 | 404,455,000 | 470 | + 40 |
| 3599 | Salisbury Bank & Trust Co., Lakeville | 62,313,069 | 46,881,986 | 4608 | +1009 |
| 3673 | First National Bank, Litchfield | 61,228,659 | 54,108,588 | 3933 | + 260 |
| 983 | Home Bank & Trust Co., Meriden | 195,864,000 | 141,816,000 | 1277 | + 294 |
| 1005 | New Britain National Bank, New Britain | 192,696,000 | 162,157,000 | 1114 | + 109 |
| 3890 | New Canaan Bank & Trust Co., New Canaan | 57,948,386 | 46,254,093 | 4682 | + 792 |
| 2789 | Bank of New Haven, New Haven | 77,631,898 | 66,267,938 | 3115 | + 326 |
| 2111 | New Milford Bank & Trust Co., New Milford | 99,369,000 | 80,987,251 | 2495 | + 384 |
| 1109 | Merchants Bank & Trust Co., Norwalk | 175,214,905 | 136,241,314 | 1350 | + 241 |
| 4261 | Village Bank & Trust Co., Ridgefield | 53,502,611 | 42,864,927 | 5039 | + 778 |
| 3746 | Seymour Trust Co., Seymour | 59,989,000 | 53,151,000 | 4006 | + 260 |
| 1310 | Simsbury Bank & Trust Co., Simsbury | 150,743,000 | 117,903,000 | 1599 | + 289 |
| 3406 | South Windsor Bank & Trust Co., South Windsor | 65,466,359 | 53,180,300 | 4004 | + 598 |
| 3377 | Citizens National Bank, Southington | 65,830,737 | 55,054,766 | 3855 | + 478 |
| | **STAMFORD** | | | | |
| 153 | Union Trust Co., Stamford | 1,621,973,000 | 1,408,908,000 | 156 | + 3 |
| 1034 | Fidelity Trust Co., Stamford | 187,337,967 | 159,040,405 | 1141 | + 107 |
| 4894 | Bank of Stamford, Stamford | 46,727,474 | 27,745,000 | 7350 | +2456 |
| 1986 | North American Bank & Trust Co., Stratford | 104,093,000 | 95,780,000 | 2048 | + 62 |
| | **WATERBURY** | | | | |
| 190 | Colonial Bank, Waterbury | 1,284,707,000 | 1,173,589,000 | 181 | |
| 995 | Westport Bank & Trust Co., Westport | 194,116,000 | 171,715,000 | 1038 | + 43 |
| 1262 | Independent Bank & Trust Co., Willimantic | 156,968,220 | 139,712,000 | 1302 | + 40 |
| 3498 | Northern Connecticut National Bank, Windsor Locks | 63,886,000 | 68,164,000 | 3015 | |

| Rank 12/84 | DELAWARE | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 515 | Mellon Bank (DE) NA, Dover | 383,097,000 | 327,169,000 | 546 | + 31 |
| 843 | Equitable Bank of Delaware NA, Dover | 229,157,000 | ............ | .... | |
| 804 | Sussex Trust Co., Laurel | 241,514,000 | 196,019,000 | 906 | + 102 |
| 4148 | First Omni Bank NA, Millsboro | 54,606,759 | 26,569,000 | 7589 | +3441 |
| 4185 | Citibank (Delaware), New Castle | 54,199,000 | 36,853,000 | 5846 | +1661 |
| 582 | Maryland Bank NA, Newark | 329,789,000 | 190,253,000 | 941 | + 359 |
| 2010 | Baltimore Trust Co., Selbyville | 103,113,578 | 89,449,343 | 2226 | + 216 |
| | **WILMINGTON** | | | | |
| 156 | Wilmington Trust Co., Wilmington | 1,594,173,000 | 1,283,378,000 | 169 | + 13 |
| 194 | Morgan Bank (Delaware), Wilmington | 1,245,258,000 | 1,223,631,000 | 174 | |
| 203 | Chemical Bank (Delaware), Wilmington | 1,156,965,000 | 1,178,409,912 | 180 | |
| 207 | Manufacturers Hanover Bank (Delaware), Wilmington | 1,138,825,000 | 668,995,000 | 307 | + 100 |
| 238 | Bank of Delaware, Wilmington | 980,384,000 | 899,366,000 | 228 | |
| 307 | Delaware Trust Co., Wilmington | 741,765,000 | 681,925,000 | 302 | |
| 319 | Chase Manhattan Bank (USA) NA, Wilmington | 709,027,173 | 471,002,783 | 405 | + 86 |
| 926 | Colonial National Bank, Wilmington | 208,758,000 | 92,036,263 | 2153 | +1227 |
| 1372 | First National Bank, Wilmington | 144,743,330 | 42,532,149 | 5081 | +3709 |
| 1756 | NBD Delaware Bank, Wilmington | 115,744,915 | ............ | .... | |
| 2576 | Beneficial National Bank, Wilmington | 83,901,000 | 53,472,699 | 3972 | +1396 |
| 4347 | Bank of New York (Delaware), Wilmington | 52,277,882 | ............ | .... | |

| Rank 12/84 | DISTRICT OF COLUMBIA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 60 | Riggs National Bank, Washington, D.C. | 4,173,672,000 | 3,882,434,000 | 53 | |
| 70 | American Security Bank NA, Washington, D.C. | 3,223,915,000 | 2,753,382,000 | 73 | + 3 |
| 221 | National Bank of Washington, D.C., Washington, D.C. | 1,048,171,000 | 967,443,000 | 217 | |
| 260 | First American Bank NA, Washington, D.C. | 892,886,000 | 709,833,142 | 291 | + 31 |
| 327 | NS&T Bank NA, Washington, D.C. | 692,027,000 | 555,310,433 | 356 | + 29 |
| 656 | District of Columbia NB, Washington, D.C. | 290,678,000 | 230,903,000 | 773 | + 117 |
| 756 | Madison National Bank, Washington, D.C. | 256,594,000 | 221,118,449 | 807 | + 51 |
| 882 | Security National Bank, Washington, D.C. | 220,091,809 | 184,149,368 | 968 | + 86 |
| 2417 | McLachlen National Bank, Washington, D.C. | 88,993,153 | 70,694,601 | 2898 | + 481 |
| 3233 | Industrial Bank, Washington, D.C. | 68,018,247 | 63,057,608 | 3325 | + 92 |
| 3660 | National Bank of Commerce, Washington, D.C. | 61,401,000 | 54,119,000 | 3931 | + 271 |
| 3749 | United National Bank, Washington, D.C. | 59,954,000 | 64,121,000 | 3245 | |
| 4937 | National Capital Bank, Washington, D.C. | 46,375,792 | 42,246,894 | 5117 | + 180 |

| Rank 12/84 | FLORIDA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2348 | Citrus & Chemical Bank, Bartow | 90,938,225 | 73,254,087 | 2778 | + 430 |
| 2472 | First B & T Co., Belleair Bluffs | 87,303,000 | 90,236,000 | 2205 | |
| 3745 | Vista Bank of Marion Cty., Belleview | 60,026,989 | 54,237,724 | 3923 | + 178 |
| 1213 | First Bankers of Palm Beach Cty. NA, Boca Raton | 162,291,998 | 121,717,863 | 1535 | + 322 |
| 3941 | First National Bank, Bonita Springs | 57,181,000 | 58,775,000 | 3561 | |
| 734 | Barnett Bank of Manatee Cty. NA, Bradenton | 263,680,000 | 214,495,000 | 834 | + 100 |
| 916 | Hernando State Bank, Brooksville | 210,803,489 | 186,435,308 | 960 | + 44 |
| 2375 | First Bankers of Florida NA, Cape Canaveral | 90,121,864 | 43,805,159 | 4945 | +2570 |
| 745 | Sun Bank/Southwest NA, Cape Coral | 259,393,726 | 249,680,000 | 718 | |
| 535 | Barnett Bk of Pinellas Cty. NA, Clearwater | 371,687,743 | 298,966,355 | 592 | + 57 |
| 730 | First National Bank, Clearwater | 265,748,168 | 244,639,533 | 732 | + 2 |
| 769 | Bank of Clearwater, Clearwater | 251,720,000 | 242,213,000 | 740 | |
| 4332 | TRANSFLORIDA BANK, Cooper City | 52,473,820 | 41,070,340 | 5263 | + 931 |
| 2881 | Miami National Bank, Coral Gables | 75,586,000 | 83,779,000 | 2389 | |
| 4311 | Bank of Coral Gables, Coral Gables | 52,721,175 | 47,849,487 | 4507 | + 196 |
| 3236 | Citizens First National Bank, Crystal River | 67,981,876 | 57,336,234 | 3679 | + 443 |
| 3284 | Creditbank, Cutler Ridge | 67,186,000 | 56,630,000 | 3739 | + 455 |
| 1184 | Bank of Pasco Cty., Dade City | 165,122,454 | 144,178,152 | 1258 | + 74 |
| 566 | Caribank, Dania | 340,091,436 | 230,210,728 | 775 | + 209 |
| 625 | Sun Bank of Volusia Cty., Daytona Beach | 307,263,000 | 222,756,000 | 798 | + 173 |
| 524 | Barnett Bank of Volusia Cty., De Land | 376,594,985 | 322,007,000 | 555 | + 31 |
| | **DELRAY BEACH** | | | | |
| 468 | Sun Bank/Palm Beach Cty. NA, Delray Beach | 431,113,836 | 280,354,391 | 632 | + 164 |
| 3348 | First National Bank, Destin | 66,246,667 | 50,538,026 | 4256 | + 908 |
| 1732 | Republic Bank, Dunedin | 117,115,000 | 72,554,000 | 2811 | +1079 |
| 4762 | Peoples Bank of Pasco Cty., Elfers | 48,211,854 | 47,517,000 | 4544 | |
| 704 | Barnett Bank of Southwest Fla. NA, Englewood | 273,561,897 | 116,420,000 | 1621 | + 917 |
| 1317 | Barnett Bank of Lake Cty. NA, Eustis | 149,789,164 | 123,765,862 | 1497 | + 180 |
| | **FORT LAUDERDALE** | | | | |
| 270 | Sun Bank/South Florida NA, Fort Lauderdale | 862,506,000 | 726,048,000 | 282 | + 12 |
| 315 | Landmark First National Bank, Fort Lauderdale | 719,444,075 | 680,586,106 | 304 | |
| | **FORT MYERS** | | | | |
| 500 | First National Bank, Fort Myers | 399,716,285 | 339,767,000 | 534 | + 34 |
| 806 | Barnett Bank of Lee Cty. NA, Fort Myers | 239,423,000 | 199,856,000 | 891 | + 85 |
| 921 | Lee County Bank, Fort Myers | 209,600,000 | 191,938,000 | 925 | + 4 |
| 2698 | Gulf Coast First National Bank, Fort Myers Beach | 80,345,719 | 78,038,697 | 2593 | |
| 1162 | Sun Bank of St. Lucie Cty., Fort Pierce | 168,380,000 | 160,678,896 | 1126 | |
| 1885 | First National Bank, Fort Walton Beach | 108,598,940 | 108,478,058 | 1765 | |
| 4415 | First City Bank, Fort Walton Beach | 51,713,482 | 50,254,572 | 4279 | |
| 1782 | Barnett Bank of Alachua Cty., Gainesville | 114,328,000 | 68,218,000 | 3013 | +1231 |
| 3378 | Sun Bank, Gainesville | 65,827,986 | 57,191,024 | 3692 | + 314 |
| 4632 | First City Bank, Gainesville | 49,522,000 | 39,254,000 | 5510 | + 878 |
| 1405 | First Bankers of Polk Cty., Haines City | 141,800,550 | 131,294,568 | 1409 | + 4 |
| 2466 | City National Bank of Florida, Hallandale | 87,491,319 | 87,661,632 | 2279 | |
| | **HIALEAH** | | | | |
| 441 | Consolidated Bank NA, Hialeah | 457,028,187 | 442,496,000 | 434 | |
| 3352 | Popular Bank of Florida, Hialeah | 66,172,000 | 69,105,800 | 2974 | |
| 4061 | Pan American Bank of Dade Cty. NA, Hialeah | 55,761,386 | 53,953,562 | 3946 | |
| 3213 | Barnett Bank of Martin Cty. NA, Hobe Sound | 68,418,000 | 47,680,000 | 4524 | +1311 |
| 2991 | Holiday Bank, Holiday | 73,235,000 | 57,513,102 | 3665 | + 674 |
| 2401 | American Bank, Hollywood | 89,465,909 | 75,345,890 | 2693 | + 292 |
| 4030 | Island Bank, Holmes Beach | 56,179,265 | 56,134,092 | 3774 | |
| 2188 | First National Bank, Homestead | 96,362,476 | 75,820,380 | 2674 | + 486 |
| 2277 | Community Bank, Homestead | 93,282,000 | 76,625,000 | 2645 | + 368 |
| 1390 | Bank of Inverness, Inverness | 143,428,641 | 136,561,165 | 1346 | |
| 2770 | Citizens First National Bank, Inverness | 78,091,000 | 72,438,911 | 2818 | + 48 |
| | **JACKSONVILLE** | | | | |
| 56 | Florida National Bank, Jacksonville | 4,363,475,000 | 2,844,588,000 | 69 | + 13 |
| 81 | Atlantic National Bank of Florida, Jacksonville | 2,934,299,000 | 2,509,625,000 | 79 | |
| 252 | Barnett Bank of Jacksonville NA, Jacksonville | 931,186,000 | 696,933,000 | 298 | + 46 |
| 791 | American National Bank of Florida, Jacksonville | 246,603,000 | 233,271,170 | 768 | |
| 811 | Sun Bank/North Florida NA, Jacksonville | 238,226,321 | 93,166,000 | 2112 | +1301 |
| 3661 | First Guaranty Bank & Trust Co., Jacksonville | 61,384,747 | 56,752,344 | 3725 | + 64 |
| 3680 | Barnett Banks Trust Co. NA, Jacksonville | 61,073,150 | 101,000,835 | 1918 | |
| 3466 | Key Biscayne Bank & Trust Co., Key Biscayne | 64,383,000 | 61,111,000 | 3430 | |
| 4071 | Islamorada Bank, Key Largo | 55,545,595 | 49,169,000 | 4367 | + 296 |
| 2239 | Barnett Bank of the Keys, Key West | 94,731,538 | 75,299,446 | 2697 | + 458 |
| 3218 | Florida Keys First State Bank, Key West | 68,368,000 | 60,655,456 | 3457 | + 239 |
| 2568 | First National Bank, Kissimmee | 84,317,000 | 76,771,000 | 2636 | + 68 |
| 2955 | Barnett Bank of Columbia Cty., Lake City | 74,000,418 | 66,259,000 | 3117 | + 162 |
| 2436 | Suburban Bank, Lake Worth | 88,444,000 | 65,352,000 | 3176 | + 740 |
| 571 | Barnett Bank of Polk Cty., Lakeland | 337,075,829 | 269,153,000 | 664 | + 93 |
| 586 | Peoples Bank, Lakeland | 327,402,421 | 290,699,860 | 605 | + 19 |
| 2470 | First National Bank, Lakeland | 87,355,000 | 81,632,000 | 2469 | |
| 2135 | First State Bank, Lantana | 98,636,000 | 86,933,754 | 2311 | + 176 |
| 1625 | Citizens National Bank, Leesburg | 123,412,547 | 106,338,417 | 1810 | + 185 |
| 3573 | First National Bank, Live Oak | 62,669,000 | 58,718,000 | 3569 | |
| 2735 | Gulf Coast Bank of Pinellas, Madeira Beach | 79,161,000 | 77,421,000 | 2623 | |
| 2430 | Marine Bank of Monroe Cty., Marathon | 88,568,000 | 76,755,000 | 2637 | + 207 |
| 3422 | Citizens State Bank, Marianna | 65,204,454 | 59,571,329 | 3516 | + 94 |
| 4541 | First Bank, Marianna | 50,494,000 | 46,874,955 | 4609 | + 68 |
| 2033 | Landmark Bank of Brevard, Melbourne | 102,369,039 | 89,063,463 | 2236 | + 203 |
| 1922 | American Bank, Merritt Island | 107,071,450 | 87,636,345 | 2280 | + 358 |
| | **MIAMI** | | | | |
| 22 | Southeast Bank NA, Miami | 7,589,312,000 | 6,434,788,000 | 26 | + 4 |
| 86 | Barnett Bank of South Florida NA, Miami | 2,758,524,000 | 1,892,519,000 | 110 | + 24 |
| 263 | Pan American Bank NA, Miami | 884,877,000 | 705,647,100 | 292 | + 29 |
| 296 | Flagship National Bank, Miami | 778,390,000 | 779,748,000 | 269 | |
| 333 | Republic National Bank, Miami | 677,560,000 | 585,041,853 | 341 | + 8 |
| 427 | Intercontinental Bank, Miami | 480,663,000 | 464,503,000 | 411 | |
| 440 | Capital Bank, Miami | 457,072,478 | 378,165,613 | 490 | + 50 |
| 510 | Sun Bank of Miami, Miami | 388,261,000 | 388,235,000 | 481 | |
| 563 | City National Bank, Miami | 341,313,000 | 353,132,000 | 520 | |
| 635 | Bank of Miami, Miami | 303,431,589 | 290,336,000 | 607 | |
| 832 | Ocean Bank, Miami | 232,012,718 | 111,883,000 | 1694 | + 862 |
| 1028 | Northern Trust Bank of Florida NA, Miami | 188,071,000 | 163,744,000 | 1101 | + 73 |
| 1038 | SafraBank, Miami | 187,071,649 | 192,646,976 | 920 | |
| 1051 | Commercial Bank & Trust Co., Miami | 186,136,622 | 167,174,293 | 1069 | + 18 |
| 1185 | United National Bank, Miami | 165,108,285 | 154,816,000 | 1169 | |
| 1399 | TOTALBANK, Miami | 142,445,559 | 136,140,499 | 1354 | |
| 1484 | Merchants Bank, Miami | 134,476,158 | 114,488,699 | 1653 | + 169 |
| 1580 | Eagle National Bank, Miami | 126,893,400 | 106,183,000 | 1814 | + 234 |
| 1585 | Coconut Grove Bank, Miami | 126,658,433 | 111,937,710 | 1692 | + 107 |
| 1637 | Commercial Bank of Kendall, Miami | 122,426,000 | 108,103,000 | 1778 | + 141 |
| 2358 | Dixie National Bank of Dade Cty., Miami | 90,670,893 | 59,844,704 | 3501 | +1143 |
| 2411 | Continental National Bank, Miami | 89,126,000 | 81,231,000 | 2482 | + 71 |
| 2660 | National Bank of Florida, Miami | 81,531,541 | 91,969,000 | 2156 | |
| 2918 | Biscayne Bank, Miami | 74,880,000 | 90,158,000 | 2207 | |
| 2968 | Dadeland Bank, Miami | 73,751,250 | 71,918,000 | 2849 | |
| 3336 | Pan American Bank of Miami NA, Miami | 66,519,138 | 50,662,037 | 4244 | + 908 |
| 3403 | Sunset Commercial Bank, Miami | 65,499,000 | 71,741,000 | 2856 | |
| 1464 | Jefferson National Bank, Miami Beach | 136,707,29[illegible] | 105,690,107 | 1818 | + 354 |
| 4475 | Pan American Bank of Miami Shores NA, Miami Shore | 51,099,243 | 55,102,135 | 3852 | |
| 4893 | First National Bank, Mount Dora | 46,737,573 | 42,849,000 | 5044 | + 151 |
| 634 | Barnett Bank of Naples, Naples | 303,785,000 | 273,937,000 | 649 | + 15 |
| 894 | First National Bank & Trust Co., Naples | 216,940,992 | 189,611,907 | 942 | + 48 |
| 1758 | Sun Bank/Naples NA, Naples | 115,696,176 | 115,851,446 | 1628 | |
| 3349 | Ocean State Bank, Neptune Beach | 66,185,000 | 57,167,839 | 3696 | + 347 |
| 551 | Barnett Bank of Pasco Cty., New Port Richey | 353,937,528 | 294,659,619 | 598 | + 47 |
| 4686 | First National Bank, Niceville | 48,972,000 | 38,041,836 | 5683 | + 997 |

| | | | | | |
|---|---|---|---|---|---|
| 2224 | North First Bank, North Fort Myers | 95,120,176 | 96,813,608 | 2020 | |
| 4402 | Kislak National Bank, North Miami | 51,806,000 | 46,653,423 | 4628 | + 226 |
| 1322 | County National Bank of South Florida, North Miami Beach | 149,435,000 | 112,863,000 | 1677 | + 355 |
| 1630 | Skylake State Bank, North Miami Beach | 122,825,000 | 90,845,959 | 2189 | + 559 |
| 4506 | Peoples First National Bank, North Miami Beach | 50,758,975 | 39,999,148 | 5428 | + 922 |
| | **NORTH PALM BEACH** | | | | |
| 292 | First American Bank & Trust, North Palm Beach | 790,408,000 | 544,431,000 | 360 | + 68 |
| 4195 | North Port Bank, North Port | 54,118,000 | 48,211,382 | 4477 | + 282 |
| 3303 | North Ridge Bank, Oakland Park | 66,951,000 | 47,298,000 | 4565 | +1262 |
| 789 | Sun Bank, Ocala | 247,285,000 | 219,556,391 | 817 | + 28 |
| 824 | Barnett Bank of Marion Cty NA, Ocala | 235,234,000 | 202,559,000 | 884 | + 60 |
| 2758 | Barnett Bank of Lake Okeechobee, Okeechobee | 78,577,289 | 64,714,201 | 3208 | + 450 |
| | **ORLANDO** | | | | |
| 112 | Sun Bank NA, Orlando | 2,183,899,000 | 1,687,033,000 | 126 | + 14 |
| 1529 | Pan American Bank of Orlando NA, Orlando | 130,813,032 | 122,611,875 | 1516 | |
| 3151 | Landmark Bank, Orlando | 69,744,220 | 67,298,439 | 3061 | |
| 4642 | Bank of Central Florida, Orlando | 49,418,857 | 45,856,000 | 4729 | + 87 |
| | **PALM BEACH** | | | | |
| 474 | First National Bank, Palm Beach | 423,913,000 | 401,412,000 | 472 | |
| 1369 | Bank of Palm Beach & Trust Co., Palm Beach | 144,981,637 | 136,195,396 | 1353 | |
| 1709 | Palmetto Bank & Trust Co., Palmetto | 118,313,252 | 102,363,000 | 1889 | + 180 |
| 3407 | County Bank, Palmetto | 65,435,000 | 24,021,000 | 8154 | +4747 |
| 1422 | Commercial Bank, Panama City | 140,254,098 | 123,619,235 | 1500 | + 78 |
| 1914 | Bay Bank & Trust Co., Panama City | 107,492,877 | 96,300,305 | 2028 | + 114 |
| 3691 | First National Bank, Panama City | 60,911,000 | 48,231,000 | 4473 | + 782 |
| 904 | Barnett Bank of W. Florida, Pensacola | 213,876,000 | 181,838,000 | 979 | + 75 |
| 1455 | Citizens & Peoples National Bank, Pensacola | 137,410,073 | 115,793,828 | 1630 | + 175 |
| 1586 | Sun Bank/West Florida NA, Pensacola | 126,435,000 | 119,417,000 | 1567 | |
| 1849 | First American Bank, Pensacola | 109,743,000 | 97,951,000 | 1988 | + 139 |
| 2743 | First State Bank, Pensacola | 78,888,000 | 58,273,000 | 3601 | + 858 |
| 3090 | West Florida Bank, Pensacola | 71,162,000 | 60,600,618 | 3461 | + 371 |
| 4772 | First National Bank of Escambia Cty., Pensacola | 48,056,000 | 27,546,000 | 7385 | +2613 |
| 4393 | Florida International Bank, Perrine | 51,907,760 | 49,929,000 | 4311 | |
| 1382 | Hillsboro Sun Bank, Plant City | 143,907,000 | 138,326,565 | 1320 | |
| | **POMPANO BEACH** | | | | |
| 400 | Florida Coast Bank, Pompano Beach | 520,581,000 | 538,722,000 | 363 | |
| 564 | First Bankers NA, Pompano Beach | 340,923,772 | 324,239,210 | 550 | |
| 1378 | Sun Bank & Tr/Charlotte Cty. NA, Port Charlotte | 144,296,687 | ............ | .... | |
| 4090 | Charlotte County National Bank, Port Charlotte | 55,258,000 | 46,019,000 | 4712 | + 622 |
| 3993 | Barnett Bank of St. Lucie Cty., Port St. Lucie | 56,538,000 | 44,866,000 | 4824 | + 831 |
| 1562 | First National Bank, Punta Gorda | 128,161,000 | 109,700,000 | 1736 | + 174 |
| 3464 | First Ruskin Bank, Ruskin | 64,399,819 | 60,691,000 | 3454 | |
| 1360 | Barnett Bank of St. Johns Cty., St. Augustine | 145,756,804 | 124,392,000 | 1484 | + 124 |
| | **ST. PETERSBURG** | | | | |
| 340 | Park Bank of Florida, St. Petersburg | 645,338,738 | 362,073,383 | 506 | + 166 |
| 414 | Sun Bank/Suncoast NA, St. Petersburg | 499,876,447 | 351,239,731 | 525 | + 111 |
| 448 | Landmark Union Trust Bank of St. Petersburg NA | 451,859,538 | 452,349,951 | 422 | |
| 499 | Rutland Bank, St. Petersburg | 400,427,000 | 350,967,000 | 526 | + 27 |
| 2469 | Bank of Florida, St. Petersburg | 87,408,000 | 78,968,178 | 2558 | + 89 |
| 3222 | USBank, St. Petersburg | 68,305,102 | 61,931,722 | 3386 | + 164 |
| 3552 | First Bankers of Tampa Bay NA, St. Petersburg | 62,999,601 | 64,054,472 | 3248 | |
| 2365 | First Gulf Beach Bank & Trust Co., St. Petersburg Beach | 90,541,000 | 82,202,000 | 2452 | + 87 |
| 3259 | Bank of the Islands Sanibel-Captiva, Sanibel | 67,511,060 | 54,068,000 | 3938 | + 679 |
| 1425 | National Bank of Sarasota, Sarasota | 139,807,022 | 141,954,050 | 1276 | |
| 1783 | Gulf Coast National Bank, Sarasota | 114,309,895 | 117,457,000 | 1607 | |
| 2313 | Pan American Bank, Sarasota | 92,052,501 | 94,085,155 | 2093 | |
| 957 | Barnett Bank of Highlands Cty., Sebring | 202,693,140 | 166,827,468 | 1071 | + 114 |
| 3210 | Guardian Bank, Seminole | 68,430,294 | 62,633,098 | 3351 | + 141 |
| 1634 | First National Bank, South Miami | 122,672,161 | 113,640,231 | 1663 | + 29 |
| 1978 | Sunshine State Bank, South Miami | 104,354,000 | 109,628,000 | 1737 | |
| 817 | First National Bank & Trust Co., Stuart | 236,875,293 | 205,097,486 | 873 | + 56 |
| 3094 | American Bank of Martin Cty., Stuart | 71,095,075 | 51,022,000 | 4214 | +1120 |
| 4865 | Jefferson National Bank, Sunny Isles | 47,044,079 | 44,014,031 | 4915 | + 50 |
| 974 | Barnett Bank of Tallahassee, Tallahassee | 198,429,000 | 178,728,168 | 995 | + 21 |
| 1132 | Capital City First National Bank, Tallahassee | 172,506,000 | 153,356,971 | 1179 | + 47 |
| 2656 | Lewis State Bank, Tallahassee | 81,637,230 | 71,887,000 | 2851 | + 195 |
| 2953 | Sun Bank/Tallashassee NA, Tallahassee | 74,065,782 | ............ | .... | |
| | **TAMPA** | | | | |
| 63 | NCNB National Bank of Florida, Tampa | 3,848,812,000 | 2,213,069,000 | 94 | + 31 |
| 132 | First National Bank of Florida, Tampa | 1,853,471,000 | 1,310,508,000 | 164 | + 32 |
| 347 | Barnett Bank of Tampa NA, Tampa | 618,226,000 | 447,941,930 | 428 | + 81 |
| 471 | Sun Bank of Tampa NA, Tampa | 428,280,000 | 563,734,000 | 352 | |
| 1202 | Landmark Bank, Tampa | 163,590,000 | 149,883,932 | 1206 | + 4 |
| 1957 | Central Bank, Tampa | 105,108,951 | 83,698,346 | 2392 | + 435 |
| 1960 | Pan American Bank of Tampa NA, Tampa | 105,018,596 | 89,946,334 | 2213 | + 253 |
| 2301 | Peoples Bank of Hillsb. Cty., Tampa | 92,522,166 | 94,267,448 | 2085 | |
| 2500 | Second National Bank, Tampa | 86,130,000 | 83,217,000 | 2409 | |
| 3961 | Bank of Tampa, Tampa | 56,930,000 | 54,660,000 | 3884 | |
| 3206 | Umatilla State Bank, Umatilla | 68,521,676 | 62,488,477 | 3360 | + 154 |
| 2086 | Vanguard Bank & Trust Co., Valparaiso | 100,353,432 | 98,091,396 | 1983 | |
| 961 | First National Bank, Venice | 200,981,000 | 188,499,000 | 949 | |
| 2979 | South County Bank, Venice | 73,442,193 | 65,505,000 | 3166 | + 187 |
| 1566 | First Bankers of Indian River Cty., Vero Beach | 127,761,241 | 115,016,511 | 1646 | + 80 |
| 2307 | Beach Bank, Vero Beach | 92,258,597 | 84,464,668 | 2368 | + 61 |
| 4010 | Barnett Bank of Indian River Cty., Vero Beach | 56,374,040 | 42,779,000 | 5054 | +1044 |
| 2613 | Waychula State Bank, Waychula | 82,744,559 | 73,272,568 | 2776 | + 163 |
| | **WEST PALM BEACH** | | | | |
| 251 | Barnett Bank of Palm Beach Cty., West Palm Beach | 932,295,000 | 725,188,358 | 283 | + 32 |
| 1147 | Flagler Nat'l Bank of the Palm Beaches, West Palm Beach | 170,757,000 | 130,071,189 | 1415 | + 266 |
| 3138 | Mall Bank, West Palm Beach | 69,977,218 | 66,288,404 | 3113 | |
| 3339 | First Bankers of Orange Cty. NA, Winter Garden | 66,443,131 | 48,557,879 | 4431 | +1092 |
| 815 | Sun First National Bank of Polk Cty., Winter Haven | 237,171,789 | 132,545,146 | 1389 | + 574 |
| | **WINTER PARK** | | | | |
| 216 | Barnett Bank of Central Florida NA, Winter Park | 1,071,801,000 | 792,874,000 | 257 | + 41 |
| 1377 | First National Bank, Winter Park | 144,569,250 | 108,521,692 | 1762 | + 385 |
| 1506 | Sun Bank of Pasco Cty., Zephyrhills | 132,180,000 | 122,995,163 | 1508 | + 2 |

| Rank 12/84 | GEORGIA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1103 | First State Bank & Trust Co., Albany | 176,270,047 | 121,902,946 | 1531 | + 428 |
| 1295 | Citizens & Southern Bank, Albany | 152,131,000 | 141,096,463 | 1289 | |
| 2268 | Trust Co. Bank of South Georgia NA, Albany | 93,654,817 | 76,677,000 | 2642 | + 374 |
| 2730 | Security Bank & Trust Co., Albany | 79,287,000 | 42,003,000 | 5150 | +2420 |
| 1252 | First National Bank, Athens | 157,746,000 | 112,646,000 | 1682 | + 430 |
| 2878 | First American Bank & Trust Co., Athens | 75,651,000 | 59,401,000 | 3526 | + 648 |
| | **ATLANTA** | | | | |
| 38 | Citizens & Southern National Bank, Atlanta | 5,333,788,000 | 4,200,268,000 | 45 | + 7 |
| 50 | First National Bank, Atlanta | 4,518,912,000 | 3,456,514,000 | 61 | + 11 |
| 92 | Trust Company Bank, Atlanta | 2,585,533,000 | 2,002,861,000 | 108 | + 16 |
| 163 | Bank South NA, Atlanta | 1,494,319,000 | 1,027,722,000 | 203 | + 40 |
| 234 | National Bank of Georgia, Atlanta | 995,370,000 | 802,814,000 | 255 | + 21 |
| 519 | First Georgia Bank, Atlanta | 381,147,000 | 291,765,000 | 601 | + 82 |
| 1670 | Heritage Bank, Atlanta | 120,486,657 | 95,778,064 | 2049 | + 379 |
| 3077 | Citizens Trust Bank, Atlanta | 71,327,000 | 55,144,000 | 3850 | + 773 |
| | **AUGUSTA** | | | | |
| 457 | Georgia Railroad Bank & Trust Co., Augusta | 442,587,000 | 415,900,000 | 453 | |
| 1329 | Trust Co. Bank of Augusta NA, Augusta | 148,687,000 | 123,555,000 | 1502 | + 173 |
| 4876 | Union County Bank, Blairsville | 46,883,000 | 40,903,715 | 5287 | + 411 |
| 1268 | Trust Co. Bk of Southeast Ga. NA, Brunswick | 156,125,431 | 105,172,000 | 1825 | + 557 |
| 1513 | American National Bank, Brunswick | 131,873,000 | 115,414,000 | 1639 | + 126 |
| 4825 | Coastal Bank of Georgia, Brunswick | 47,432,136 | 41,878,000 | 5166 | + 341 |
| 2257 | Calhoun First National Bank, Calhoun | 94,061,000 | 82,826,000 | 2425 | + 168 |
| 2956 | Bank of Canton, Canton | 73,995,620 | 66,243,000 | 3120 | + 164 |
| 3000 | Etowah Bank, Canton | 73,031,185 | 64,449,000 | 3228 | + 228 |
| 2725 | Peoples Bank, Carrollton | 79,538,970 | 72,461,000 | 2817 | + 92 |
| 3936 | West Georgia National Bank, Carrollton | 57,273,664 | 48,808,000 | 4407 | + 471 |
| 3799 | Cohutta Banking Co., Chatsworth | 59,369,230 | 53,697,526 | 3965 | + 166 |
| 2912 | Habersham Bank, Clarkesville | 74,935,000 | 64,388,990 | 3232 | + 320 |
| 3662 | Bank of Clayton, Clayton | 61,349,000 | 53,105,000 | 4010 | + 348 |
| 1852 | Peoples Bank, Cleveland | 109,677,238 | 112,574,191 | 1684 | |
| | **COLUMBUS** | | | | |
| 461 | Columbus Bank & Trust Co., Columbus | 439,426,000 | 344,648,000 | 531 | + 70 |
| 642 | First National Bank, Columbus | 300,492,706 | 255,494,952 | 706 | + 64 |
| 1409 | Trust Co. Bank of Columbus NA, Columbus | 141,446,000 | 125,652,000 | 1464 | + 55 |
| 2338 | Trust Company of Rockdale, Conyers | 91,337,453 | 80,913,000 | 2501 | + 163 |
| 3641 | Cornelia Bank, Cornelia | 61,578,766 | 59,283,008 | 3532 | |
| 4065 | First Nat'l Bank of Habersham, Cornelia | 55,699,602 | 49,866,000 | 4315 | + 250 |
| 2621 | Bank of Covington, Covington | 82,412,901 | 69,190,515 | 2968 | + 347 |
| 3774 | Forsyth County Bank, Cumming | 59,642,289 | 48,982,045 | 4390 | + 616 |
| 4254 | Bank of Dahlonega, Dahlonega | 53,571,569 | 46,184,000 | 4690 | + 436 |
| 3866 | First National Bank of Paulding Cty., Dallas | 58,341,513 | 45,788,903 | 4739 | + 873 |
| 923 | First National Bank, Dalton | 209,400,569 | 182,737,349 | 976 | + 53 |
| 2162 | Hardwick Bank & Trust Co., Dalton | 97,192,000 | 79,502,000 | 2537 | + 375 |
| 4357 | Bank of Dalton, Dalton | 52,238,120 | 46,982,513 | 4597 | + 240 |
| 2736 | Fidelity National Bank, Decatur | 79,140,000 | 59,392,000 | 3528 | + 792 |
| 3144 | Southern National Bank, Decatur | 69,887,991 | 49,741,931 | 4324 | +1180 |
| 2882 | Trust Co. Bank of Coffee Cty., Douglas | 75,569,000 | 66,457,000 | 3105 | + 223 |
| 2935 | Commercial Bank, Douglasville | 74,545,000 | 66,976,000 | 3081 | + 146 |
| 3738 | Trust Co. Bank of Douglas Cty., Douglasville | 60,115,000 | 44,427,000 | 4866 | +1128 |
| 2309 | Citizens & Southern Bank, Dublin | 92,192,000 | 82,931,000 | 2421 | + 112 |
| 2859 | Farmers & Merchants Bank, Dublin | 7[illegible] 109,647 | 66,239,000 | 3122 | + 263 |
| 3098 | First National Bank, Elberton | 71,010,151 | 57,069,357 | 3703 | + 605 |
| 3542 | Granite City Bank, Elberton | 63,181,000 | 53,438,000 | 3977 | + 435 |
| 4324 | Farmers & Merchants Bank, Fayatteville | 52,585,000 | 41,949,000 | 5158 | + 834 |
| 4982 | Southeastern Bank, Folkston | 45,896,381 | 32,490,624 | 6495 | +1513 |
| 726 | First National Bank, Gainesville | 266,632,997 | 209,851,431 | 851 | + 125 |
| 3499 | Citizens Bank, Gainesville | 63,881,694 | 54,894,000 | 3867 | + 368 |
| 1168 | Commercial Bank & Trust Co., Griffin | 167,365,000 | 158,207,000 | 1146 | |
| 4050 | First National Bank, Griffin | 55,899,000 | 49,829,047 | 4317 | + 267 |
| 3217 | Trust Co. Bank of Clayton Cty., Jonesboro | 68,382,085 | 53,932,000 | 3948 | + 731 |
| 4411 | Bank of La Fayette, La Fayette | 51,741,000 | 48,277,000 | 4465 | + 54 |
| 2325 | Citizens & Southern Bank of W. Ga., La Grange | 91,765,000 | 79,030,847 | 2555 | + 230 |
| 4144 | Commercial Bank & Trust Co. of Troup Cty., La Grange | 54,641,000 | 46,153,127 | 4694 | + 550 |
| 1520 | First National Bank of Gwinnett Cty., Lawrenceville | 131,503,000 | 111,022,000 | 1712 | + 192 |
| 2900 | Trust Co. Bank of Gwinnett Cty., Lawrenceville | 75,230,000 | 52,180,000 | 4093 | +1193 |
| 3103 | Brand Banking Co., Lawrenceville | 70,904,000 | 50,016,000 | 4304 | +1201 |
| 1727 | Georgia State Bank, Mableton | 117,241,190 | 93,124,567 | 2116 | + 389 |
| 702 | Trust Co. Bank of Middle Ga. NA, Macon | 273,955,837 | 243,054,000 | 737 | + 35 |
| 1365 | Georgia Bank & Trust Co., Macon | 145,343,543 | 129,932,000 | 1418 | + 53 |
| 4976 | Central Bank of Georgia, Macon | 45,977,000 | 35,521,000 | 6028 | +1052 |
| 647 | First National Bank of Cobb Cty., Marietta | 297,106,000 | 261,263,000 | 684 | + 37 |
| 1766 | First Georgia Bank of Cobb Cty., Marietta | 115,165,000 | 87,050,000 | 2304 | + 538 |
| 4466 | Georgia State Bank, Martinez | 51,174,295 | 37,608,778 | 5744 | +1278 |
| 3335 | Trust Co. Bank of Henry Cty. NA, McDonough | 66,520,015 | 60,231,421 | 3477 | + 142 |
| 2756 | Citizens & Southern Bank, Milledgeville | 78,616,000 | 65,958,000 | 3139 | + 383 |
| 3603 | National Bank of Walton Cty., Monroe | 62,266,269 | 53,913,573 | 3949 | + 346 |
| 4489 | First American Bank of Walton, Monroe | 50,971,977 | 42,273,000 | 5115 | + 626 |
| 3315 | Moultrie National Bank, Moultrie | 66,830,000 | 66,02[illegible],000 | 3136 | |
| 3269 | First National Bank, Newnan | 67,333,000 | 59,942,480 | 3496 | + 227 |
| 4047 | Citizens & Southern Newnan Bank, Newnan | 55,955,000 | 52,707,000 | 4048 | + 1 |
| 2066 | Gwinnett Bank & Trust Co., Norcross | 101,108,251 | 69,665,378 | 2946 | + 880 |
| 4562 | Northwest Georgia Bank, Ringgold | 50,266,218 | 46,259,472 | 4680 | + 118 |
| 1324 | Trust Co. Bk. of Northwest Ga. NA, Rome | 149,093,000 | 111,156,000 | 1708 | + 384 |
| 1579 | National City Bank, Rome | 126,957,038 | 116,011,237 | 1627 | + 48 |
| 3323 | Rome Bank & Trust Co., Rome | 66,696,501 | 61,628,537 | 3403 | + 80 |
| 2398 | Roswell Bank, Roswell | 89,533,682 | 71,088,987 | 2886 | + 488 |
| | **SAVANNAH** | | | | |
| 491 | Savannah Bank & Trust Co., Savannah | 406,981,900 | 347,590,268 | 528 | + 37 |
| 1025 | Trust Co. of Ga.-Bank of Savannah NA, Savannah | 188,576,323 | 161,935,000 | 1117 | + 92 |
| 2090 | First Bank, Savannah | 100,304,000 | 82,315,000 | 2442 | + 352 |
| 1177 | Trust Co. Bank of Cobb Cty. NA, Smyrna | 166,287,896 | 122,705,806 | 1514 | + 337 |
| 2559 | First Bulloch Bank & Trust Co., Statesboro | 84,464,547 | 69,284,188 | 2965 | + 406 |
| 2587 | Sea Island Bank, Statesboro | 83,558,000 | 76,249,865 | 2659 | + 72 |
| 4116 | Farmers & Merchants Bank, Summerville | 54,982,275 | 50,095,000 | 4295 | + 179 |
| 4280 | Citizens & Southern Bank, Thomaston | 53,193,244 | 46,904,659 | 4606 | + 326 |
| 2068 | Commercial Bank, Thomasville | 101,015,000 | 86,643,134 | 2321 | + 253 |
| 4366 | Bank of Thomson, Thomson | 52,153,988 | 48,273,372 | 4467 | + 101 |
| 4539 | First National Bank, Thomson | 50,503,725 | 46,731,654 | 4623 | + 84 |
| 4392 | Farmers Bank, Tifton | 51,910,397 | 44,128,098 | 4901 | + 509 |
| 4270 | Bank of Toccoa, Toccoa | 53,320,002 | 45,330,465 | 4781 | + 511 |
| 4983 | Citizens Bank, Toccoa | 45,896,373 | 44,282,818 | 4880 | |
| 2446 | First National Bank, Valdosta | 88,103,000 | 77,254,000 | 2626 | + 180 |
| 3627 | First State Bank & Trust Co., Valdosta | 61,803,974 | 54,302,578 | 3917 | + 290 |
| 3084 | Southern Bank, Waycross | 71,206,140 | 64,270,442 | 3240 | + 156 |
| 4537 | First National Bank, West Point | 50,519,000 | 46,402,000 | 4664 | + 127 |
| 3614 | Bank of Barrow, Winder | 61,982,724 | 55,691,528 | 3803 | + 189 |

| Rank 12/84 | GUAM | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1375 | Bank of Guam, Agana | 144,666,659 | 139,480,193 | 1306 | |

| Rank 12/84 | HAWAII | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **HONOLULU** | | | | |
| 68 | Bank of Hawaii, Honolulu | 3,324,003,000 | 2,931,278,283 | 67 | |
| 111 | First Hawaiian Bank, Honolulu | 2,205,419,000 | 2,063,608,000 | 104 | |
| 438 | First Interstate Bank of Hawaii, Honolulu | 463,628,000 | 448,245,000 | 426 | |
| 458 | Central Pacific Bank, Honolulu | 441,405,390 | 401,552,631 | 471 | + 13 |
| 584 | City Bank, Honolulu | 328,475,004 | 315,048,800 | 566 | |
| 958 | Liberty Bank, Honolulu | 202,357,775 | 192,001,712 | 924 | |
| 1296 | Hawaii National Bank, Honolulu | 152,112,000 | 160,660,000 | 1127 | |
| 4469 | Bank of Honolulu, Honolulu | 51,145,000 | 51,249,000 | 4189 | |

| Rank 12/84 | IDAHO | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **BOISE** | | | | |
| 116 | Idaho First National Bank, Boise | 2,107,495,000 | 1,846,411,000 | 115 | |
| 164 | First Security Bank of Idaho NA, Boise | 1,482,550,000 | 1,341,090,000 | 160 | |
| 326 | First Interstate Bank of Idaho NA, Boise | 695,503,714 | 642,662,781 | 315 | |
| 4670 | Citizens National Bank of Idaho, Boise | 49,170,000 | 42,851,100 | 5043 | + 373 |
| 2631 | Treasure Valley Bank, Fruitland | 82,173,000 | 80,403,557 | 2519 | |
| 4990 | Idaho State Bank, Glenns Ferry | 45,837,000 | 44,037,000 | 4910 | |
| 870 | Valley Bank, Idaho Falls | 222,381,891 | 220,457,728 | 811 | |
| 2146 | Bank of Commerce, Idaho Falls | 98,064,417 | 84,927,200 | 2361 | + 215 |
| 3446 | First Bank & Trust, Malad City | 64,756,000 | 59,895,000 | 3498 | + 52 |
| 528 | Idaho Bank & Trust Co., Pocatello | 374,206,000 | 368,340,000 | 498 | |
| 4969 | First Bank, Troy | 46,002,000 | 41,483,000 | 5217 | + 248 |
| 1487 | Twin Falls Bank & Trust Co., Twin Falls | 134,256,402 | 120,119,154 | 1562 | + 75 |
| 2316 | First NB of North Idaho, Wallace | 92,018,000 | 87,187,000 | 2299 | |

| Rank 12/84 | ILLINOIS | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2791 | Addison State Bank, Addison | 77,546,125 | 66,426,442 | 3109 | + 318 |
| 3623 | Citizens National Bank, Albion | 61,842,370 | 58,363,869 | 3596 | |
| 2922 | National Bank of Aledo, Aledo | 74,784,000 | 74,015,000 | 2752 | |
| 4236 | Alsip Bank & Trust, Alsip | 53,769,669 | 54,864,872 | 3873 | |
| 2032 | First National Bank & Trust Co., Alton | 102,386,097 | 103,083,433 | 1873 | |
| 3417 | Alton Banking & Trust Co., Alton | 65,254,705 | 63,234,888 | 3307 | |
| 3584 | Bank of Alton, Alton | 62,587,903 | 55,646,000 | 3809 | + 225 |

➡ Continued on Page 34

# Top 5,000 Commercial Banks in the U.S.

Ranked by Total Deposits on December 31, 1984, Compared with December 31, 1983
Banks Are Arranged Alphabetically by Cities within States
Within Cities Banks Are Listed in Order of Yearend 1984 Deposits

Compiled by **American Banker** Copyright 1985
Compiled in Cooperation with Polk's World Bank Directory

| Rank 12/84 | ILLINOIS (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4435 | Anna National Bank, Anna | 51,523,000 | 46,845,000 | 4611 | + 176 |
| 2083 | State Bank, Antioch | 100,409,696 | 93,049,000 | 2118 | + 35 |
| 1091 | Bank & Trust Co., Arlington Heights | 178,269,300 | 171,024,100 | 1043 | |
| 2645 | American National Bank, Arlington Heights | 81,932,351 | 76,528,764 | 2647 | + 2 |
| 4634 | First Illinois Bank, Arlington Heights | 49,490,000 | 40,071,000 | 5420 | + 786 |
| 1254 | Old Second National Bank, Aurora | 157,634,000 | 153,276,000 | 1181 | |
| 1314 | Merchants National Bank, Aurora | 150,228,777 | 139,542,832 | 1305 | |
| 1567 | Aurora National Bank, Aurora | 127,703,023 | 97,832,854 | 1994 | + 427 |
| 620 | First National Bank & Trust Co., Barrington | 309,718,216 | 259,858,754 | 687 | + 67 |
| 3455 | Batavia Bank, Batavia | 64,586,000 | 53,036,870 | 4023 | + 568 |
| 673 | First National Bank, Belleville | 285,940,605 | 256,551,883 | 704 | + 31 |
| 1340 | Bank of Belleville, Belleville | 147,334,000 | 137,061,000 | 1340 | |
| 1419 | General Bank NA, Belleville | 140,419,000 | 148,323,000 | 1216 | |
| 3427 | Bankers Trust Co., Belleville | 65,094,000 | 57,411,000 | 3675 | + 248 |
| 3356 | Belvidere National Bank & Trust Co., Belvidere | 66,120,305 | 63,409,874 | 3292 | |
| 1884 | American National Bank, Bensenville | 108,620,075 | 92,392,797 | 2138 | + 254 |
| 2040 | Bank of Benton, Benton | 102,149,122 | 92,963,494 | 2122 | + 82 |
| 4002 | Benton Community Bank, Benton | 56,456,000 | 55,493,000 | 3827 | |
| 3249 | National Bank of Commerce, Berkeley | 67,687,062 | 60,924,609 | 3440 | + 191 |
| 1336 | Commercial National Bank, Berwyn | 147,531,119 | 139,721,945 | 1301 | |
| 2936 | Bloomingdale State Bank, Bloomingdale | 74,515,000 | 62,913,000 | 3336 | + 400 |
| 1315 | Peoples Bank, Bloomington | 150,054,003 | 144,496,000 | 1254 | |
| 1480 | Corn Belt Bank, Bloomington | 135,364,365 | 121,316,015 | 1543 | + 63 |
| 1963 | National Bank, Bloomington | 104,912,442 | 95,972,314 | 2039 | + 76 |
| 2070 | McLean County Bank, Bloomington | 100,973,796 | 96,187,000 | 2033 | |
| 2321 | American State Bank, Bloomington | 91,865,710 | 85,208,027 | 2354 | + 33 |
| 1246 | First National Bank, Blue Island | 158,108,000 | 152,484,000 | 1188 | |
| 1343 | Heritage/Cty. Bank & Trust Co., Blue Island | 147,146,642 | 137,982,885 | 1326 | |
| 3557 | Bridgeview Bank & Trust Co., Bridgeview | 62,958,438 | 59,772,311 | 3506 | |
| 2229 | Continental Bank of Buffalo Grove NA, Buffalo Grove | 94,995,000 | 68,815,860 | 2986 | + 757 |
| 4259 | Farmers & Merchants State Bank, Bushnell | 53,512,758 | 48,830,000 | 4403 | + 144 |
| 4709 | First Bank & Trust Co., Cairo | 48,774,754 | 51,808,447 | 4134 | |
| 3483 | River Oaks Bank & Trust Co., Calumet City | 64,107,543 | 58,269,000 | 3603 | + 120 |
| 2866 | National Bank, Canton | 75,963,210 | 74,301,000 | 2741 | |
| 2359 | First National Bank & Trust Co., Carbondale | 90,667,000 | 70,735,000 | 2895 | + 536 |
| 3341 | Carlinville National Bank, Carlinville | 66,384,749 | 63,735,000 | 3269 | |
| 3964 | First National Bank, Carlyle | 56,888,996 | 51,908,829 | 4126 | + 162 |
| 3847 | First National Bank, Carmi | 58,594,000 | 56,977,000 | 3712 | |
| 4422 | White County Bank, Carmi | 51,622,000 | 49,125,000 | 4375 | |
| 4341 | West Suburban Bank of Carol Stream/Stratford Sq. | 52,328,000 | 40,245,000 | 5380 | +1039 |
| 3663 | Carrollton Bank & Trust Co., Carrollton | 61,332,000 | 53,051,000 | 4019 | + 356 |
| 2175 | First National Bank & Trust Co., Centralia | 96,891,000 | 92,520,157 | 2133 | |
| 2200 | Old National Bank, Centralia | 96,018,000 | 88,611,754 | 2247 | + 47 |
| 1233 | Champaign National Bank, Champaign | 159,510,002 | 139,567,118 | 1304 | + 71 |
| 1602 | First National Bank, Champaign | 125,556,298 | 134,095,877 | 1367 | |
| 1795 | Bank of Illinois, Champaign | 113,235,000 | 97,850,000 | 1993 | + 198 |
| 3180 | Marine American National Bank, Champaign | 69,064,000 | 64,483,000 | 3226 | + 46 |
| 3228 | Commercial Bank, Champaign | 68,095,212 | 61,530,498 | 3409 | + 181 |
| 2379 | Charleston National Bank, Charleston | 90,056,123 | 85,036,595 | 2358 | |
| 4356 | Buena Vista National Bank, Chester | 52,242,733 | 46,628,720 | 4631 | + 275 |
| | **CHICAGO** | | | | |
| 9 | First National Bank, Chicago | 25,904,344,000 | 27,854,663,000 | 8 | |
| 13 | Continental Illinois Nat'l Bank & Trust Co., Chicago | 15,598,568,000 | 30,082,230,000 | 7 | |
| 37 | Harris Trust & Savings Bank, Chicago | 5,465,559,000 | 4,735,607,000 | 35 | |
| 54 | Northern Trust Co., Chicago | 4,399,824,000 | 3,974,898,000 | 50 | |
| 90 | American National Bank & Trust Co., Chicago | 2,626,030,000 | 2,371,680,000 | 86 | |
| 218 | Exchange National Bank, Chicago | 1,055,219,000 | 927,033,805 | 225 | + 7 |
| 235 | LaSalle National Bank, Chicago | 995,340,000 | 912,629,000 | 227 | |
| 337 | Bank for Savings & Loan Associations, Chicago | 660,159,417 | 571,619,000 | 347 | + 10 |
| 380 | Northwest National Bank, Chicago | 550,487,000 | 511,239,276 | 382 | + 2 |
| 402 | Lake View Trust & Savings Bank, Chicago | 519,023,000 | 489,973,966 | 394 | |
| 442 | Lake Shore National Bank, Chicago | 456,967,000 | 416,697,000 | 452 | + 10 |
| 459 | National Boulevard Bank, Chicago | 440,824,000 | 378,022,000 | 492 | + 33 |
| 497 | UnibancTrust Co., Chicago | 402,925,000 | 409,367,000 | 460 | |
| 637 | Chicago-Tokyo Bank, Chicago | 302,794,218 | 305,245,954 | 577 | |
| 638 | Bank of Ravenswood, Chicago | 302,618,287 | 289,145,520 | 610 | |
| 739 | Mid-City National Bank, Chicago | 261,475,118 | 209,818,778 | 852 | + 113 |
| 765 | Colonial Bank & Trust Co., Chicago | 253,535,876 | 226,008,905 | 791 | + 26 |
| 800 | Marquette National Bank, Chicago | 243,356,000 | 241,245,000 | 746 | |
| 830 | Commercial National Bank, Chicago | 233,288,833 | 221,489,692 | 805 | |
| 834 | Pioneer Bank & Trust Co., Chicago | 231,538,941 | 234,397,312 | 765 | |
| 844 | Amalgamated Trust & Savings Bank, Chicago | 228,598,703 | 183,516,000 | 970 | + 126 |
| 936 | Ford City Bank & Trust Co., Chicago | 207,034,866 | 192,223,000 | 922 | |
| 968 | Northern Trust Bank/O'Hare NA, Chicago | 199,598,685 | 183,056,137 | 973 | + 5 |
| 970 | Drovers Bank, Chicago | 198,912,410 | 187,929,000 | 954 | |
| 997 | North Shore National Bank, Chicago | 193,810,441 | 199,342,893 | 893 | |
| 1004 | Heritage/Pullman B & T Co., Chicago | 192,772,898 | 191,363,580 | 935 | |
| 1009 | Manufacturers Bank, Chicago | 191,741,000 | 176,812,000 | 1010 | + 1 |
| 1075 | Banco di Roma (Chicago), Chicago | 181,452,836 | 163,779,386 | 1100 | + 25 |
| 1078 | Columbia National Bank, Chicago | 181,052,374 | 166,134,511 | 1081 | + 3 |
| 1143 | Lincoln National Bank, Chicago | 171,436,000 | 180,162,000 | 988 | |
| 1153 | Beverly Bank, Chicago | 169,767,000 | 172,970,000 | 1029 | |
| 1195 | Michigan Avenue National Bank, Chicago | 164,218,211 | 154,929,000 | 1168 | |
| 1215 | Merchandise National Bank, Chicago | 162,061,800 | 194,897,055 | 914 | |
| 1225 | National Security Bank, Chicago | 160,736,124 | 152,843,854 | 1184 | |
| 1227 | Chicago City Bank & Trust Co., Chicago | 160,639,708 | 159,096,850 | 1140 | |
| 1242 | South Chicago Savings Bank, Chicago | 158,758,170 | 151,255,000 | 1198 | |
| 1323 | Jefferson State Bank, Chicago | 149,152,503 | 139,026,590 | 1314 | |
| 1381 | Albany Bank & Trust Co. NA, Chicago | 143,955,000 | 133,334,000 | 1373 | |
| 1456 | Uptown National Bank, Chicago | 137,402,168 | 126,129,705 | 1459 | + 3 |
| 1600 | Devon Bank, Chicago | 125,587,000 | 128,847,082 | 1431 | |
| 1631 | Capitol Bank & Trust, Chicago | 122,756,000 | 122,251,000 | 1521 | |
| 1638 | Aetna Bank, Chicago | 122,368,684 | 118,140,452 | 1592 | |
| 1684 | Chicago Bank of Commerce, Chicago | 119,474,000 | 102,206,000 | 1897 | + 213 |
| 1719 | Hyde Park Bank & Trust Co., Chicago | 117,605,203 | 112,833,965 | 1679 | |
| 1841 | Drexel National Bank, Chicago | 110,289,667 | 107,353,177 | 1795 | |
| 1879 | Park National Bank, Chicago | 108,786,878 | 91,479,848 | 2171 | + 292 |
| 2020 | First State Bank, Chicago | 102,792,838 | 84,380,000 | 2373 | + 353 |
| 2202 | South Shore Bank, Chicago | 95,936,000 | 95,362,000 | 2057 | |
| 2216 | Marina Bank, Chicago | 95,453,434 | 86,675,237 | 2318 | + 102 |
| 2284 | Seaway National Bank, Chicago | 92,945,000 | 94,113,000 | 2091 | |
| 2293 | Madison Bank & Trust Co., Chicago | 92,761,179 | 91,783,000 | 2160 | |
| 2364 | Mount Greenwood Bank, Chicago | 90,555,856 | 88,305,022 | 2261 | |
| 2728 | Peterson Bank, Chicago | 79,443,000 | 80,939,000 | 2497 | |
| 2793 | Belmont National Bank, Chicago | 77,509,112 | 72,777,018 | 2802 | + 9 |
| 2811 | Clearing Bank, Chicago | 77,032,058 | 71,967,616 | 2847 | + 36 |
| 2890 | Lakeside Bank, Chicago | 75,443,772 | 58,074,721 | 3619 | + 729 |
| 3048 | Independence Bank, Chicago | 72,153,917 | 73,408,000 | 2771 | |
| 3114 | Republic Bank, Chicago | 70,434,320 | 72,114,000 | 2838 | |
| 3188 | East Side Bank & Trust Co., Chicago | 68,906,530 | 64,534,535 | 3222 | + 34 |
| 3193 | First Commercial Bank, Chicago | 68,811,000 | 76,570,000 | 2646 | |
| 3550 | Bank of Commerce & Industry, Chicago | 63,041,117 | 65,525,385 | 3164 | |
| 3849 | Cosmopolitan National Bank, Chicago | 58,553,386 | 54,179,003 | 3928 | + 79 |
| 3853 | Garfield Ridge Trust & Savings Bank, Chicago | 58,492,578 | 54,964,000 | 3862 | + 9 |
| 3946 | Austin Bank of Chicago, Chicago | 57,154,528 | 56,454,000 | 3750 | |
| 4112 | Mid Town Bank & Trust Co., Chicago | 55,005,000 | 47,434,000 | 4553 | + 441 |
| 4181 | Gladstone-Norwood Trust & Savings Bank, Chicago | 54,232,000 | 51,963,000 | 4118 | |
| 4192 | Steel City National Bank, Chicago | 54,152,000 | 48,732,000 | 4417 | + 225 |
| 4241 | District National Bank, Chicago | 53,730,276 | 48,484,321 | 4445 | + 204 |
| 4460 | Metropolitan Bank & Trust Co., Chicago | 51,221,854 | 51,091,631 | 4207 | |
| 4546 | Irving Bank, Chicago | 50,450,000 | 48,177,237 | 4478 | |
| 4745 | North Community Bank, Chicago | 48,399,461 | 44,606,000 | 4848 | + 103 |
| 4801 | Archer National Bank, Chicago | 47,646,241 | 44,864,753 | 4825 | + 24 |
| 4987 | First Security Bank, Chicago | 45,856,000 | 35,912,003 | 5991 | +1004 |
| 2399 | First National Bank, Chicago Heights | 89,509,630 | 88,262,000 | 2263 | |
| 4410 | Heritage/Olympic Bank, Chicago Heights | 51,753,040 | 52,223,570 | 4090 | |
| 4492 | Chicago Heights National Bank, Chicago Heights | 50,938,311 | 53,583,812 | 3967 | |
| 1167 | First National Bank, Cicero | 167,523,000 | 190,299,000 | 940 | |
| 1251 | Western National Bank, Cicero | 157,827,265 | 153,539,000 | 1178 | |
| 3619 | Bank of Clarendon Hills, Clarendon Hills | 61,901,419 | 56,731,000 | 3728 | + 109 |
| 4607 | John Warner Bank, Clinton | 49,814,000 | 50,597,000 | 4251 | |
| 1926 | First National Bank, Collinsville | 106,969,000 | 95,961,000 | 2040 | + 114 |
| 3718 | State Bank, Collinsville | 60,375,841 | 53,718,468 | 3961 | + 243 |
| 4480 | Monroe National Bank, Columbia | 51,056,715 | 45,594,000 | 4754 | + 274 |
| 4798 | First National Bank, Columbia | 47,677,492 | 43,828,000 | 4941 | + 143 |
| 3285 | Edgewood Bank, Countryside | 67,182,532 | 58,602,507 | 3577 | + 292 |
| 4153 | State Bank, Countryside | 54,576,342 | 49,835,000 | 4316 | + 163 |
| 4985 | Heritage Bank & Trust Co., Crest Hill | 45,882,928 | 46,483,675 | 4654 | |
| 2519 | Home State Bank, Crystal Lake | 85,801,000 | 69,161,000 | 2971 | + 452 |
| 1338 | Palmer-American National Bank, Danville | 147,375,000 | 141,421,000 | 1283 | |
| 1434 | First Midwest Bank/Danville NA, Danville | 139,302,000 | 122,733,000 | 1513 | + 79 |
| 1664 | First National Bank, Danville | 120,780,000 | 124,823,793 | 1479 | |
| 2699 | West Suburban Bank of Darien, Darien | 80,340,203 | 65,899,618 | 3143 | + 444 |
| 2238 | De Kalb Bank, De Kalb | 94,753,000 | 89,738,791 | 2219 | |
| 2607 | First National Bank, De Kalb | 82,927,983 | 81,345,586 | 2474 | |
| 951 | Millikin National Bank, Decatur | 203,639,000 | 201,159,000 | 889 | |
| 1082 | Citizens National Bank, Decatur | 179,977,000 | 188,459,000 | 951 | |
| 1099 | First National Bank, Decatur | 177,121,412 | 178,160,119 | 997 | |
| 3050 | Northtown Bank & Trust, Decatur | 72,115,169 | 67,119,049 | 3069 | + 19 |
| 3496 | Soy Capital Bank & Trust Co., Decatur | 63,924,996 | 59,786,699 | 3504 | + 8 |
| 3892 | First National Bank, Deerfield | 57,942,000 | 53,063,000 | 4018 | + 126 |
| 4038 | Deerfield State Bank, Deerfield | 56,108,000 | 48,034,866 | 4489 | + 451 |
| 630 | First National Bank, Des Plaines | 304,143,000 | 285,859,000 | 617 | |
| 2384 | Des Plaines National Bank, Des Plaines | 89,957,000 | 80,925,008 | 2498 | + 114 |
| 1458 | Dixon National Bank, Dixon | 137,286,000 | 118,695,000 | 1580 | + 122 |
| 4975 | City Bank & Trust Co., Dixon | 45,981,000 | 45,826,000 | 4733 | |
| 3379 | First National Bank, Dolton | 65,799,681 | 64,288,959 | 3235 | |
| 1745 | Downers Grove National Bank, Downers Grove | 116,314,000 | 110,250,000 | 1724 | |
| 2883 | Citizens National Bank, Downers Grove | 75,506,562 | 79,009,000 | 2556 | |
| 4218 | West Suburban Bank of Downers Grove/Lombard | 53,923,000 | 42,894,542 | 5037 | + 819 |
| 3931 | Du Quoin National Bank, Du Quoin | 57,344,811 | 50,013,154 | 4305 | + 374 |
| 4176 | Du Quoin State Bank, Du Quoin | 54,289,979 | 51,945,720 | 4121 | |
| 4765 | First American Bank, Dundee | 48,163,000 | 46,753,000 | 4621 | |
| 3975 | Illinois State Bank, East Alton | 56,699,000 | 52,570,000 | 4063 | + 88 |
| 2487 | State Bank, East Moline | 86,790,054 | 80,596,801 | 2507 | + 20 |
| 3332 | First National Bank, East Peoria | 66,575,000 | 70,047,000 | 2934 | |
| 2705 | Mid America Bank & Trust Co., East St. Louis | 80,167,949 | 77,542,523 | 2617 | |
| 3789 | First Illinois Bank, East St. Louis | 59,482,217 | 52,717,380 | 4047 | + 258 |
| 1644 | Bank of Edwardsville, Edwardsville | 121,884,476 | 110,077,143 | 1727 | + 83 |
| 3609 | Edwardsville National Bank & Trust Co., Edwardsville | 62,083,000 | 67,599,000 | 3043 | |
| 2327 | Effingham State Bank, Effingham | 91,590,271 | 87,512,224 | 2284 | |
| 2817 | First National Bank, Effingham | 76,925,846 | 71,961,690 | 2848 | + 31 |
| 4137 | C.P. Burnett & Sons-Bankers, Eldorado | 54,685,098 | 50,021,812 | 4303 | + 166 |
| 955 | First National Bank, Elgin | 202,784,448 | 196,342,000 | 902 | |
| 3735 | Larkin Bank, Elgin | 60,220,159 | 52,360,091 | 4080 | + 345 |
| 996 | Bank of Elk Grove, Elk Grove Village | 193,847,000 | 166,600,000 | 1074 | + 78 |
| 650 | Elmhurst National Bank, Elmhurst | 294,438,000 | 274,192,000 | 646 | |
| 2319 | York State Bank & Trust Co., Elmhurst | 91,943,890 | 88,181,760 | 2266 | |
| 3699 | Bank of Elmhurst, Elmhurst | 60,782,199 | 63,408,891 | 3293 | |
| 1326 | Midwest Bank & Trust Co., Elmwood Park | 148,903,566 | 136,283,016 | 1349 | + 23 |
| 1503 | First Security T&S Bank, Elmwood Park | 132,686,000 | 123,780,000 | 1495 | |
| | **EVANSTON** | | | | |
| 469 | First Illinois Bank of Evanston NA, Evanston | 430,078,000 | 384,107,267 | 485 | + 16 |
| 544 | State National Bank, Evanston | 363,310,000 | 331,388,370 | 543 | |
| 4400 | National Bank of North Evanston, Evanston | 51,813,036 | 46,686,244 | 4625 | + 225 |
| | **EVERGREEN PARK** | | | | |
| 452 | First National Bank, Evergreen Park | 448,138,278 | 422,980,530 | 447 | |
| 1398 | Heritage Standard Bank & Trust Co., Evergreen Park | 142,463,373 | 136,238,000 | 1351 | |
| 3153 | Evergreen Plaza Bank, Evergraen Park | 69,705,000 | 58,396,000 | 3591 | + 438 |
| 4750 | National Bank, Fairbury | 48,315,718 | 44,809,000 | 4828 | + 78 |
| 2361 | Fairfield National Bank, Fairfield | 90,645,917 | 89,766,001 | 2218 | |
| 3543 | Wayne County Bank & Trust Co., Fairfield | 63,164,000 | 56,928,000 | 3717 | + 174 |
| 4600 | Southern Illinois Bank, Fairview Heights | 49,859,000 | 43,090,000 | 5018 | + 418 |
| 4256 | First National Bank, Flora | 53,548,000 | 52,125,000 | 4104 | |
| 3955 | Forest Park National Bank, Forest Park | 57,028,000 | 55,496,000 | 3826 | |
| 4907 | Frankfort State Bank, Frankfort | 46,581,000 | 42,854,000 | 5042 | + 135 |
| 1804 | Franklin Park Bank, Franklin Park | 112,479,000 | 109,907,924 | 1733 | |
| 3720 | First State Bank & Trust Co., Franklin Park | 60,369,861 | 56,159,690 | 3773 | + 53 |
| 1461 | First National Bank, Freeport | 137,135,000 | 122,000,154 | 1528 | + 67 |
| 1669 | State Bank of Freeport, Freeport | 120,543,000 | 118,880,000 | 1576 | |
| 1627 | First Galesburg National Bank & Trust Co., Galesburg | 123,284,678 | 121,239,997 | 1545 | |
| 4161 | Farmers & Mechanics Bank, Galesburg | 54,466,838 | 43,920,000 | 4927 | + 766 |
| 1897 | Farmers National Bank, Geneseo | 108,177,000 | 105,598,000 | 1819 | |
| 3805 | Central Trust & Savings Bank, Geneseo | 59,266,717 | 57,359,000 | 3678 | |
| 2382 | First National Bank, Geneva | 89,998,000 | 81,037,000 | 2492 | + 110 |
| 1976 | Du Page Bank & Trust Co., Glen Ellyn | 104,389,000 | 97,286,000 | 2007 | + 31 |
| 4515 | Center Bank-Glen Ellyn, Glen Ellyn | 50,698,000 | 49,090,307 | 4380 | |
| 1900 | Glencoe National Bank, Glencoe | 108,011,000 | 90,860,000 | 2187 | + 287 |
| 686 | Glenview State Bank, Glenview | 280,117,000 | 286,300,000 | 616 | |
| 3798 | Heritage Glenwood Bank, Glenwood | 59,376,000 | 57,497,000 | 3666 | |
| 1624 | First Granite City National Bank, Granite City | 123,417,902 | 123,089,711 | 1507 | |
| 2765 | Central Bank-Granite City, Granite City | 78,248,563 | 74,750,000 | 2722 | |
| 3730 | Grayslake National Bank, Grayslake | 60,252,000 | 57,172,000 | 3695 | |
| 4239 | Bradford National Bank, Greenville | 53,737,429 | 54,861,828 | 3874 | |
| 3059 | First National Bank, Harrisburg | 71,792,000 | 64,970,000 | 3195 | + 136 |
| 3670 | Harrisburg National Bank, Harrisburg | 61,240,000 | 57,822,000 | 3636 | |
| 2018 | First National Bank, Harvey | 102,833,862 | 112,845,782 | 1678 | |
| 1210 | Parkway Bank & Trust Co., Harwood Heights | 162,626,609 | 143,597,852 | 1264 | + 54 |
| 4115 | Havana National Bank, Havana | 54,983,000 | 51,156,230 | 4200 | + 85 |
| 3338 | Bank of Herrin, Herrin | 66,509,071 | 61,777,032 | 3394 | + 56 |
| 3192 | Bank of Hickory Hills, Hickory Hills | 68,830,000 | 67,490,000 | 3048 | |
| 2245 | Eagle Bank, Highland | 94,667,102 | 82,252,531 | 2446 | + 201 |
| 2306 | First National Bank, Highland | 92,342,936 | 82,492,907 | 2435 | + 129 |

| | | | | | |
|---|---|---|---|---|---|
| 629 | First National Bank, Highland Park | 305,824,312 | 279,332,305 | 635 | + 6 |
| 2749 | Bank of Highland Park, Highland Park | 78,724,904 | 76,692,000 | 2640 | |
| 3240 | Hillsboro National Bank, Hillsboro | 67,846,000 | 63,939,000 | 3256 | + 16 |
| 1438 | First National Bank, Hinsdale | 138,863,086 | 137,164,321 | 1339 | |
| 3898 | Bank of Hinsdale, Hinsdale | 57,845,695 | 52,131,291 | 4100 | + 202 |
| 2483 | Bank of Homewood, Homewood | 86,866,039 | 84,324,554 | 2375 | |
| 2225 | Itasca Bank & Trust Co., Itasca | 95,061,269 | 83,131,813 | 2415 | + 190 |
| 1628 | Elliot State Bank, Jacksonville | 123,077,669 | 120,731,000 | 1554 | |
| 2655 | Farmers State Bank & Trust Co., Jacksonville | 81,682,485 | 82,450,925 | 2436 | |
| 3248 | State Bank, Jerseyville | 67,698,000 | 70,079,073 | 2931 | |
| 891 | First National Bank, Joliet | 217,539,000 | 205,481,000 | 869 | |
| 1101 | Union National Bank & Trust Co., Joliet | 176,784,000 | 180,902,000 | 984 | |
| 2159 | Louis Joliet Bank & Trust Co., Joliet | 97,367,000 | 87,462,000 | 2287 | + 128 |
| 2634 | National Bank of Joliet, Joliet | 82,097,742 | 82,992,000 | 2418 | |
| 1476 | First Trust & Savings Bank, Kankakee | 135,900,901 | 126,283,589 | 1455 | |
| 1617 | City National Bank, Kankakee | 124,261,376 | 121,708,523 | 1536 | |
| 3363 | First Bank of Meadowview, Kankakee | 66,045,527 | 61,237,426 | 3424 | + 61 |
| 2780 | Peoples National Bank, Kewanee | 77,845,986 | 74,305,265 | 2740 | |
| 1135 | La Grange Bank & Trust Co., La Grange | 172,270,020 | 161,835,741 | 1118 | |
| 2334 | First National Bank, La Grange | 91,440,000 | 91,382,346 | 2173 | |
| 3852 | Bank of La Grange Park, La Grange Park | 58,508,000 | 58,681,000 | 3572 | |
| 3689 | La Salle National Bank, La Salle | 60,977,505 | 56,291,311 | 3763 | + 74 |
| 682 | First National Bank, Lake Forest | 281,137,737 | 248,640,000 | 719 | + 37 |
| 3921 | State Bank, Lake Zurich | 57,516,000 | 58,106,201 | 3614 | |
| 2208 | First National Bank, Lansing | 95,768,000 | 83,327,000 | 2406 | + 198 |
| 2344 | Bank of Lansing, Lansing | 91,142,218 | 80,032,901 | 2525 | + 181 |
| 4468 | Peoples National Bank, Lawrenceville | 51,146,000 | 47,875,000 | 4503 | + 35 |
| 1388 | American National Bank, Libertyville | 143,449,634 | 127,111,000 | 1451 | + 63 |
| 2843 | Libertyville National Bank, Libertyville | 76,357,000 | 72,789,000 | 2801 | |
| 3480 | First National Bank, Lincoln | 64,202,480 | 61,220,034 | 3426 | |
| 4338 | State Bank, Lincoln | 52,397,532 | 52,610,578 | 4058 | |
| 4320 | First National Bank, Lincolnshire | 52,648,837 | 40,581,000 | 5334 | +1014 |
| 1359 | Bank of Lincolnwood, Lincolnwood | 145,813,202 | 136,764,056 | 1343 | |
| 1720 | First National Bank, Lincolnwood | 117,535,000 | 119,409,487 | 1568 | |
| 2926 | Bank of Lisle, Lisle | 74,740,833 | 63,943,833 | 3254 | + 328 |
| 3419 | Heritage First National Bank, Lockport | 65,215,120 | 63,723,018 | 3270 | |
| 1145 | West Suburban Bank, Lombard | 170,951,000 | 146,666,000 | 1232 | + 87 |
| 3566 | Bank of Yorktown, Lombard | 62,746,585 | 54,538,423 | 3902 | + 336 |
| 3894 | State Bank, Lombard | 57,911,000 | 62,983,000 | 3331 | |
| 3039 | United Bank of Loves Park, Loves Park | 72,225,000 | 70,089,912 | 2930 | |
| 3265 | Citizens National Bank, Macomb | 67,408,000 | 62,644,415 | 3349 | + 84 |
| 4284 | Union National Bank, Macomb | 53,114,677 | 58,282,818 | 3598 | |
| 3066 | Bank of Marion, Marion | 71,617,000 | 62,893,816 | 3338 | + 272 |
| 4681 | Bank of Egypt, Marion | 49,005,015 | 47,548,849 | 4541 | |
| 3027 | Matteson-Richton Bank, Matteson | 72,491,000 | 68,696,000 | 2992 | |
| 1975 | First National Bank, Mattoon | 104,420,170 | 94,199,410 | 2087 | + 112 |
| 2706 | Central National Bank, Mattoon | 80,158,000 | 70,503,000 | 2908 | + 202 |
| 3463 | Maywood-Proviso State Bank, Maywood | 64,423,130 | 57,869,111 | 3634 | + 171 |
| 1100 | McHenry State Bank, McHenry | 176,831,000 | 166,155,000 | 1080 | |
| 4824 | Peoples National Bank, McLeansboro | 47,455,000 | 44,124,000 | 4902 | + 78 |
| 1834 | Melrose Park National Bank, Melrose Park | 110,633,696 | 111,674,114 | 1701 | |
| 3056 | National Bank, Mendota | 71,855,581 | 67,300,157 | 3059 | + 3 |
| 3204 | First State Bank, Mendota | 68,582,090 | 65,902,541 | 3141 | |
| 4340 | City National Bank, Metropolis | 52,391,000 | 47,543,000 | 4542 | + 202 |
| 4000 | Midlothian State Bank, Midlothian | 56,479,489 | 53,389,810 | 3982 | |
| 3874 | Blackhawk State Bank, Milan | 58,202,405 | 52,807,134 | 4040 | + 166 |
| 1519 | Moline National Bank, Moline | 131,539,000 | 128,951,883 | 1429 | |
| 1674 | First National Bank, Moline | 120,327,000 | 124,394,000 | 1483 | |
| 4084 | Southeast National Bank, Moline | 55,312,261 | 53,794,366 | 3957 | |
| 3953 | National Bank, Monmouth | 57,032,775 | 49,537,757 | 4334 | + 381 |
| 4043 | Monmouth Trust & Savings Bank, Monmouth | 56,023,313 | 46,616,674 | 4634 | + 591 |
| 3840 | National Bank, Monticello | 58,677,420 | 54,555,809 | 3895 | + 55 |
| 2461 | First National Bank, Morris | 87,610,159 | 81,918,968 | 2463 | + 2 |
| 3845 | Grundy County National Bank, Morris | 58,627,000 | 59,078,871 | 3541 | |
| 3064 | Smith Trust & Savings Bank, Morrison | 71,682,000 | 66,093,000 | 3131 | + 67 |
| 3361 | First National Bank, Morton | 66,087,057 | 57,515,387 | 3664 | + 303 |
| 1550 | First National Bank, Morton Grove | 128,830,505 | 124,905,731 | 1478 | |
| 3903 | Morton Grove Bank, Morton Grove | 57,780,000 | 51,866,163 | 4130 | + 227 |
| 1763 | Security Bank & Trust Co., Mount Carmel | 115,577,000 | 102,704,028 | 1879 | + 116 |
| 4041 | Bank of Mount Carmel, Mount Carmel | 56,048,109 | 47,789,986 | 4513 | + 472 |
| 589 | Mount Prospect State Bank, Mount Prospect | 326,770,000 | 317,199,000 | 564 | |
| 1031 | First National Bank, Mount Prospect | 187,482,000 | 164,218,000 | 1094 | + 63 |
| 3868 | Countryside Bank, Mount Prospect | 58,303,000 | 54,944,000 | 3864 | |
| 1815 | Security Bank & Trust Co., Mount Vernon | 111,452,198 | 107,780,801 | 1784 | |
| 2572 | First Bank & Trust Co., Mount Vernon | 84,117,000 | 82,353,000 | 2441 | |
| 4626 | Bank of Illinois, Mount Vernon | 49,628,000 | 50,306,000 | 4271 | |
| 4168 | First National Bank, Mundelein | 54,393,148 | 49,911,000 | 4313 | + 145 |
| 3511 | City National Bank, Murphysboro | 62,038,000 | 58,750,000 | 3564 | |
| 1209 | Harris Bank, Naperville | 162,681,175 | 144,238,868 | 1256 | + 47 |
| 1500 | Naperville Nat'l Bank & Trust Co., Naperville | 132,941,400 | 120,775,000 | 1553 | + 53 |
| 2904 | New Lenox State Bank, New Lenox | 75,155,452 | 66,398,000 | 3111 | + 207 |
| 3208 | Peoples State Bank, Newton | 68,480,103 | 64,280,765 | 3236 | + 28 |
| 4618 | First National Bank, Newton | 49,726,000 | 51,411,000 | 4174 | |
| 2039 | First National Bank, Niles | 102,154,000 | 101,238,529 | 1911 | |
| 2794 | Golf Mill State Bank, Niles | 77,488,000 | 69,273,000 | 2966 | + 172 |
| 3533 | First National Bank, Normal | 63,362,000 | 63,974,000 | 3251 | |
| 1430 | Northbrook Trust & Savings Bank, Northbrook | 139,479,338 | 131,342,903 | 1407 | |
| 2800 | First National Bank, Northbrook | 77,381,469 | 70,477,004 | 2911 | + 111 |
| 3490 | Bank of Northfield, Northfield | 64,032,000 | 58,399,000 | 3590 | + 100 |
| 2585 | Bank of O'Fallon, O'Fallon | 83,653,000 | 75,844,000 | 2672 | + 87 |
| 4212 | First Bank & Trust Co., O'Fallon | 53,991,019 | 51,055,000 | 4210 | |
| 2353 | Oak Brook Bank, Oak Brook | 90,757,000 | 99,948,190 | 1942 | |
| 2999 | Northern Trust Bank/Oak Brook, Oak Brook | 73,048,983 | 50,160,000 | 4289 | +1290 |
| 4667 | Interstate Bank, Oak Forest | 49,206,000 | 50,500,000 | 4259 | |
| 1581 | Oak Lawn National Bank, Oak Lawn | 126,849,000 | 118,707,000 | 1578 | |
| 2349 | Oak Lawn Trust & Savings Bank, Oak Lawn | 90,897,000 | 87,211,762 | 2297 | |
| 4479 | Heritage Bank, Oak Lawn | 51,063,816 | 42,598,000 | 5073 | + 594 |
| 664 | Oak Park Trust & Savings Bank, Oak Park | 288,505,883 | 269,524,000 | 663 | |
| 1418 | Avenue Bank & Trust Co., Oak Park | 140,524,000 | 129,138,000 | 1427 | + 9 |
| 2163 | First Bank, Oak Park | 97,152,000 | 91,417,465 | 2172 | + 9 |
| 2171 | Suburban Trust & Savings Bank, Oak Park | 96,924,000 | 91,657,000 | 2164 | |
| 4314 | Continental Bank, Oakbrook Terrace | 52,693,854 | 35,873,606 | 5998 | +1684 |
| 4126 | First National Bank, Oblong | 54,888,404 | 52,557,059 | 4065 | |
| 3133 | First National Bank, Olney | 70,035,622 | 63,161,432 | 3314 | + 181 |
| 3863 | Olney Trust Bank, Olney | 58,372,726 | 54,206,000 | 3925 | + 62 |
| 2043 | Orland State Bank, Orland Park | 101,805,503 | 101,821,000 | 1903 | |
| 1831 | First National Bank, Ottawa | 110,763,000 | 101,171,000 | 1914 | + 83 |
| 3275 | Palatine National Bank, Palatine | 67,284,000 | 59,588,000 | 3514 | + 239 |
| 1936 | Palos Bank & Trust Co., Palos Heights | 106,268,516 | 105,577,000 | 1820 | |
| 2790 | Citizens National Bank, Paris | 77,601,000 | 78,694,567 | 2568 | |
| 3535 | Bank of Park Forest, Park Forest | 63,339,261 | 65,159,005 | 3189 | |
| | **PARK RIDGE** | | | | |
| 477 | Citizens Bank & Trust Co., Park Ridge | 420,507,538 | 387,240,921 | 483 | + 6 |
| 2602 | First State Bank & Trust Co., Park Ridge | 83,000,566 | 81,675,000 | 2468 | |
| 2150 | Herget National Bank, Pekin | 97,662,002 | 98,906,297 | 1964 | |
| 4654 | First National Bank & Trust Co., Pekin | 49,304,262 | 52,109,140 | 4105 | |
| 590 | Commercial National Bank, Peoria | 326,628,000 | 302,282,000 | 583 | |
| 1186 | Jefferson Trust & Savings Bank, Peoria | 165,027,000 | 147,319,893 | 1223 | + 37 |
| 1275 | First National Bank, Peoria | 154,580,853 | 146,911,968 | 1228 | |
| 3170 | South Side Trust & Savings Bank, Peoria | 69,284,461 | 65,817,809 | 3147 | |
| 3389 | Sheridan Bank, Peoria | 65,693,145 | 62,771,205 | 3341 | |
| 4520 | Prospect National Bank, Peoria | 50,668,634 | 50,983,546 | 4218 | |
| 4789 | University National Bank, Peoria | 47,811,000 | 45,207,000 | 4793 | + 4 |
| 4373 | National Bank, Petersburg | 52,065,000 | 51,424,000 | 4172 | |
| 4932 | Murphy-Wall State Bank & Trust Co., Pinckneyville | 46,404,000 | 42,023,000 | 5146 | + 214 |
| 3711 | First National Bank, Pittsfield | 60,553,000 | 58,500,000 | 3581 | |
| 4076 | Farmers State Bank, Pittsfield | 55,468,201 | 53,676,864 | 3966 | |
| 4473 | Plainfield National Bank, Plainfield | 51,104,000 | 51,863,000 | 4131 | |
| 3156 | Bank of Pontiac, Pontiac | 69,626,429 | 63,326,679 | 3297 | + 141 |
| 3671 | Pontiac National Bank, Pontiac | 61,233,242 | 56,388,633 | 3757 | + 86 |
| 1276 | Citizens First National Bank, Princeton | 154,533,000 | 146,676,000 | 1231 | |
| 3209 | First State Bank, Princeton | 68,461,000 | 66,570,000 | 3100 | |
| 1475 | Mercantile Trust & Savings Bank, Quincy | 135,925,296 | 124,229,613 | 1486 | + 11 |
| 1688 | Illinois State Bank, Quincy | 119,328,011 | 100,129,119 | 1936 | + 248 |
| 2186 | First National Bank & Trust Co., Quincy | 96,411,351 | 88,749,000 | 2244 | + 58 |
| 4158 | State Street Bank & Trust Co., Quincy | 54,502,512 | 49,512,094 | 4335 | + 177 |
| 4989 | First National Bank, Red Bud | 45,845,117 | 44,344,881 | 4873 | |
| 1178 | River Forest State Bank & Trust Co., River Forest | 166,106,000 | 151,396,715 | 1197 | + 19 |
| 2772 | Riverdale Bank, Riverdale | 78,004,000 | 76,129,000 | 2662 | |
| 3187 | Riverside National Bank, Riverside | 68,921,455 | 61,698,026 | 3398 | + 211 |
| 3274 | Crawford County State Bank, Robinson | 67,300,370 | 60,056,000 | 3485 | + 211 |
| 3694 | First National Bank, Robinson | 60,854,345 | 54,803,000 | 3875 | + 181 |
| 3608 | First National Bank & Trust Co., Rochelle | 62,141,000 | 64,731,000 | 3206 | |
| 814 | First NB of the Quad Cities, Rock Island | 237,237,000 | 226,185,000 | 790 | |
| 1704 | Rock Island Bank, Rock Island | 118,586,000 | 115,308,374 | 1643 | |
| 4746 | American Bank, Rock Island | 48,386,000 | 52,472,309 | 4072 | |
| 560 | American National Bank & Trust Co., Rockford | 345,482,525 | 297,546,482 | 593 | + 33 |
| 747 | First National Bank & Trust Co., Rockford | 258,758,000 | 257,801,894 | 700 | |
| 816 | Illinois National Bank & Trust Co., Rockford | 237,169,038 | 232,619,565 | 770 | |
| 1290 | City National Bank, Rockford | 153,108,000 | 135,771,000 | 1357 | + 67 |
| 1589 | United Bank of Illinois NA, Rockford | 126,204,000 | 120,299,612 | 1559 | |
| 4637 | Colonial Bank, Rockford | 49,469,293 | 44,162,000 | 4900 | + 263 |
| 4939 | First Community National Bank, Rockford | 46,338,982 | 41,492,000 | 5216 | + 277 |
| 1176 | Harris Bank, Roselle | 166,312,475 | 150,812,282 | 1200 | + 24 |
| 2701 | State Bank, St. Charles | 80,285,000 | 79,484,000 | 2540 | |
| 3200 | Salem National Bank, Salem | 68,642,102 | 66,252,407 | 3118 | |
| 3967 | Sandwich State Bank, Sandwich | 56,847,652 | 52,706,000 | 4049 | + 82 |
| 2207 | Woodfield Bank, Schaumburg | 95,773,811 | 90,410,984 | 2200 | |
| 3281 | Bank of Silvis, Silvis | 67,194,120 | 62,613,400 | 3354 | + 73 |
| 663 | First National Bank, Skokie | 288,722,516 | 280,337,710 | 633 | |
| 1542 | Skokie Trust & Savings Bank, Skokie | 129,768,953 | 118,495,000 | 1583 | + 41 |
| 1865 | Old Orchard Bank & Trust Co., Skokie | 109,193,458 | 98,224,000 | 1980 | + 115 |
| 4125 | American National Bank, South Chicago Height | 54,917,262 | 51,219,000 | 4194 | + 69 |
| 840 | South Holland Trust & Savings Bank, South Holland | 230,024,586 | 213,280,251 | 837 | |
| 3655 | Spring Valley City Bank, Spring Valley | 61,479,000 | 57,058,000 | 3704 | + 49 |
| | **SPRINGFIELD** | | | | |
| 428 | Marine Bank of Springfield, Springfield | 479,880,000 | 464,827,000 | 410 | |
| 685 | First National Bank, Springfield | 280,162,792 | 273,576,049 | 651 | |
| 860 | Illinois National Bank, Springfield | 225,360,605 | 217,504,283 | 825 | |
| 3089 | Capitol Bank & Trust Co., Springfield | 71,177,000 | 78,953,000 | 2559 | |
| 3672 | Land of Lincoln Bank, Springfield | 61,231,000 | 63,926,683 | 3257 | |
| 4716 | First National Bank, Staunton | 48,649,000 | 46,257,000 | 4681 | |
| 3231 | First National Bank, Steeleville | 68,022,000 | 62,419,457 | 3366 | + 135 |
| 1449 | Central National Bank, Sterling | 137,749,000 | 118,501,000 | 1582 | + 133 |
| 2696 | First National Bank, Sterling | 80,386,345 | 77,397,818 | 2624 | |
| 3944 | Stillman Valley National Bank, Stillman Valley | 57,171,668 | 52,303,360 | 4087 | + 143 |
| 2560 | Union National Bank, Streator | 84,437,000 | 78,355,000 | 2580 | + 20 |
| 3382 | Streator National Bank, Streator | 65,777,000 | 68,831,000 | 2985 | |
| 3844 | Harris Bank Argo, Summit | 58,652,000 | 50,204,407 | 4284 | + 440 |
| 2104 | National Bank & Trust Co., Sycamore | 99,622,664 | 99,728,829 | 1945 | |
| 2128 | First Trust & Savings Bank, Taylorville | 98,883,183 | 97,243,798 | 2008 | |
| 1911 | Bremen Bank & Trust Co., Tinley Park | 107,662,000 | 96,039,000 | 2037 | + 126 |
| 4956 | Tinley Park Bank, Tinley Park | 46,131,057 | 38,586,388 | 5607 | + 651 |
| 4553 | Tuscola National Bank, Tuscola | 50,324,048 | 48,413,155 | 4452 | |
| 1088 | Busey First National Bank, Urbana | 179,311,043 | 163,965,000 | 1098 | + 10 |
| 3950 | Champaign County Bank & Trust Co., Urbana | 57,064,775 | 57,768,976 | 3643 | |
| 4164 | First National Bank, Vandalia | 54,450,000 | 52,563,000 | 4064 | |
| 3255 | Villa Park Trust & Savings Bank, Villa Park | 67,560,400 | 65,074,000 | 3191 | |
| 3675 | First Trust & Savings Bank, Watseka | 61,204,849 | 56,743,000 | 3726 | + 51 |
| 1518 | Bank of Waukegan, Waukegan | 131,555,000 | 106,372,932 | 1809 | + 291 |
| 1737 | Citizens National Bank, Waukegan | 116,768,046 | 112,097,270 | 1691 | |
| 2917 | American National Bank & Trust Co., Waukegan | 74,887,092 | 75,400,109 | 2690 | |
| 3105 | First National Bank, Waukegan | 70,830,134 | 68,321,016 | 3007 | |
| 4925 | First National Bank, Wayne City | 46,453,890 | 44,630,702 | 4847 | |
| 3636 | Bank of West Frankfort, West Frankfort | 61,676,000 | 59,874,000 | 3500 | |
| 4805 | First Community Bank, West Frankfort | 47,633,000 | 48,756,000 | 4412 | |
| 3237 | First National Bank, Western Springs | 67,913,687 | 64,405,727 | 3229 | |
| 2763 | Bank of Westmont, Westmont | 78,300,137 | 74,609,378 | 2726 | |
| 572 | Gary-Wheaton Bank, Wheaton | 336,355,000 | 284,336,009 | 622 | + 50 |
| 1889 | Bank of Wheaton, Wheaton | 108,436,000 | 102,630,000 | 1882 | |
| 993 | Main Bank, Wheeling | 194,678,699 | 86,853,788 | 2314 | +1321 |
| 837 | First Illinois Bank, Wilmette | 230,478,974 | 205,657,000 | 868 | + 31 |
| 4922 | First National Bank, Wilmington | 46,481,745 | 44,245,245 | 4890 | |
| 1690 | First National Bank, Winnetka | 119,268,220 | 104,646,000 | 1839 | + 149 |
| 3788 | Winnetka Bank, Winnetka | 59,492,000 | 57,040,000 | 3706 | |
| 2640 | First National Bank, Wood River | 82,000,000 | 74,835,000 | 2719 | + 79 |
| 4279 | Heritage Bank, Woodridge | 53,211,740 | 54,291,000 | 3919 | |
| 2909 | State Bank, Woodstock | 75,119,000 | 69,877,000 | 2940 | + 31 |
| 2921 | First National Bank, Woodstock | 74,806,446 | 70,534,302 | 2906 | |
| 2531 | Worth Bank & Trust Co., Worth | 85,417,000 | 88,510,216 | 2251 | |
| 4800 | Yorkville National Bank, Yorkville | 47,661,532 | 47,143,739 | 4580 | |
| 4247 | Bank of Zeigler, Zeigler | 53,656,516 | 53,113,773 | 4009 | |
| 2149 | Zion State Bank & Trust Co., Zion | 97,695,837 | 94,554,206 | 2076 | |

| Rank 12/84 | **INDIANA** | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 888 | Anderson Banking Co., Anderson | 218,355,656 | 198,522,816 | 899 | + 11 |
| 1999 | Citizens Banking Co., Anderson | 103,532,407 | 98,174,000 | 1982 | |
| 2308 | First National Bank of Madison Cty., Anderson | 92,198,621 | 92,625,136 | 2130 | |
| 4722 | Angola State Bank, Angola | 48,612,000 | 38,318,000 | 5644 | + 922 |
| 3429 | Auburn State Bank, Auburn | 65,053,234 | 55,479,146 | 3828 | + 399 |
| 4275 | Bargersville State Bank, Bargersville | 53,283,195 | 43,657,000 | 4964 | + 689 |
| 3112 | First Bank & Trust Co., Batesville | 70,670,000 | 68,245,921 | 3011 | |
| 4950 | Batesville State Bank, Batesville | 46,183,886 | 40,813,948 | 5299 | + 349 |
| 2055 | Bedford National Bank, Bedford | 101,531,000 | 94,412,000 | 2079 | + 24 |
| 2233 | Citizens National Bank, Bedford | 94,891,679 | 87,565,853 | 2282 | + 49 |
| 2215 | First Bank, Berne | 95,479,025 | 88,985,392 | 2237 | + 22 |
| 3292 | Bloomfield State Bank, Bloomfield | 67,120,821 | 63,510,000 | 3284 | |
| 1083 | First National Bank, Bloomington | 179,890,944 | 179,507,322 | 991 | |
| 2236 | Monroe County Bank, Bloomington | 94,800,584 | 88,714,000 | 2245 | + 9 |
| 2713 | Old-First National Bank, Bluffton | 79,839,000 | 78,177,000 | 2585 | |
| 3347 | Farmers & Merchants Bank, Bluffton | 66,249,000 | 64,179,000 | 3243 | |
| 3246 | Warrick National Bank, Boonville | 67,728,096 | 66,086,000 | 3132 | |
| 4317 | Peoples Trust & Savings Bank, Boonville | 52,657,116 | 50,163,196 | 4288 | |
| 2230 | Riddell National Bank, Brazil | 94,986,000 | 93,170,185 | 2111 | |
| 2642 | First Bank & Trust Co. of Clay Cty., Brazil | 81,947,566 | 77,897,000 | 2601 | |
| 4846 | Franklin County National Bank, Brookville | 47,197,816 | 44,652,071 | 4843 | |

→ Continued on Next Page

| Rank 12/84 | INDIANA (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4699 | Hendricks County Bank & Trust Co., Brownsburg | 48,829,147 | 48,080,534 | 4485 | |
| 1651 | Union State Bank, Carmel | 121,579,000 | 112,759,065 | 1680 | + 29 |
| 2544 | Fidelity Bank of Indiana, Carmel | 84,984,433 | 86,527,056 | 2324 | |
| 4354 | First Nat'l Bank of Clark Cty., Charlestown | 52,245,633 | 49,420,986 | 4341 | |
| 2653 | Chesterton State Bank, Chesterton | 81,716,000 | 77,837,665 | 2603 | |
| 4370 | Churubusco State Bank, Churubusco | 52,108,831 | 49,018,495 | 4387 | + 17 |
| 2808 | Citizens National Bank, Columbia City | 77,179,981 | 72,920,779 | 2793 | |
| 3896 | Farmers Loan & Trust Co., Columbia City | 57,885,854 | 48,898,533 | 4395 | + 499 |
| 841 | Irwin Union Bank & Trust Co., Columbus | 229,935,000 | 213,466,000 | 836 | |
| 3817 | First National Bank, Columbus | 59,090,267 | 57,659,000 | 3655 | |
| 3346 | Fayette Bank & Trust Co., Connersville | 66,324,965 | 61,084,627 | 3434 | + 88 |
| 4391 | Central State Bank, Connersville | 51,910,931 | 57,694,287 | 3653 | |
| 4665 | First-Farmers National Bank, Converse | 49,233,000 | 50,240,111 | 4281 | |
| 1683 | Old Capital Bank & Trust Co., Corydon | 119,746,000 | 110,842,000 | 1717 | + 34 |
| 4079 | Corydon State Bank, Corydon | 55,395,425 | 52,406,355 | 4077 | |
| 3273 | Fountain Trust Co., Covington | 67,302,821 | 63,300,400 | 3299 | + 26 |
| 4744 | Bank of Western Indiana, Covington | 48,400,201 | 46,160,584 | 4693 | |
| 1744 | Elston Bank & Trust Co., Crawfordsville | 116,444,399 | 112,497,181 | 1685 | |
| 1966 | First National Bank & Trust Co., Crawfordsville | 104,864,029 | 103,149,683 | 1968 | |
| 2985 | Commercial Bank, Crown Point | 73,302,068 | 65,334,366 | 3180 | + 195 |
| 2462 | State Exchange Bank, Culver | 87,564,000 | 103,659,000 | 1854 | |
| 4048 | Danville State Bank, Danville | 55,952,000 | 54,345,000 | 3914 | |
| 2247 | First State Bank, Decatur | 94,518,000 | 93,886,000 | 2099 | |
| 3904 | Union Bank & Trust Co., Delphi | 57,768,000 | 56,374,000 | 3759 | |
| 988 | First National Bank, East Chicago | 195,121,676 | 202,048,825 | 885 | |
| | **ELKHART** | | | | |
| 376 | First National Bank, Elkhart | 555,824,284 | 516,956,799 | 376 | |
| 421 | Midwest Commerce Banking Co., Elkhart | 494,512,055 | 435,585,000 | 439 | + 18 |
| | **EVANSVILLE** | | | | |
| 370 | Old National Bank, Evansville | 566,692,000 | 528,875,000 | 368 | |
| 403 | Citizens National Bank, Evansville | 517,887,000 | 480,895,000 | 398 | |
| 714 | National City Bank, Evansville | 289,084,648 | 245,933,865 | 729 | + 15 |
| | **FORT WAYNE** | | | | |
| 300 | Summit Bank, Fort Wayne | 757,441,025 | 681,639,000 | 303 | + 3 |
| 325 | Lincoln National Bank & Trust Co., Fort Wayne | 699,185,000 | 623,427,262 | 322 | |
| 343 | Fort Wayne National Bank, Fort Wayne | 635,453,337 | 564,516,000 | 350 | + 7 |
| 944 | Anthony Wayne Bank, Fort Wayne | 204,939,739 | 185,556,000 | 962 | + 18 |
| 1667 | Farmers Bank, Frankfort | 120,603,163 | 122,743,132 | 1512 | |
| 2081 | Clinton Cty. Bank & Trust Co., Frankfort | 100,454,790 | 99,509,000 | 1951 | |
| 1387 | Franklin Bank & Trust Co., Franklin | 143,539,976 | 131,547,321 | 1402 | + 15 |
| 3005 | Union Bank & Trust Co., Franklin | 72,960,000 | 78,869,491 | 2565 | |
| 4130 | First National Bank, Fremont | 54,808,038 | 53,258,000 | 3993 | |
| 2831 | Springs Valley Bank & Trust Co., French Lick | 76,654,469 | 74,115,152 | 2750 | |
| | **GARY** | | | | |
| 352 | Gainier Bank NA, Gary | 605,191,762 | 584,205,902 | 342 | |
| 708 | Bank of Indiana NA, Gary | 270,883,616 | 284,644,953 | 619 | |
| 4608 | Bank of Geneva, Geneva | 49,812,805 | 44,262,518 | 4886 | + 278 |
| 984 | Salem Bank & Trust Co., Goshen | 195,860,070 | 186,929,251 | 968 | |
| 4748 | Grabill Bank, Grabill | 48,352,512 | 42,602,013 | 5071 | + 323 |
| 3165 | Central National Bank, Greencastle | 69,390,476 | 65,417,748 | 3172 | + 7 |
| 4451 | First-Citizens Bank & Trust Co., Greencastle | 51,324,000 | 49,222,419 | 4363 | |
| 1823 | Greenfield Banking Co., Greenfield | 111,173,323 | 106,780,000 | 1802 | |
| 3456 | Hancock Bank & Trust Co., Greenfield | 64,584,000 | 63,175,470 | 3313 | |
| 1996 | Union Bank & Trust Co., Greensburg | 103,626,684 | 102,560,008 | 1884 | |
| 3250 | Decatur County Bank, Greensburg | 67,663,040 | 63,249,343 | 3304 | + 54 |
| 1539 | National Bank, Greenwood | 130,040,000 | 129,133,000 | 1428 | |
| 707 | Mercantile National Bank of Indiana, Hammond | 271,626,901 | 245,252,693 | 731 | + 24 |
| 748 | Calumet National Bank, Hammond | 258,332,000 | 239,632,000 | 750 | + 2 |
| 1786 | Hoosier State Bank of Indiana, Hammond | 114,245,305 | 113,102,273 | 1672 | |
| 4569 | Citizens State Bank, Hartford City | 50,186,696 | 47,181,629 | 4577 | + 8 |
| 1977 | Bank of Highland, Highland | 104,376,135 | 94,471,570 | 2078 | + 101 |
| 3688 | First National Bank, Huntingburg | 60,985,270 | 54,799,954 | 3877 | + 189 |
| 2220 | First National Bank, Huntington | 95,263,909 | 93,934,128 | 2097 | |
| 3972 | Community State Bank, Huntington | 56,768,604 | 55,239,454 | 3844 | |
| | **INDIANAPOLIS** | | | | |
| 93 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | 2,521,109,000 | 2,368,903,000 | 87 | |
| 96 | Indiana National Bank, Indianapolis | 2,458,290,000 | 2,054,495,000 | 105 | + 9 |
| 155 | Merchants National Bank & Trust Co., Indianapolis | 1,598,136,000 | 1,439,623,000 | 153 | |
| 1337 | Peoples Bank & Trust Co., Indianapolis | 147,381,000 | 145,709,595 | 1242 | |
| 4187 | Midwest National Bank, Indianapolis | 54,185,397 | 47,422,995 | 4554 | + 367 |
| 1055 | DuBois County Bank, Jasper | 185,451,067 | 182,781,143 | 975 | |
| 1374 | German American Bank, Jasper | 144,682,072 | 139,722,000 | 1300 | |
| 787 | Commerce America Banking Co., Jeffersonville | 247,308,000 | 156,133,000 | 1159 | + 372 |
| 3160 | Campbell & Fetter Bank, Kendallville | 69,460,000 | 47,609,451 | 4536 | +1376 |
| 3669 | Kentland Bank, Kentland | 61,243,976 | 63,557,883 | 3281 | |
| 857 | Union Bank & Trust Co., Kokomo | 226,013,120 | 206,385,381 | 863 | + 6 |
| 1558 | First National Bank, Kokomo | 128,367,354 | 108,228,536 | 1774 | + 216 |
| 1596 | First National Bank & Trust Co., La Porte | 125,797,000 | 115,813,000 | 1629 | + 33 |
| 1757 | La Porte Bank & Trust Co., La Porte | 115,698,593 | 107,299,300 | 1797 | + 40 |
| 735 | Lafayette National Bank, Lafayette | 263,478,874 | 254,018,000 | 710 | |
| 751 | Purdue National Bank, Lafayette | 257,460,806 | 246,151,855 | 726 | |
| 1149 | Lafayette Bank & Trust Co., Lafayette | 170,397,293 | 163,334,381 | 1105 | |
| 2760 | Farmers State Bank, Lagrange | 78,478,526 | 73,359,872 | 2774 | + 14 |
| 2025 | Boone County State Bank, Lebanon | 102,499,214 | 97,547,000 | 2001 | |
| 3842 | Union County National Bank, Liberty | 58,675,000 | 51,746,000 | 4139 | + 297 |
| 4498 | American State Bank, Ligonier | 50,842,000 | 53,406,000 | 3979 | |
| 2205 | Peoples Trust Co., Linton | 95,792,000 | 95,693,000 | 2053 | |
| 3592 | Citizens' National Bank, Linton | 62,403,000 | 58,522,435 | 3580 | |
| 3956 | State Bank, Lizton | 57,027,890 | 55,099,000 | 3853 | |
| 1302 | First National Bank, Logansport | 151,586,290 | 145,561,976 | 1245 | |
| 2100 | Farmers & Merchants State Bank, Logansport | 99,833,017 | 57,418,353 | 3674 | +1574 |
| 2369 | Lowell National Bank, Lowell | 90,359,794 | 89,203,256 | 2232 | |
| 1478 | Madison Bank & Trust Co., Madison | 135,681,250 | 109,612,479 | 1739 | + 261 |
| 1760 | American Bank & Trust Co., Marion | 115,659,720 | 109,019,572 | 1753 | |
| 1979 | First National Bank, Marion | 104,294,639 | 98,183,921 | 1981 | + 2 |
| 2856 | Citizens National Bank of Grant Cty., Marion | 76,147,998 | 77,980,000 | 2597 | |
| 4770 | First National Bank, Martinsville | 48,102,000 | 46,144,000 | 4697 | |
| 4879 | Indiana Bank & Trust Co., Martinsville | 46,858,600 | 47,580,945 | 4537 | |
| 1198 | First-Merchants National Bank, Michigan City | 164,037,000 | 163,259,000 | 1106 | |
| 1454 | Citizens Bank, Michigan City | 137,429,263 | 135,978,148 | 1356 | |
| 4897 | First State Bank, Middlebury | 46,659,000 | 45,175,609 | 4796 | |
| 2605 | State & Savings Bank, Monticello | 82,962,828 | 75,260,535 | 2698 | + 93 |
| 3305 | Citizens Bank, Mooresville | 66,918,908 | 58,447,171 | 3588 | + 283 |
| 3041 | People's Bank & Trust Co., Mount Vernon | 72,211,586 | 63,863,630 | 3262 | + 221 |
| 4425 | Posey County National Bank, Mount Vernon | 51,612,000 | 45,939,018 | 4719 | + 294 |
| 652 | Merchants National Bank, Muncie | 292,791,284 | 261,923,000 | 681 | + 29 |
| 1482 | American National Bank & Trust Co., Muncie | 134,583,715 | 124,310,995 | 1485 | + 3 |
| 1810 | Industrial Trust & Savings Bank, Muncie | 112,114,176 | 108,135,093 | 1776 | |
| 1537 | Union Bank & Trust, New Albany | 130,097,000 | 121,886,000 | 1532 | |
| 2290 | Mutual Trust Bank, New Albany | 92,832,812 | 86,559,467 | 2322 | + 32 |
| 2549 | Floyd County Bank, New Albany | 84,793,971 | 77,983,000 | 2596 | + 47 |
| 2453 | Citizens State Bank, New Castle | 87,950,494 | 94,714,271 | 2071 | |
| 4692 | Security National Bank, New Castle | 48,916,445 | 49,303,467 | 4355 | |
| 1134 | American National Bank, Noblesville | 172,346,000 | 152,878,000 | 1182 | + 48 |
| 4367 | Wainwright Bank & Trust Co., Noblesville | 52,119,000 | 48,437,000 | 4451 | + 84 |
| 4110 | American State Bank, North Judson | 55,028,656 | 36,303,165 | 5929 | +1819 |
| 2975 | Indiana Lawrence Bank, North Manchester | 73,609,000 | 67,038,000 | 3074 | + 99 |
| 4872 | Orange County Bank, Paoli | 46,965,000 | 44,599,493 | 4850 | |
| 2182 | Wabash Valley Bank & Trust Co., Peru | 96,546,457 | 88,491,278 | 2253 | + 71 |
| 2849 | Peru Trust Co., Peru | 76,264,544 | 73,984,000 | 2755 | |
| 4277 | Citizens State Bank, Petersburg | 53,226,000 | 46,234,000 | 4688 | + 411 |
| 2254 | First American National Bank, Plainfield | 94,313,679 | 79,643,583 | 2535 | + 281 |
| 1370 | First Source Bank of Marshall Cty., Plymouth | 144,902,768 | 91,577,000 | 2168 | + 798 |
| 2518 | Peoples Bank, Portland | 85,808,000 | 84,875,000 | 2362 | |
| 3508 | Gibson County Bank, Princeton | 63,720,315 | 60,481,000 | 3465 | |
| 3952 | Farmers National Bank, Princeton | 57,043,318 | 60,162,698 | 3480 | |
| 2911 | Northwest National Bank, Rensselaer | 74,977,537 | 55,398,004 | 3837 | + 926 |
| 4383 | State Bank, Rensselaer | 51,963,429 | 54,627,670 | 3890 | |
| 829 | Second National Bank, Richmond | 233,343,445 | 218,866,056 | 822 | |
| 1441 | First National Bank, Richmond | 138,501,000 | 126,590,000 | 1453 | + 12 |
| 3519 | First National Bank, Rochester | 63,518,000 | 62,658,000 | 3347 | |
| 2644 | Farmers-Citizens Bank, Salem | 81,942,000 | 77,310,388 | 2625 | |
| 4759 | State Bank, Salem | 48,247,125 | 45,515,090 | 4766 | + 7 |
| 4884 | Scott County State Bank, Scottsburg | 46,800,234 | 46,251,498 | 4683 | |
| 3238 | Indiana Southern Bank, Sellersburg | 67,864,000 | 60,692,000 | 3453 | + 215 |
| 2834 | Jackson County Bank, Seymour | 76,586,072 | 70,505,000 | 2907 | + 73 |
| 4196 | Seymour National Bank, Seymour | 54,116,000 | 50,973,584 | 4221 | + 25 |
| 1927 | Farmers National Bank, Shelbyville | 106,835,772 | 92,365,460 | 2140 | + 213 |
| 2370 | Shipshewana State Bank, Shipshewana | 90,341,355 | 79,860,823 | 2529 | + 159 |
| | **SOUTH BEND** | | | | |
| 331 | First Source Bank, South Bend | 679,018,356 | 623,685,159 | 321 | |
| 516 | St. Joseph Bank & Trust Co., South Bend | 381,987,788 | 348,115,000 | 527 | + 11 |
| 698 | Valley American Bank & Trust Co., South Bend | 274,543,000 | 254,269,396 | 709 | + 11 |
| 1121 | National Bank & Trust Co., South Bend | 173,628,630 | 173,221,000 | 1027 | |
| 945 | First Bank & Trust Co., Speedway | 204,881,346 | 188,560,897 | 948 | + 3 |
| 3810 | Owen County State Bank, Spencer | 59,111,434 | 58,700,656 | 3570 | |
| 3023 | Sullivan State Bank, Sullivan | 72,588,821 | 74,037,130 | 2751 | |
| 2687 | Citizens National Bank, Tell City | 80,588,274 | 71,316,204 | 2873 | + 186 |
| 3373 | Tell City National Bank, Tell City | 65,905,488 | 62,612,411 | 3355 | |
| | **TERRE HAUTE** | | | | |
| 450 | Terre Haute First National Bank, Terre Haute | 451,169,609 | 405,007,933 | 469 | + 19 |
| 855 | Merchants National Bank, Terre Haute | 226,211,892 | 212,594,000 | 839 | |
| 2664 | Indiana State Bank, Terre Haute | 81,461,277 | 81,134,574 | 2487 | |
| 3587 | Farmers Loan & Trust Co., Tipton | 62,500,000 | 53,242,778 | 3995 | + 408 |
| 825 | Northern Indiana Bank & Trust Co., Valparaiso | 234,565,715 | 192,905,486 | 918 | + 93 |
| 1535 | First National Bank, Valparaiso | 130,452,588 | 137,910,228 | 1329 | |
| 1043 | American National Bank, Vincennes | 186,826,000 | 182,529,000 | 977 | |
| 1594 | Security Bank & Trust Co., Vincennes | 125,852,328 | 121,342,400 | 1542 | |
| 3366 | First National Bank, Wabash | 66,022,643 | 66,540,000 | 3102 | |
| 3872 | Frances Slocum Bank & Trust Co., Wabash | 58,222,482 | 52,482,000 | 4071 | + 199 |
| 2938 | Farmers Bank & Trust Co., Wadesville | 74,467,167 | 72,024,681 | 2845 | |
| 1188 | First National Bank, Warsaw | 164,626,000 | 127,202,000 | 1450 | + 262 |
| 1208 | Lake City Bank, Warsaw | 162,811,000 | 126,007,000 | 1460 | + 252 |
| 4472 | Peoples National Bank & Trust Co., Washington | 51,123,404 | 51,223,000 | 4193 | |
| 4540 | Citizens Bank & Trust Co., Washington | 50,495,000 | 49,234,000 | 4361 | |
| 820 | First Bank, Whiting | 236,136,000 | 248,137,000 | 721 | |
| 4646 | American Trust & Savings Bank, Whiting | 49,391,709 | 41,512,108 | 5213 | + 567 |
| 2837 | First Union Bank & Trust Co., Winamac | 76,510,000 | 71,845,000 | 2853 | + 16 |
| 4628 | Peoples Loan & Trust Co., Winchester | 49,568,000 | 44,270,915 | 4884 | + 256 |
| 4605 | Farmers State Bank, Wyatt | 49,815,000 | 44,704,000 | 4837 | + 232 |

| Rank 12/84 | IOWA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3857 | Brenton Bank & Trust Co., Adel | 58,454,000 | 55,471,478 | 3829 | |
| 4296 | Peoples National Bank & Trust Co., Albia | 52,935,000 | 50,760,000 | 4232 | |
| 3758 | United Central Bank & Trust Co , Algona | 59,779,120 | 63,178,502 | 3312 | |
| 1747 | First National Bank, Ames | 116,240,254 | 104,725,729 | 1837 | + 90 |
| 3822 | University Bank & Trust Co., Ames | 59,051,022 | 55,044,709 | 3856 | + 34 |
| 4265 | Union Story Trust & Savings Bank, Ames | 53,427,000 | 56,539,000 | 3745 | |
| 4156 | Ankeny State Bank, Ankeny | 54,543,517 | 48,144,279 | 4479 | + 323 |
| 2638 | Norwest Bank Atlantic NA, Atlantic | 82,049,115 | 81,199,803 | 2483 | |
| 4119 | First Whitney Bank & Trust, Atlantic | 54,953,140 | 53,561,686 | 3968 | |
| 2606 | Bettendorf Bank NA, Bettendorf | 82,935,000 | 84,089,000 | 2381 | |
| 3128 | Citizens National Bank Boone-Stratford, Boone | 70,163,607 | 69,932,000 | 2937 | |
| 3878 | Boone State Bank & Trust Co., Boone | 58,151,000 | 57,180,464 | 3694 | |
| 1821 | First National Bank, Burlington | 111,203,000 | 105,202,027 | 1824 | + 3 |
| 2278 | Hawkeye Bank & Trust Co., Burlington | 93,247,491 | 91,506,873 | 2170 | |
| 3365 | Farmers & Merchants Bank & Trust, Burlington | 66,028,000 | 66,143,000 | 3127 | |
| 4087 | Commercial Savings Bank, Carroll | 55,297,000 | 53,747,000 | 3959 | |
| 3625 | Norwest Bank Cedar Falls NA, Cedar Falls | 61,827,010 | 62,093,861 | 3379 | |
| 3969 | Cedar Falls Trust & Savings Bank, Cedar Falls | 56,804,260 | 61,488,087 | 3414 | |
| | **CEDAR RAPIDS** | | | | |
| 462 | Merchants National Bank, Cedar Rapids | 439,412,922 | 405,424,626 | 467 | + 5 |
| 1125 | Peoples Bank & Trust Co., Cedar Rapids | 173,304,253 | 160,459,272 | 1132 | + 7 |
| 3786 | First Trust & Savings Bank, Cedar Rapids | 59,506,000 | 54,494,000 | 3904 | + 118 |
| 4655 | Guaranty Bank & Trust Co., Cedar Rapids | 49,289,767 | 48,217,000 | 4476 | |
| 3444 | Iowa Trust & Savings Bank, Centerville | 64,765,897 | 63,233,713 | 3308 | |
| 3755 | Hawkeye Bank & Trust NA, Centerville | 59,838,090 | 63,406,181 | 3294 | |
| 3666 | National Bank & Trust Co., Chariton | 61,273,000 | 70,046,000 | 2935 | |
| 2852 | First Security Bank & Trust Co., Charles City | 76,219,732 | 73,827,874 | 2760 | |
| 3812 | Cherokee State Bank, Cherokee | 59,107,608 | 55,084,966 | 3854 | + 42 |
| 4848 | Page County State Bank, Clarinda | 47,177,000 | 45,770,000 | 4618 | |
| 4904 | First National Bank, Clarion | 46,594,806 | 46,445,334 | 4659 | |
| 4288 | Clear Lake Bank & Trust Co., Clear Lake | 53,058,426 | 50,457,042 | 4263 | |
| 2183 | Clinton National Bank, Clinton | 96,516,583 | 93,043,280 | 2119 | |
| 3047 | First National Bank, Clinton | 72,166,803 | 72,643,534 | 2808 | |
| 4643 | Iowa State Savings Bank, Clinton | 49,415,000 | 47,061,859 | 4590 | |
| 1280 | Council Bluffs Savings Bank, Council Bluffs | 154,220,472 | 149,917,790 | 1205 | |
| 2154 | First National Bank, Council Bluffs | 97,572,000 | 98,437,000 | 1976 | |
| 2792 | State Bank & Trust, Council Bluffs | 77,511,477 | 77,159,086 | 2629 | |
| 4446 | Cresco Union Savings Bank, Cresco | 51,377,825 | 48,083,049 | 4484 | + 38 |
| 4198 | First National Bank, Creston | 54,105,000 | 56,743,000 | 3727 | |
| 4992 | Iowa State Savings Bank, Creston | 45,799,000 | 52,129,000 | 4101 | |
| 4902 | Brenton State Bank, Dallas Center | 46,618,557 | 48,244,453 | 4471 | |
| | **DAVENPORT** | | | | |
| 363 | Davenport Bank & Trust Co., Davenport | 583,254,715 | 538,217,680 | 364 | + 1 |
| 1272 | Northwest Bank & Trust Co., Davenport | 155,576,000 | 151,943,000 | 1192 | |
| 2249 | First Trust & Savings Bank, Davenport | 94,458,892 | 60,013,278 | 3489 | +1240 |
| 3009 | Brenton First National Bank, Davenport | 72,919,975 | 66,612,602 | 3099 | + 90 |
| 3790 | De Witt Bank & Trust Co., De Witt | 59,476,134 | 56,709,000 | 3731 | |
| 2683 | Decorah State Bank, Decorah | 80,801,000 | 76,754,000 | 2638 | |
| 4714 | Security Bank & Trust Co., Decorah | 48,701,000 | 48,134,000 | 4481 | |
| | **DES MOINES** | | | | |
| 226 | Norwest Bank Des Moines NA, Des Moines | 1,025,230,000 | 844,328,000 | 244 | + 18 |
| 439 | Bankers Trust Co., Des Moines | 458,931,647 | 435,214,000 | 440 | + 1 |
| 646 | United Central Bank of Des Moines NA, Des Moines | 298,033,916 | 263,000,146 | 677 | + 31 |
| 959 | Valley National Bank, Des Moines | 201,929,092 | 167,207,000 | 1068 | + 109 |
| 1094 | Brenton National Bank, Des Moines | 177,784,222 | 177,344,030 | 1004 | |
| 2279 | Hawkeye-Capital Bank & Trust, Des Moines | 93,215,666 | 83,141,256 | 2413 | + 134 |
| 3511 | Iowa State Bank, Des Moines | 63,625,095 | 56,092,000 | 3777 | + 266 |
| 3891 | Hawkeye Bank & Trust, Des Moines | 57,947,132 | 55,662,607 | 3807 | |
| 4629 | East Des Moines National Bank, Des Moines | 49,560,731 | 45,378,000 | 4777 | + 148 |
| 1095 | American Trust & Savings Bank, Dubuque | 177,718,670 | 175,808,933 | 1016 | |
| 1140 | Dubuque Bank & Trust Co., Dubuque | 171,704,000 | 176,370,623 | 1013 | |
| 1151 | First National Bank, Dubuque | 170,248,000 | 163,150,000 | 1108 | |
| 4089 | Security Savings Bank, Eagle Grove | 55,265,000 | 41,154,028 | 5254 | +1165 |
| 3161 | Hardin County Savings Bank, Eldora | 69,456,863 | 63,189,000 | 3310 | + 149 |
| 4414 | Central Trust & Savings Bank, Eldridge | 51,721,155 | 51,060,902 | 4209 | |
| 4898 | Palo Alto County State Bank, Emmetsburg | 46,651,463 | 46,941,000 | 4601 | |

| | | | | | |
|---|---|---|---|---|---|
| 3107 | Emmet County State Bank, Estherville | 70,818,000 | 71,669,000 | 2859 | |
| 3997 | First National Bank, Fairfield | 56,503,396 | 55,721,850 | 3801 | |
| 3726 | Manufacturers Bank & Trust Co., Forest City | 60,269,125 | 54,623,164 | 3891 | + 165 |
| 1652 | Norwest Bank Fort Dodge NA, Fort Dodge | 121,510,303 | 126,209,719 | 1458 | |
| 1802 | United Central Bank & Trust Co., Fort Dodge | 112,678,015 | 111,467,000 | 1704 | |
| 2062 | First American State Bank, Fort Dodge | 101,243,638 | 118,223,574 | 1587 | |
| 4720 | Fort Madison Bank & Trust Co., Fort Madison | 48,619,000 | 47,128,800 | 4582 | |
| 4996 | Lee Cty. Savings Bank, Fort Madison | 45,720,000 | 42,969,000 | 5028 | + 32 |
| 3106 | Brenton NB-Poweshiek Cty., Grinnell | 70,823,000 | 66,814,000 | 3091 | |
| 4478 | First National Bank, Hampton | 51,073,888 | 46,616,064 | 4635 | + 157 |
| 4154 | Shelby County State Bank, Harlan | 54,572,674 | 48,275,442 | 4466 | + 312 |
| 1123 | Hills Bank & Trust Co., Hills | 173,472,127 | 123,565,272 | 1501 | + 378 |
| 3189 | Hawkeye Bank & Trust, Humboldt | 68,902,000 | 58,002,144 | 3621 | + 432 |
| 3851 | Humboldt Trust & Savings Bank, Humboldt | 58,528,199 | 62,488,362 | 3361 | |
| 3500 | Ida County State Bank, Ida Grove | 63,880,000 | 59,955,000 | 3495 | |
| 3695 | Farmers State Savings Bank, Independence | 60,853,352 | 57,709,758 | 3650 | |
| 2049 | Peoples Trust & Savings Bank, Indianola | 101,576,000 | 101,640,000 | 1905 | |
| 976 | First National Bank, Iowa City | 198,229,172 | 190,492,975 | 937 | |
| 1189 | Iowa State Bank & Trust Co., Iowa City | 164,601,706 | 152,827,420 | 1186 | |
| 3683 | Citizens State Bank, Iowa Falls | 61,043,891 | 57,094,403 | 3702 | + 19 |
| 4222 | Home State Bank, Jefferson | 53,904,834 | 55,356,021 | 3841 | |
| 4560 | Brenton State Bank, Jefferson | 50,283,000 | 53,343,145 | 3986 | |
| 3202 | State Central Bank, Keokuk | 68,603,142 | 71,493,069 | 2868 | |
| 4169 | Community National Bank & Trust Co., Knoxville | 54,393,000 | 56,711,000 | 3730 | |
| 3630 | Le Mars Savings Bank, Le Mars | 61,757,575 | 61,896,585 | 3389 | |
| 2970 | Maquoketa State Bank, Maquoketa | 73,708,630 | 74,909,465 | 2714 | |
| 3385 | Hawkeye Bank & Trust, Maquoketa | 65,711,000 | 66,449,864 | 3107 | |
| 1856 | Farmers State Bank, Marion | 109,501,000 | 106,486,000 | 1806 | |
| 2734 | Norwest Bank Marion NA, Marion | 79,175,197 | 72,885,774 | 2796 | + 62 |
| 1514 | Security Savings Bank, Marshalltown | 131,667,000 | 122,840,000 | 1511 | |
| 2620 | Fidelity Brenton Bank & Trust Co., Marshalltown | 82,436,000 | 78,930,000 | 2561 | |
| 4073 | Commercial State Bank, Marshalltown | 55,522,372 | 53,703,541 | 3964 | |
| 1319 | Norwest Bank Mason City NA, Mason City | 149,630,954 | 144,933,727 | 1252 | |
| 1761 | United Central Bank & Trust Co., Mason City | 115,542,000 | 113,829,000 | 1662 | |
| 1609 | Monticello State Bank, Monticello | 125,049,969 | 115,407,211 | 1640 | + 31 |
| 4847 | Hawkeye Bank & Trust, Mount Ayr | 47,188,236 | 31,686,000 | 6652 | +1805 |
| 3423 | Henry County Savings Bank, Mount Pleasant | 65,189,490 | 60,273,702 | 3475 | + 52 |
| 1447 | First National Bank, Muscatine | 137,996,000 | 128,205,000 | 1437 | |
| 1557 | Central State Bank, Muscatine | 128,553,227 | 112,592,946 | 1683 | + 126 |
| 2107 | Jasper County Savings Bank, Newton | 99,448,732 | 100,305,000 | 1930 | |
| 4016 | Oelwein State Bank, Oelwein | 56,273,683 | 53,226,731 | 3999 | |
| 4437 | First National Bank, Oelwein | 51,500,000 | 50,185,000 | 4286 | |
| 4053 | Northwestern State Bank, Orange City | 55,865,262 | 53,228,755 | 3998 | |
| 4322 | Clarke County State Bank, Osceola | 52,630,438 | 50,238,756 | 4282 | |
| 2685 | Mahaska State Bank, Oskaloosa | 80,713,485 | 74,328,292 | 2739 | + 54 |
| 4064 | Iowa Trust & Savings Bank, Oskaloosa | 55,700,000 | 55,668,000 | 3805 | |
| 1477 | Union Bank & Trust Co., Ottumwa | 135,738,958 | 121,008,105 | 1552 | + 75 |
| 3055 | South Ottumwa Savings Bank, Ottumwa | 71,863,849 | 65,701,650 | 3152 | + 97 |
| 3544 | Norwest Bank Ottumwa NA, Ottumwa | 63,153,535 | 63,493,898 | 3287 | |
| 3295 | Pella National Bank, Pella | 67,097,090 | 64,071,555 | 3246 | |
| 3986 | Marion County State Bank, Pella | 56,624,942 | 51,047,636 | 4211 | + 225 |
| 3721 | Perry State Bank, Perry | 60,349,660 | 60,657,512 | 3456 | |
| 3858 | Brenton National Bank, Perry | 58,453,579 | 59,459,000 | 3523 | |
| 3635 | Houghton State Bank, Red Oak | 61,723,443 | 63,940,993 | 3255 | |
| 4641 | St. Ansgar State Bank, St. Ansgar | 49,429,684 | 38,151,547 | 5675 | +1034 |
| 4420 | Security State Bank, Sheldon | 51,648,334 | 49,796,076 | 4320 | |
| 3654 | American State Bank, Sioux Center | 61,482,891 | 56,200,000 | 3771 | + 117 |
| 4960 | First National Bank, Sioux Center | 46,080,000 | 43,326,000 | 4999 | + 39 |
| 740 | Security National Bank, Sioux City | 261,357,000 | 262,048,387 | 680 | |
| 1284 | First National Bank, Sioux City | 154,026,000 | 152,719,492 | 1187 | |
| 1682 | Toy National Bank, Sioux City | 119,794,935 | 122,104,999 | 1525 | |
| 1711 | Norwest Bank Sioux City NA, Sioux City | 118,239,000 | 120,425,000 | 1557 | |
| 4238 | Farmers Trust & Savings Bank, Spencer | 53,738,342 | 55,533,714 | 3820 | |
| 1904 | Citizens First National Bank, Storm Lake | 107,818,544 | 107,939,957 | 1782 | |
| 2041 | Plaza State Bank, Urbandale | 101,959,177 | 95,909,926 | 2042 | + 1 |
| 4105 | Washington State Bank, Washington | 55,105,000 | 51,102,000 | 4206 | + 101 |
| 778 | National Bank, Waterloo | 248,134,000 | 214,691,000 | 833 | + 55 |
| 1053 | Peoples Bank & Trust Co., Waterloo | 185,907,000 | 169,369,611 | 1055 | + 2 |
| 1264 | Waterloo Savings Bank, Waterloo | 156,767,033 | 147,456,334 | 1221 | |
| 3277 | First National Bank, Waverly | 67,263,040 | 63,229,179 | 3309 | + 32 |
| 4835 | State Bank, Waverly | 47,294,281 | 46,748,992 | 4622 | |
| 2993 | Farmers National Bank, Webster City | 73,185,000 | 65,807,000 | 3148 | + 155 |
| 4482 | First State Bank, Webster City | 51,030,798 | 41,868,740 | 5167 | + 685 |
| 1416 | West Des Moines State Bank, West Des Moines | 140,686,639 | 116,570,573 | 1617 | + 201 |
| 4780 | First National Bank, West Union | 47,874,343 | 46,534,672 | 4648 | |

| Rank 12/84 | KANSAS | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2468 | Home National Bank, Arkansas City | 87,462,590 | 79,060,832 | 2553 | + 85 |
| 4091 | City National Bank, Atchison | 55,253,944 | 48,488,570 | 4443 | + 352 |
| 4387 | Exchange National Bank & Trust Co., Atchison | 51,931,000 | 51,186,000 | 4198 | |
| 3413 | Bank of Commerce, Chanute | 65,296,919 | 73,816,000 | 2761 | |
| 3930 | First National Bank, Chanute | 57,356,845 | 52,138,486 | 4099 | + 169 |
| 2114 | First National Bank, Coffeyville | 99,235,536 | 96,280,882 | 2031 | |
| 4717 | Condon National Bank, Coffeyville | 48,639,699 | 47,837,845 | 4511 | |
| 3824 | Farmers & Merchants Bank, Colby | 59,012,000 | 57,381,000 | 3677 | |
| 4551 | Thomas County National Bank, Colby | 50,334,630 | 46,542,000 | 4646 | + 95 |
| 4127 | First Bank & Trust, Concordia | 54,879,384 | 53,091,867 | 4014 | |
| 4235 | Farmers & Merchants State Bank, Derby | 53,772,000 | 53,013,000 | 4026 | |
| 2996 | First National Bank & Trust Co., Dodge City | 73,126,665 | 70,796,603 | 2891 | |
| 3224 | Fidelity State Bank & Trust Co., Dodge City | 68,284,559 | 74,962,037 | 2711 | |
| 3093 | Walnut Valley State Bank, El Dorado | 71,130,000 | 65,257,733 | 3184 | + 91 |
| 3282 | First National Bank & Trust Co., El Dorado | 67,188,041 | 62,504,278 | 3358 | + 76 |
| 3717 | Peoples State Bank & Trust Co., Ellinwood | 60,423,000 | 63,260,000 | 3303 | |
| 2567 | Citizens National Bank & Trust Co., Emporia | 84,344,931 | 80,439,040 | 2516 | |
| 3837 | Emporia State Bank & Trust Co., Emporia | 58,691,000 | 54,220,000 | 3924 | + 87 |
| 2400 | Army National Bank, Fort Leavenworth | 89,503,319 | 83,958,000 | 2383 | |
| 2751 | Citizens National Bank, Fort Scott | 78,717,241 | 72,721,139 | 2806 | + 55 |
| 4027 | Security State Bank, Fort Scott | 56,185,801 | 46,926,349 | 4604 | + 577 |
| 2170 | Garden National Bank, Garden City | 96,948,230 | 83,803,241 | 2387 | + 217 |
| 2447 | Fidelity State Bank, Garden City | 88,096,336 | 81,068,815 | 2491 | + 44 |
| 4210 | First National Bank, Goodland | 54,019,397 | 50,300,123 | 4273 | + 63 |
| 2295 | American State Bank & Trust Co., Great Bend | 92,710,973 | 81,264,172 | 2480 | + 185 |
| 2668 | First National Bank & Trust Co., Great Bend | 81,245,142 | 70,475,997 | 2912 | + 244 |
| 3602 | Security State Bank, Great Bend | 62,271,449 | 55,844,929 | 3791 | + 189 |
| 2677 | Farmers State Bank & Trust Co., Hays | 81,031,804 | 73,169,217 | 2781 | + 104 |
| 3811 | First National Bank of Hays City, Hays | 59,109,046 | 57,471,464 | 3670 | |
| 2891 | Haysville State Bank, Haysville | 75,437,506 | 59,587,493 | 3515 | + 624 |
| 4668 | Citizens State Bank & Trust Co., Hiawatha | 49,191,000 | 48,018,000 | 4492 | |
| 4533 | Citizens State Bank, Hugoton | 50,548,054 | 48,633,120 | 4425 | |
| 1263 | Hutchinson National Bank & Trust Co., Hutchinson | 156,802,926 | 146,963,287 | 1226 | |
| 1666 | First National Bank, Hutchinson | 120,629,897 | 146,904,883 | 1229 | |
| 2715 | Central State Bank, Hutchinson | 79,816,637 | 72,334,834 | 2826 | + 111 |
| 3317 | Citizens National Bank, Independence | 66,816,923 | 60,476,000 | 3466 | + 149 |
| 4648 | Allen County Bank & Trust, Iola | 49,340,824 | 51,467,616 | 4165 | |
| 3713 | Central National Bank, Junction City | 60,528,322 | 55,173,414 | 3848 | + 135 |
| 674 | Security National Bank, Kansas City | 285,725,000 | 205,313,000 | 872 | + 198 |
| 836 | Commercial National Bank, Kansas City | 230,694,000 | 216,912,616 | 827 | |
| 2324 | Brotherhood Bank & Trust Co., Kansas City | 91,772,000 | 79,977,000 | 2526 | + 202 |
| 2611 | Industrial State Bank, Kansas City | 82,760,558 | 74,855,535 | 2717 | + 106 |
| 2752 | Home State Bank, Kansas City | 78,684,983 | 67,642,178 | 3039 | + 287 |
| 3750 | Twin-City State Bank, Kansas City | 59,930,035 | 53,091,896 | 4013 | + 263 |
| 4590 | First State Bank & Trust Co., Larned | 49,927,345 | 45,908,416 | 4725 | + 135 |
| 4721 | First National Bank & Trust Co., Larned | 48,618,665 | 45,332,359 | 4780 | + 59 |
| 2184 | First National Bank, Lawrence | 96,477,614 | 86,453,451 | 2326 | + 142 |
| 2989 | Lawrence National Bank & Trust Co., Lawrence | 73,285,000 | 53,208,000 | 4000 | +1011 |
| 3334 | Douglas County Bank, Lawrence | 66,571,000 | 67,133,000 | 3067 | |
| 4727 | Leavenworth National Bank & Trust Co., Leavenworth | 48,563,762 | 45,553,784 | 4761 | + 34 |
| 2814 | Peoples National Bank, Liberal | 76,953,938 | 63,145,549 | 3316 | + 502 |
| 3344 | First National Bank, Liberal | 66,343,409 | 51,806,139 | 4135 | + 791 |
| 3989 | Citizens State Bank, Liberal | 56,570,000 | 50,305,000 | 4272 | + 283 |
| 2320 | First National Bank, Manhattan | 91,874,000 | 87,299,000 | 2291 | |
| 2412 | Union National Bank & Trust Co., Manhattan | 89,114,328 | 83,257,000 | 2408 | |
| 3656 | Citizens Bank & Trust Co., Manhattan | 61,430,000 | 54,352,000 | 3913 | + 257 |
| 3370 | Exchange Bank of Schmidt & Koester, Marysville | 65,945,655 | 62,262,926 | 3371 | + 1 |
| 2079 | McPherson Bank & Trust Co., McPherson | 100,610,000 | 92,076,676 | 2148 | + 69 |
| 736 | Mission Bank, Mission | 263,248,240 | 171,869,438 | 1036 | + 300 |
| 3254 | Kansas State Bank, Newton | 67,582,814 | 64,783,000 | 3204 | |
| 4548 | Midland National Bank, Newton | 50,426,115 | 48,252,443 | 4470 | |
| 1728 | First National Bank, Olathe | 117,232,620 | 94,[illegible]60,139 | 2081 | + 353 |
| 1878 | Patrons State Bank & Trust Co., Olathe | 108,857,700 | 106,204,277 | 1813 | |
| 985 | Valley View State Bank, Overland Park | 195,716,736 | 145,954,657 | 1240 | + 255 |
| 1473 | First Continental Bank & Trust, Overland Park | 136,058,000 | 110,533,000 | 1721 | + 248 |
| 1729 | Overland Park State Bank & Trust Co., Overland Park | 117,207,000 | 99,117,000 | 1958 | + 229 |
| 4640 | Metcalf State Bank, Overland Park | 49,440,000 | 49,349,000 | 43[illegible]5 | |
| 3326 | Miami County National Bank, Paolo | 66,672,470 | 61,266,221 | 3423 | + 97 |
| 4786 | Parsons Commercial Bank, Parsons | 47,821,009 | 44,591,055 | 4852 | + 66 |
| 2902 | First National Bank, Phillipsburg | 75,166,828 | 71,029,961 | 2887 | |
| 2801 | National Bank, Pittsburg | 77,335,379 | 71,305,219 | 2875 | + 74 |
| 3467 | First State Bank & Trust Co., Pittsburg | 64,375,881 | 59,307,047 | 3531 | + 64 |
| 1249 | Johnson County Bank NA, Prairie Village | 157,936,659 | 136,405,610 | 1348 | + 99 |
| 2649 | Southgate Bank, Prairie Village | 81,790,000 | 89,264,000 | 2230 | |
| 3985 | Kansas National Bank & Trust Co., Prairie Village | 56,630,088 | 49,326,000 | 4348 | + 363 |
| 2782 | Peoples Bank, Pratt | 77,766,000 | 75,432,000 | 2687 | |
| 1048 | MidAmerican Bank & Trust Co., Roeland Park | 186,418,635 | 161,811,555 | 1119 | + 71 |
| 2776 | Russell State Bank, Russell | 77,904,000 | 69,388,000 | 2957 | + 181 |
| 2784 | Home State Bank, Russell | 77,705,638 | 75,433,571 | 2686 | |
| 1825 | First National Bank & Trust Co., Salina | 111,065,000 | 117,235,000 | 1610 | |
| 2222 | National Bank of America, Salina | 95,149,077 | 84,145,533 | 2377 | + 155 |
| 2328 | Planters Bank & Trust Co., Salina | 91,582,347 | 91,517,527 | 2169 | |
| 4734 | Security State Bank, Scott City | 48,468,692 | 41,299,928 | 5235 | + 501 |
| 1920 | Shawnee State Bank, Shawnee | 107,098,497 | 100,269,221 | 1932 | + 12 |
| 3159 | Citizens Bank & Trust, Shawnee | 69,464,073 | 64,280,000 | 3237 | + 78 |
| 603 | First National Bank, Topeka | 319,718,094 | 278,040,596 | 640 | + 37 |
| 890 | Merchants National Bank, Topeka | 218,011,000 | 209,575,000 | 854 | |
| 1799 | Commerce Bank & Trust Co., Topeka | 112,927,786 | 100,126,000 | 1937 | + 138 |
| 3171 | Highland Park Bank & Trust, Topeka | 69,270,414 | 61,584,088 | 3405 | + 234 |
| 4080 | Kaw Valley State Bank & Trust Co., Topeka | 55,387,000 | 50,723,593 | 4236 | + 156 |
| 4484 | Fidelity State Bank & Trust Co., Topeka | 51,020,708 | 47,509,646 | 4546 | + 62 |
| 2847 | Grant County State Bank, Ulysses | 76,292,000 | 69,332,000 | 2961 | + 114 |
| | **WICHITA** | | | | |
| 228 | Fourth National Bank & Trust Co., Wichita | 1,023,669,000 | 829,982,000 | 247 | + 19 |
| 382 | First National Bank, Wichita | 547,025,000 | 471,555,000 | 403 | + 21 |
| 711 | Union National Bank, Wichita | 269,688,192 | 263,709,370 | 676 | |
| 851 | Kansas State Bank & Trust Co., Wichita | 227,468,224 | 205,738,760 | 866 | + 15 |
| 2031 | Boulevard State Bank, Wichita | 102,413,000 | 98,751,000 | 1971 | |
| 2103 | Southwest National Bank, Wichita | 99,673,777 | 107,772,837 | 1785 | |
| 3037 | Wichita State Bank, Wichita | 72,314,466 | 65,806,000 | 3149 | + 112 |
| 3100 | Central Bank & Trust, Wichita | 70,959,000 | 65,715,000 | 3151 | + 51 |
| 4025 | United American Bank & Trust Co., Wichita | 56,192,952 | 58,124,304 | 3611 | |
| 4173 | East Side Bank & Trust, Wichita | 54,305,000 | 49,316,593 | 4352 | + 179 |
| 3135 | First National Bank, Winfield | 70,030,066 | 67,618,288 | 3040 | |

| Rank 12/84 | KENTUCKY | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1432 | Third National Bank, Ashland | 139,433,100 | 127,961,700 | 1440 | + 8 |
| 1457 | First Bank & Trust Co., Ashland | 137,348,680 | 137,458,871 | 1335 | |
| 3640 | Bank of Ashland Inc., Ashland | 61,586,577 | 56,238,535 | 3765 | + 125 |
| 3196 | Union National Bank, Barbourville | 68,763,915 | 62,133,854 | 3377 | + 181 |
| 3453 | Wilson & Muir Bank & Trust Co., Bardstown | 64,650,624 | 59,612,048 | 3513 | + 60 |
| 3626 | Farmers Bank & Trust Co., Bardstown | 61,822,511 | 58,191,075 | 3604 | |
| 2282 | Bank of Marshall County, Benton | 93,011,979 | 85,934,268 | 2338 | + 56 |
| 3006 | Bank of Benton, Benton | 72,937,266 | 71,677,072 | 2858 | |
| 1142 | American Nat'l Bank & Trust Co., Bowling Green | 171,447,142 | 166,601,186 | 1073 | |
| 1212 | Citizens National Bank, Bowling Green | 162,371,265 | 146,162,000 | 1237 | + 25 |
| 3376 | Bowling Green Bank & Trust Co., Bowling Green | 65,835,000 | 63,265,000 | 3302 | |
| 4797 | Trigg County Farmers Bank, Cadiz | 47,693,125 | 47,017,096 | 4592 | |
| 3157 | Kentucky-Farmers Bank, Catlettsburg | 69,561,128 | 65,355,497 | 3175 | + 18 |
| 4938 | Bank of Clarkson, Clarkson | 46,365,826 | 41,170,156 | 5253 | + 315 |
| 2124 | First National Bank & Trust Co., Corbin | 98,960,578 | 90,427,525 | 2199 | + 75 |
| 1058 | Peoples-Liberty Bank & Trust Co., Covington | 184,589,543 | 139,208,907 | 1310 | + 252 |
| 1347 | Covington Trust & Banking Co., Covington | 146,607,000 | 132,088,102 | 1392 | + 45 |
| 1836 | First National Bank & Trust Co., Covington | 110,507,602 | 103,982,214 | 1851 | + 15 |
| 4869 | National Bank, Cynthiana | 46,988,243 | 46,236,004 | 4687 | |
| 3297 | Farmers National Bank, Danville | 67,050,000 | 60,812,273 | 3446 | + 149 |
| 4963 | Bank of Danville, Danville | 46,042,242 | 38,810,857 | 5573 | + 610 |
| 1259 | First Hardin National Bank & Trust Co., Elizabethtown | 157,275,068 | 140,867,696 | 1291 | + 32 |
| 4760 | Citizens Bank of Elizabethtown, Elizabethtown | 48,227,072 | 45,407,[illegible]0 | 4775 | + 15 |
| 4581 | People's Bank of Fleming Cty., Flemingsburg | 50,080,767 | 49,444,717 | 4338 | |
| 3696 | Boone State Bank & Trust Co., Florence | 60,793,000 | 50,398,000 | 4266 | + 570 |
| 3923 | Florence Deposit Bank, Florence | 57,450,289 | 52,505,543 | 4069 | + 146 |
| 1909 | Fort Thomas-Bellevue Bank, Fort Thomas | 107,690,993 | 98,406,925 | 1977 | + 68 |
| 4806 | Citizens National Bank, Fort Wright | 47,632,939 | 50,667,087 | 4243 | |
| 946 | Farmers Bank & Capital Trust Co., Frankfort | 204,354,843 | 194,989,000 | 913 | |
| 3860 | State National Bank, Frankfort | 58,437,529 | 52,316,914 | 4086 | + 226 |
| 3399 | Simpson County Bank, Franklin | 65,560,000 | 60,650,886 | 3459 | + 60 |
| 4380 | City National Bank, Fulton | 52,001,750 | 46,481,924 | 4655 | + 275 |
| 3933 | First National Bank & Trust Co., Georgetown | 57,326,616 | 54,258,755 | 3921 | |
| 4625 | Farmers Bank & Trust Co., Georgetown | 49,642,000 | 46,613,765 | 4636 | + 11 |
| 2119 | New Farmers National Bank, Glasgow | 99,065,722 | 97,746,991 | 1998 | |
| 2488 | Citizens Bank & Trust Co., Glasgow | 86,751,379 | 87,319,523 | 2290 | |
| 4379 | Commercial Bank, Grayson | 52,002,396 | 50,403,292 | 4265 | |
| 2241 | First State Bank, Greenville | 94,716,000 | 87,745,000 | 2278 | + 37 |
| 3443 | Bank of Harlan, Harlan | 64,801,073 | 56,994,664 | 3710 | + 267 |
| 3959 | Harlan National Bank, Harlan | 56,976,000 | 51,150,000 | 4201 | + 242 |
| 3330 | Peoples Bank & Trust Co., Hazard | 66,644,265 | 57,990,921 | 3623 | + 293 |
| 3897 | Citizens State Bank, Hazard | 57,863,923 | 41,982,851 | 5153 | +1256 |
| 3091 | Farmers Bank & Trust Co., Henderson | 71,138,944 | 63,973,007 | 3252 | + 161 |
| 3491 | Ohio Valley National Bank, Henderson | 64,000,974 | 64,396,123 | 3230 | |
| 4249 | First National Bank, Henderson | 53,622,655 | 51,446,485 | 4167 | |
| 1346 | Planters Bank & Trust Co., Hopkinsville | 146,855,457 | 141,473,876 | 1282 | |
| 1814 | First City Bank & Trust Co., Hopkinsville | 111,592,415 | 108,368,747 | 1767 | |
| 4269 | Inez Deposit Bank, Inex | 53,343,560 | 49,162,000 | 4370 | + 101 |
| 4517 | First State Bank, Irvington | 50,683,105 | 48,391,000 | 4454 | |
| 4312 | Citizens Bank, Jackson | 52,708,000 | 44,787,263 | 4832 | + 520 |
| 3947 | Bank of Oldham Cty., La Grange | 57,130,133 | 51,922,383 | 4124 | + 177 |
| 4974 | Marion National Bank, Lebanon | 45,984,906 | 40,509,505 | 5343 | + 369 |
| | **LEXINGTON** | | | | |
| 314 | First Security Nat'l Bank & Trust Co., Lexington | 721,541,000 | 594,524,000 | 331 | + 17 |
| 842 | Central Bank & Trust Co., Lexington | 229,419,286 | 238,718,111 | 753 | |
| 862 | Citizens Union Nat'l Bank & Trust Co., Lexington | 224,364,000 | 216,652,687 | 828 | |
| 1063 | Second National Bank & Trust Co., Lexington | 183,567,231 | 173,698,763 | 1022 | |

➺ Continued on Next Page

| Rank 12/84 | KANSAS (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1216 | Bank of Commerce & Trust Co., Lexington | 162,059,000 | 183,043,571 | 974 | |
| 1700 | Bank of Lexington & Trust Co. Inc., Lexington | 118,749,515 | 102,349,000 | 1890 | + 190 |
| 1595 | Cumberland Valley Nat'l Bank & Trust Co., London | 125,817,000 | 124,736,000 | 1481 | |
| 3582 | First National Bank & Trust, London | 62,601,657 | 55,029,226 | 3857 | + 275 |
| | **LOUISVILLE** | | | | |
| 94 | First National Bank, Louisville | 2,488,941,000 | 2,326,689,000 | 89 | |
| 107 | Citizens Fidelity Bank & Trust Co., Louisville | 2,251,352,000 | 1,868,532,000 | 111 | + 4 |
| 195 | Liberty National Bank & Trust Co., Louisville | 1,242,445,000 | 1,084,706,000 | 196 | + 1 |
| 463 | Mid-American Bank of Louisville & Trust Co., Louisville | 439,183,000 | 413,594,000 | 455 | |
| 1915 | Stock Yards Bank & Trust Co., Louisville | 107,413,606 | 100,941,115 | 1920 | + 5 |
| 3266 | First Kentucky Trust Co., Louisville | 67,385,235 | 72,418,489 | 2819 | |
| 1961 | Kentucky Bank & Trust Co., Madisonville | 104,992,505 | 101,875,376 | 1902 | |
| 2054 | Farmers Bank & Trust Co., Madisonville | 101,535,498 | 90,516,754 | 2196 | + 142 |
| 2258 | Peoples Bank & Trust Co., Madisonville | 94,026,378 | 88,324,547 | 2260 | + 2 |
| 3973 | First National Bank, Manchester | 56,758,680 | 47,170,074 | 4578 | + 605 |
| 4636 | First State Bank, Manchester | 49,472,000 | 48,859,822 | 4400 | |
| 3155 | First Guaranty National Bank, Martin | 69,677,030 | 64,512,000 | 3225 | + 70 |
| 2895 | Liberty Savings Bank, Mayfield | 75,368,000 | 72,238,726 | 2830 | |
| 3184 | State National Bank, Maysville | 69,001,633 | 68,021,222 | 3024 | |
| 4606 | Bank of Maysville, Maysville | 49,815,000 | 48,715,000 | 4418 | |
| 3020 | Commercial Bank, Middlesboro | 72,613,221 | 76,012,956 | 2669 | |
| 3538 | Monticello Banking Co., Monticello | 63,299,450 | 57,951,388 | 3626 | + 88 |
| 4676 | Morganfield National Bank, Morganfield | 49,096,000 | 49,193,000 | 4365 | |
| 4833 | Morgantown Bank & Trust, Morgantown | 47,344,000 | 42,586,980 | 5074 | + 241 |
| 1327 | Bank of Murray, Murray | 148,873,793 | 132,955,921 | 1382 | + 55 |
| 2133 | Peoples Bank, Murray | 98,763,332 | 95,621,000 | 2054 | |
| 2485 | American National Bank, Newport | 86,808,236 | 80,362,386 | 2521 | + 36 |
| 2510 | Newport National Bank, Newport | 85,933,575 | 74,116,983 | 2749 | + 239 |
| 4106 | First National Bank & Trust Co., Nicholasville | 55,098,957 | 53,179,000 | 4005 | |
| 4649 | Peoples Bank, Olive Hill | 49,340,358 | 44,714,000 | 4835 | + 186 |
| 1019 | Owensboro National Bank, Owensboro | 190,471,389 | 171,882,535 | 1035 | + 16 |
| 1321 | Citizens State Bank, Owensboro | 149,538,018 | 143,886,267 | 1261 | |
| 1528 | Central Bank & Trust Co., Owensboro | 130,837,085 | 122,275,150 | 1520 | |
| 797 | Citizens Bank & Trust Co., Paducah | 244,631,392 | 221,938,630 | 803 | + 6 |
| 854 | Peoples First National B & T Co., Paducah | 226,450,172 | 206,030,464 | 865 | + 11 |
| 2960 | Paducah Bank & Trust Co., Paducah | 73,910,000 | 70,054,438 | 2933 | |
| 2394 | Citizens National Bank, Paintsville | 89,682,339 | 83,376,399 | 2404 | + 10 |
| 2064 | Bourbon-Agricultural Deposit Bank & Trust Co., Paris | 101,168,227 | 70,153,806 | 2928 | + 864 |
| 723 | Pikeville National Bank & Trust Co., Pikeville | 267,188,657 | 259,529,000 | 689 | |
| 1077 | First National Bank, Pikeville | 181,084,477 | 163,472,033 | 1103 | + 26 |
| 1657 | Citizens Bank, Pikeville | 121,192,635 | 103,437,850 | 1860 | + 203 |
| 3327 | First State Bank, Pineville | 66,672,000 | 60,842,758 | 3444 | + 117 |
| 1685 | First Commonwealth Bank, Prestonsburg | 119,467,664 | 115,565,121 | 1637 | |
| 1981 | Bank Josephine, Prestonsburg | 104,245,616 | 89,466,275 | 2225 | + 244 |
| 4852 | First Bank & Trust Co., Princeton | 47,152,955 | 46,666,000 | 4626 | |
| 4859 | Farmers Bank & Trust Co., Princeton | 47,103,312 | 46,274,376 | 4677 | |
| 1871 | State Bank & Trust Co., Richmond | 108,998,000 | 97,384,071 | 2003 | + 132 |
| 3108 | Madison National Bank, Richmond | 70,779,693 | 64,000,471 | 3250 | + 142 |
| 2288 | First & Peoples Bank, Russell | 92,870,689 | 82,690,905 | 2430 | + 142 |
| 3834 | Citizens National Bank, Russellville | 58,773,000 | 52,625,537 | 4057 | + 223 |
| 4702 | Farmers National Bank, Scottsville | 48,797,515 | 45,003,644 | 4806 | + 104 |
| 4695 | Citizens Union Bank, Shelbyville | 48,863,909 | 46,372,639 | 4669 | |
| 1645 | First & Farmers Bank of Somerset Inc., Somerset | 121,824,000 | 122,455,000 | 1518 | |
| 2371 | Citizens National Bank, Somerset | 90,323,221 | 83,196,000 | 2411 | + 40 |
| 3780 | Springfield State Bank, Springfield | 59,592,063 | 56,481,444 | 3748 | |
| 4417 | Deposit Bank of Monroe Cty., Tompkinsville | 51,700,482 | 29,528,000 | 7013 | +2596 |
| 3528 | Woodford Bank & Trust Co., Versailles | 63,394,063 | 55,839,085 | 3792 | + 264 |
| 3902 | United Bank & Trust Co., Versailles | 57,780,991 | 52,642,363 | 4056 | + 154 |
| 2515 | Bank of Whitesburg, Whitesburg | 85,846,948 | 84,462,787 | 2369 | |
| 4849 | First Security Bank, Whitesburg | 47,170,464 | 41,034,376 | 5271 | + 422 |
| 3642 | Farmers National Bank, Williamsburg | 61,573,000 | 58,785,787 | 3560 | |
| 2977 | Clark County Bank, Winchester | 73,583,000 | 69,710,000 | 2945 | |
| 3014 | Winchester Bank, Winchester | 72,740,037 | 75,834,946 | 2673 | |
| 4403 | Peoples Commercial Bank, Winchester | 51,790,749 | 49,601,000 | 4330 | |

| Rank 12/84 | LOUISIANA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2886 | Gulf Coast Bank, Abbeville | 75,486,122 | 75,127,316 | 2705 | |
| 3043 | First National Bank, Abbeville | 72,207,212 | 70,994,410 | 2888 | |
| 3058 | Bank of Abbeville & Trust Co., Abbeville | 71,837,000 | 69,847,000 | 2941 | |
| 598 | Guaranty Bank & Trust Co., Alexandria | 322,055,425 | 319,587,000 | 560 | |
| 608 | Rapides Bank & Trust Co., Alexandria | 317,960,449 | 306,916,820 | 573 | |
| 1765 | Security First National Bank, Alexandria | 115,441,494 | 104,960,059 | 1832 | + 67 |
| 4566 | Central Progressive Bank, Amite | 50,231,442 | 47,532,686 | 4543 | |
| 2300 | St. Bernard Bank & Trust Co., Arabi | 92,528,023 | 82,594,813 | 2431 | + 131 |
| 4040 | First National Bank of St. Bernard Parrish, Arabi | 56,074,000 | 49,941,000 | 4310 | + 270 |
| 3409 | First State Bank & Trust Co., Baker | 65,398,927 | 63,796,715 | 3265 | |
| 2670 | Bastrop National Bank, Bastrop | 81,200,799 | 76,633,499 | 2644 | |
| | **BATON ROUGE** | | | | |
| 232 | Louisiana National Bank, Baton Rouge | 1,009,818,000 | 863,012,387 | 238 | + 6 |
| 335 | Fidelity National Bank, Baton Rouge | 666,953,000 | 587,719,000 | 337 | + 2 |
| 375 | American Bank & Trust Co., Baton Rouge | 556,962,000 | 514,389,000 | 380 | + 5 |
| 431 | Capital Bank & Trust Co., Baton Rouge | 476,545,000 | 445,082,200 | 433 | + 2 |
| 485 | City National Bank, Baton Rouge | 416,133,995 | 390,745,000 | 480 | |
| 1313 | Baton Rouge Bank & Trust Co., Baton Rouge | 150,337,000 | 146,555,000 | 1234 | |
| 3011 | Bank of the South, Baton Rouge | 72,894,000 | 61,525,760 | 3410 | + 399 |
| 1859 | Delta Bank & Trust Co., Belle Chasse | 109,329,179 | 99,926,000 | 1943 | + 84 |
| 4022 | Republic Bank, Blanchard | 56,233,105 | 49,434,000 | 4340 | + 318 |
| 1881 | First State Bank & Trust Co., Bogalusa | 108,746,000 | 107,608,073 | 1788 | |
| 3120 | Parish National Bank, Bogalusa | 70,261,000 | 66,735,000 | 3094 | |
| 826 | Bossier Bank & Trust Co., Bossier City | 234,473,000 | 272,742,796 | 656 | |
| 1924 | National Bank, Bossier City | 107,020,000 | 92,778,180 | 2126 | + 202 |
| 4018 | Red River Valley Bank, Bossier City | 56,255,734 | 48,904,658 | 4393 | + 375 |
| 3029 | Farmers-Merchants Bank & Trust Co., Breaux Bridge | 72,475,000 | 64,544,013 | 3219 | + 190 |
| 4186 | Cameron State Bank, Cameron | 54,198,704 | 51,834,975 | 4133 | |
| 2563 | Peoples B&T Co. of St. Bernard, Chalmette | 84,381,939 | 81,316,000 | 2476 | |
| 4871 | Farmers State Bank & Trust Co., Church Point | 46,968,744 | 45,226,044 | 4790 | |
| 4109 | Clinton Bank & Trust Co., Clinton | 55,064,000 | 55,426,000 | 3832 | |
| 4914 | Bank of Coushatta, Coushatta | 46,528,283 | 44,961,139 | 4809 | |
| 809 | First National Bank, Covington | 238,604,574 | 188,961,221 | 944 | + 135 |
| 1710 | Bank of Commerce & Trust Co., Crowley | 118,261,000 | 112,163,308 | 1689 | |
| 2990 | First National Bank, Crowley | 73,246,000 | 69,236,000 | 2967 | |
| 3437 | First National Bank, De Ridder | 64,907,185 | 59,765,471 | 3507 | + 70 |
| 4507 | City Savings Bank & Trust Co., De Ridder | 50,757,771 | 51,616,287 | 4149 | |
| 1861 | Livingston Bank, Denham Springs | 109,291,000 | 98,066,000 | 1984 | + 123 |
| 3687 | First National Bank, Denham Springs | 60,995,000 | 53,910,000 | 3951 | + 264 |
| 4107 | Tri-Parish Bank & Trust Co., Eunice | 55,085,298 | 54,109,477 | 3932 | |
| 4234 | Acadiana Bank, Eunice | 53,797,000 | 47,688,000 | 4523 | + 289 |
| 3913 | First United Bank, Farmerville | 57,692,000 | 56,462,000 | 3749 | |
| 3818 | Commercial Bank & Trust Co., Franklin | 59,084,000 | 50,652,707 | 4245 | + 427 |
| 2727 | Washington Bank & Trust Co., Franklinton | 79,507,296 | 82,009,451 | 2458 | |
| 3744 | State Bank & Trust Co., Golden Meadow | 60,033,000 | 67,010,000 | 3077 | |
| 1129 | Bank of Gonzales, Gonzales | 172,996,000 | 150,535,000 | 1202 | + 73 |
| 3575 | First National Bank, Gonzales | 62,661,000 | 57,481,000 | 3668 | + 93 |
| | **GRETNA** | | | | |
| 456 | First National Bank of Jefferish Parish, Gretna | 445,725,000 | 405,505,348 | 466 | + 10 |
| 4031 | Gulf South Bank & Trust Co., Gretna | 56,166,390 | 50,153,979 | 4290 | + 259 |
| 918 | First Guaranty Bank, Hammond | 210,440,000 | 214,808,120 | 831 | |
| 1662 | Citizens National Bank, Hammond | 120,891,498 | 113,244,262 | 1670 | + 8 |
| 3525 | Planters Bank & Trust Co., Haynesville | 63,436,098 | 62,475,412 | 3362 | |
| 3290 | Homer National Bank, Homer | 67,161,000 | 65,228,339 | 3186 | |
| 668 | Terrebonne Bank & Trust Co., Houma | 286,474,938 | 284,315,000 | 623 | |
| 863 | First National Bank, Houma | 223,949,000 | 222,276,382 | 801 | |
| 2729 | Progressive Bank & Trust Co., Houma | 79,404,027 | 68,777,000 | 2987 | + 258 |
| 3148 | American Bank & Trust Co., Houma | 69,789,648 | 72,236,000 | 2831 | |
| 2870 | Community State Bank, Independence | 75,893,000 | 73,174,031 | 2780 | |
| 624 | Whitney National Bank, Jefferson Parrish | 308,097,000 | 311,616,000 | 567 | |
| 4355 | Bank of Jena, Jena | 52,243,500 | 49,094,000 | 4379 | + 24 |
| 3069 | Jeff Davis Bank & Trust Co., Jennings | 71,477,928 | 67,971,181 | 3026 | |
| 4252 | Vermilion Bank & Trust Co., Kaplan | 53,595,000 | 49,250,000 | 4359 | + 107 |
| 4663 | Kaplan State Bank, Kaplan | 49,255,000 | 48,533,033 | 4433 | |
| 3194 | Bankers Trust of Louisiana, Kenner | 68,782,000 | 45,285,745 | 4783 | +1589 |
| 4298 | Merchants Trust & Savings Bank, Kenner | 52,904,640 | 50,685,915 | 4240 | |
| 4100 | Riverlands National Bank, La Place | 55,137,000 | 48,030,000 | 4490 | + 390 |
| | **LAFAYETTE** | | | | |
| 299 | Guaranty Bank & Trust Co., Lafayette | 758,966,000 | 678,807,220 | 305 | + 6 |
| 541 | First National Bank, Lafayette | 364,474,973 | 392,791,797 | 477 | |
| 658 | American Bank & Trust Co., Lafayette | 289,719,045 | 285,229,000 | 618 | |
| 2857 | Hub City Bank & Trust Co., Lafayette | 76,147,260 | 76,939,000 | 2632 | |
| 2913 | Bank of Lafayette, Lafayette | 74,925,000 | 68,349,000 | 3004 | + 91 |
| 3439 | Southwest National Bank, Lafayette | 64,877,000 | 62,206,000 | 3372 | |
| | **LAKE CHARLES** | | | | |
| 369 | Calcasieu-Marine National Bank, Lake Charles | 569,128,000 | 549,384,000 | 359 | |
| 1383 | First National Bank, Lake Charles | 143,781,000 | 143,403,000 | 1267 | |
| 1486 | Lakeside National Bank, Lake Charles | 134,269,000 | 125,271,000 | 1472 | |
| 1538 | Gulf National Bank, Lake Charles | 130,090,000 | 133,027,000 | 1381 | |
| 2988 | American Bank of Commerce, Lake Charles | 73,286,000 | 82,314,000 | 2443 | |
| 4664 | Bank of Dixie, Lake Providence | 49,247,421 | 54,876,326 | 3871 | |
| 2762 | Merchants & Farmers Bank & Trust Co., Leesville | 78,355,000 | 60,705,875 | 3451 | + 689 |
| 2438 | Bank of St. Charles, Luling | 88,424,543 | 82,708,000 | 2429 | |
| 2828 | St. James Bank & Trust Co., Lutcher | 76,693,000 | 73,681,000 | 2763 | |
| 4778 | St. Tammany National Bank, Mandeville | 47,919,000 | 41,209,000 | 5250 | + 472 |
| 3771 | First National Bank, Mansfield | 59,684,000 | 56,934,000 | 3716 | |
| 3732 | Sabine State Bank & Trust Co., Many | 60,237,000 | 54,915,055 | 3866 | + 134 |
| 3545 | Union Bank, Marksville | 63,140,024 | 61,435,683 | 3416 | |
| | **METAIRIE** | | | | |
| 482 | Jefferson Guaranty Bank & Trust Co., Metairie | 418,265,000 | 434,323,000 | 441 | |
| 1754 | Metairie Bank & Trust Co., Metairie | 115,789,000 | 109,105,290 | 1751 | |
| 2335 | First Metropolitan Bank, Metairie | 91,422,000 | 88,567,000 | 2250 | |
| 4555 | Commercial Bank & Trust Co., Metairie | 50,317,000 | 47,736,000 | 4518 | |
| 2443 | Minden Bank & Trust Co., Minden | 88,133,193 | 84,093,656 | 2380 | |
| 2455 | Peoples Bank & Trust Co., Minden | 87,923,000 | 90,764,000 | 2192 | |
| | **MONROE** | | | | |
| 451 | Ouachita National Bank, Monroe | 448,233,000 | 430,718,000 | 444 | |
| 484 | Central Bank, Monroe | 416,343,000 | 387,281,000 | 482 | |
| 2329 | American Bank & Trust Co., Monroe | 91,579,616 | 98,756,344 | 1970 | |
| 1545 | First National Bank in St. Mary Parish, Morgan City | 129,428,695 | 128,855,000 | 1430 | |
| 2851 | Guaranty Bank & Trust Co., Morgan City | 76,223,000 | 75,882,296 | 2670 | |
| 2998 | Morgan City Bank & Trust Co., Morgan City | 73,078,000 | 72,089,441 | 2841 | |
| 3116 | Assumption Bank & Trust Co., Napoleonville | 70,388,343 | 69,172,661 | 2970 | |
| 3149 | City Bank & Trust Co., Natchitoches | 69,781,955 | 65,617,207 | 3159 | + 10 |
| 3605 | Exchange Bank & Trust Co., Natchitoches | 62,232,664 | 59,065,337 | 3542 | |
| 3983 | Peoples Bank & Trust Co., Natchitoches | 56,643,000 | 57,818,795 | 3637 | |
| 1749 | Peoples Bank & Trust of Iberia Parish, New Iberia | 116,087,080 | 129,922,600 | 1419 | |
| 2322 | New Iberia National Bank, New Iberia | 91,851,038 | 90,151,753 | 2208 | |
| 2393 | State National Bank, New Iberia | 89,691,514 | 82,252,000 | 2447 | + 54 |
| 3686 | City Bank & Trust Co., New Iberia | 61,007,151 | 55,870,427 | 3790 | + 104 |
| | **NEW ORLEANS** | | | | |
| 146 | Whitney National Bank, New Orleans | 1,724,486,000 | 1,651,236,411 | 130 | |
| 167 | First National Bank of Commerce, New Orleans | 1,464,613,000 | 1,465,777,000 | 149 | |
| 179 | Hibernia National Bank, New Orleans | 1,373,112,000 | 1,232,536,000 | 173 | |
| 547 | American Bank & Trust Co., New Orleans | 356,577,732 | 334,447,134 | 538 | |
| 2616 | First City Bank, New Orleans | 82,692,000 | 55,402,000 | 3836 | +1220 |
| 3960 | Bank of Louisiana, New Orleans | 56,961,924 | 45,780,000 | 4740 | + 780 |
| 4731 | Colonial Bank, New Orleans | 48,521,000 | 53,874,000 | 3954 | |
| 1549 | Bank of New Roads, New Roads | 129,072,000 | 121,592,671 | 1538 | |
| 2689 | Guaranty Bank & Trust Co., New Roads | 80,526,925 | 82,713,841 | 2428 | |
| 2197 | American Bank, Norco | 96,135,000 | 90,830,000 | 2191 | |
| 1459 | First NB of St. Landry Parish, Opelousas | 137,202,813 | 82,383,864 | 2440 | + 981 |
| 1614 | St. Landry Bank & Trust Co., Opelousas | 124,789,440 | 114,330,115 | 1657 | + 43 |
| 2419 | American Bank & Trust Co., Opelousas | 88,898,000 | 77,916,000 | 2600 | + 181 |
| 4444 | Patterson State Bank, Patterson | 51,391,000 | 53,320,000 | 3987 | |
| 3364 | Iberville Trust & Savings Bank, Plaquemine | 66,043,330 | 65,173,697 | 3188 | |
| 3633 | Citizens Bank & Trust Co., Plaquemine | 61,728,000 | 61,712,720 | 3397 | |
| 1049 | Raceland Bank & Trust Co., Raceland | 186,402,528 | 164,602,392 | 1091 | + 42 |
| 4166 | Rayne State Bank & Trust Co., Rayne | 54,422,087 | 51,138,896 | 4202 | + 36 |
| 3962 | First Republic Bank, Rayville | 56,923,000 | 51,191,000 | 4197 | + 235 |
| 4431 | Richland State Bank, Rayville | 51,558,538 | 48,255,915 | 4468 | + 37 |
| 2481 | Bank of St. John, Reserve | 86,940,000 | 73,637,000 | 2765 | + 284 |
| 1654 | Ruston State Bank & Trust Co., Ruston | 121,458,000 | 119,321,000 | 1569 | |
| 2614 | Lincoln Bank & Trust Co., Ruston | 82,740,154 | 79,066,000 | 2551 | |
| 4810 | St. Martin Bank & Trust Co., St. Martinsville | 47,592,457 | 44,916,459 | 4815 | + 5 |
| | **SHREVEPORT** | | | | |
| 239 | Commercial National Bank, Shreveport | 976,496,874 | 864,065,000 | 237 | |
| 255 | First National Bank, Shreveport | 910,646,000 | 828,054,000 | 248 | |
| 507 | Louisiana Bank & Trust Co., Shreveport | 390,171,000 | 379,041,000 | 489 | |
| 752 | Pioneer Bank & Trust Co., Shreveport | 257,052,615 | 235,230,253 | 764 | + 12 |
| 1998 | Shreveport Bank & Trust Co., Shreveport | 103,567,836 | 98,047,359 | 1985 | |
| 2347 | United Mercantile Bank, Shreveport | 90,981,000 | 88,268,925 | 2262 | |
| 2608 | American Bank & Trust Co., Shreveport | 82,925,488 | 88,712,460 | 2246 | |
| 3152 | Bank of Commerce, Shreveport | 69,727,980 | 67,601,812 | 3042 | |
| 1443 | First Bank, Slidell | 138,246,000 | 118,061,369 | 1595 | + 152 |
| 4817 | Springhill Bank & Trust Co., Springhill | 47,550,754 | 44,488,638 | 4859 | + 42 |
| 4951 | Southern National Bank, Tallulah | 46,172,032 | 43,656,000 | 4965 | + 14 |
| 861 | Citizens Bank & Trust Co., Thibodaux | 224,840,000 | 218,880,398 | 821 | |
| 1973 | Lafourche National Bank, Thibodaux | 104,519,479 | 103,031,756 | 1874 | |
| 2478 | First American Bank & Trust, Vacherie | 87,032,000 | 82,440,000 | 2437 | |
| 1466 | Concordia Bank & Trust Co., Vidalia | 136,585,283 | 125,143,967 | 1474 | + 8 |
| 3179 | Evangeline Bank & Trust Co., Ville Platte | 69,090,000 | 58,654,057 | 3576 | + 397 |
| 4020 | American Security Bank, Ville Platte | 56,240,563 | 59,651,000 | 3511 | |
| 4621 | Citizens Bank & Trust Co., Vivian | 49,682,037 | 43,662,926 | 4963 | + 342 |
| 1668 | First National Bank, West Monroe | 120,552,241 | 114,869,746 | 1647 | |
| 4485 | Franklin State Bank & Trust Co., Winnsboro | 51,019,593 | 47,302,072 | 4564 | + 79 |
| 4532 | Winnsboro State Bank & Trust Co., Winnsboro | 50,551,868 | 51,303,923 | 4184 | |
| 4508 | Bank of Zachary, Zachary | 50,757,322 | 49,279,598 | 4357 | |

| Rank 12/84 | MAINE | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **AUGUSTA** | | | | |
| 489 | Key Bank of Central Maine, Augusta | 408,272,000 | 379,963,998 | 487 | |
| 3065 | Bank of Maine NA, Augusta | 71,622,253 | 74,360,043 | 2738 | |
| | **BANGOR** | | | | |
| 464 | Merrill Trust Co., Bangor | 436,457,254 | 303,068,830 | 579 | + 115 |
| 2844 | Key Bank of Eastern Maine, Bangor | 76,343,000 | 74,239,000 | 2745 | |
| 2387 | Bar Harbor Banking & Trust Co., Bar Harbor | 89,878,036 | 80,625,614 | 2506 | + 119 |
| 2526 | Camden National Bank, Camden | 85,597,000 | 72,912,784 | 2794 | + 268 |
| 3267 | First National Bank, Damariscotta | 67,376,872 | 57,646,074 | 3657 | + 390 |
| 2932 | Union Trust Co., Ellsworth | 74,649,412 | 65,670,000 | 3156 | + 224 |
| 2450 | Merrill Bank NA, Farmington | 88,035,903 | 83,329,201 | 2405 | |
| 4948 | Ocean National Bank, Kennebunk | 46,211,000 | 43,498,000 | 4982 | + 34 |
| | **PORTLAND** | | | | |
| 301 | Casco Northern Bank NA, Portland | 752,348,474 | 636,577,665 | 318 | + 17 |
| 367 | Maine National Bank, Portland | 573,344,000 | 505,994,000 | 384 | + 17 |

| | | | | | |
|---|---|---|---|---|---|
| 406 | Norstar Bank of Maine, Portland | 515,324,779 | 277,453,000 | 641 | + 235 |
| 671 | Key Bank of Southern Maine, Portland | 286,256,000 | 283,023,000 | 627 | |
| 2440 | Key Bank of Northern Maine, Presque Isle | 88,277,789 | 82,285,000 | 2444 | + 4 |

| Rank 12/84 | MARYLAND | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 915 | Farmers National Bank of Maryland, Annapolis | 210,957,011 | 184,380,000 | 967 | + 52 |
| 2145 | Annapolis Banking & Trust Co., Annapolis | 98,172,000 | 88,892,541 | 2240 | + 95 |
| | **BALTIMORE** | | | | |
| 61 | Maryland National Bank, Baltimore | 4,173,161,000 | 3,381,884,000 | 62 | + 1 |
| 82 | First National Bank of Maryland, Baltimore | 2,915,343,000 | 2,463,236,000 | 82 | |
| 102 | Equitable Bank NA, Baltimore | 2,321,597,000 | 2,143,342,000 | 98 | |
| 172 | Union Trust Co., Baltimore | 1,406,865,000 | 1,211,314,000 | 176 | + 4 |
| 186 | Bank of Baltimore, Baltimore | 1,304,086,000 | ............ | .... | |
| 305 | Mercantile-Safe Deposit & Trust Co., Baltimore | 742,796,000 | 704,945,722 | 293 | |
| 2044 | Carrollton Bank, Baltimore | 101,734,000 | 93,157,000 | 2114 | + 70 |
| 2287 | Commercial & Savings Bank, Bel Air | 92,877,000 | 74,719,000 | 2724 | + 437 |
| 2896 | Calvin B. Taylor Banking Co., Berlin | 75,331,668 | 61,869,003 | 3391 | + 495 |
| | **BETHESDA** | | | | |
| 115 | Suburban Bank, Bethesda | 2,109,866,000 | 2,034,020,000 | 106 | |
| 1858 | Bank of Bethesda, Bethesda | 109,367,787 | 92,221,927 | 2141 | + 283 |
| 3737 | National Bank, Cambridge | 60,156,681 | 55,029,047 | 3858 | + 121 |
| 4258 | Centreville National Bank, Centreville | 53,533,000 | 48,512,000 | 4438 | + 180 |
| 3223 | Chestertown Bank of Maryland, Chestertown | 68,298,124 | 64,713,430 | 3209 | |
| 4309 | Peoples Bank of Kent Cty., Chestertown | 52,768,000 | 45,767,000 | 4742 | + 433 |
| 2099 | Liberty Bank of Maryland, Cumberland | 99,923,910 | 96,219,000 | 2032 | |
| 2185 | Bank of Damascus, Damascus | 96,466,000 | 84,276,000 | 2376 | + 191 |
| 2958 | Talbot Bank, Easton | 73,923,000 | 64,236,000 | 3241 | + 283 |
| 1838 | County Banking & Trust Co., Elkton | 110,446,515 | 99,090,081 | 1961 | + 123 |
| 2717 | Forest Hill State Bank, Forest Hill | 79,794,000 | 72,831,000 | 2800 | + 83 |
| 639 | Farmers & Mechanics NB, Frederick | 302,340,103 | 272,955,000 | 655 | + 16 |
| 1785 | Fredericktown Bank & Trust Co., Frederick | 114,251,000 | 109,515,000 | 1740 | |
| 2266 | Frederick County National Bank, Frederick | 93,677,058 | 76,291,263 | 2656 | + 390 |
| 3337 | Potomac Valley Bank, Gaithersburg | 66,511,801 | 63,244,115 | 3305 | |
| 3410 | Bank of Glen Burnie, Glen Burnie | 65,388,051 | 58,533,596 | 3579 | + 169 |
| 1183 | Hagerstown Trust Co., Hagerstown | 165,250,000 | 146,915,613 | 1227 | + 44 |
| 1850 | Farmers & Merchants National Bank, Hagerstown | 109,689,475 | 102,242,980 | 1896 | + 46 |
| 3815 | Bank of Southern Maryland, La Plata | 59,092,000 | 54,044,000 | 3943 | + 128 |
| 1116 | Citizens National Bank, Laurel | 174,479,000 | 152,839,720 | 1185 | + 69 |
| 2273 | First National Bank of St. Mary's, Leonardtown | 93,585,271 | 81,006,000 | 2494 | + 221 |
| 3924 | Maryland Bank & Trust Co., Lexington Park | 57,445,000 | 51,319,178 | 4181 | + 257 |
| 1076 | First United Bank & Trust. Oakland | 181,376,562 | 169,681,129 | 1053 | |
| 2550 | Garrett National Bank, Oakland | 84,751,229 | 77,250,000 | 2627 | + 77 |
| 4854 | Eastern Shore National Bank, Pocomoke City | 47,125,489 | 43,615,451 | 4970 | + 116 |
| 2242 | Peninsula Bank, Princess Anne | 94,710,190 | 86,378,000 | 2329 | + 87 |
| | **RIVERDALE** | | | | |
| 253 | Citizens Bank & Trust Co., Riverdale | 925,833,482 | 768,583,287 | 270 | + 17 |
| 1646 | State National Bank of Maryland, Rockville | 121,811,309 | 116,069,520 | 1626 | |
| 1408 | Sandy Springs Nat'l Bank & Savings Inst., Sandy Springs | 141,501,715 | 117,859,000 | 1600 | + 192 |
| | **SILVER SPRING** | | | | |
| 432 | First American Bank of Maryland, Silver Spring | 475,601,000 | 364,361,734 | 504 | + 72 |
| 2121 | Central National Bank, Silver Spring | 98,986,547 | 88,369,398 | 2258 | + 137 |
| 3111 | Sparks State Bank, Sparks | 70,671,000 | 59,656,000 | 3510 | + 399 |
| 4180 | Taneytown Bank & Trust Co., Taneytown | 54,242,888 | 46,590,015 | 4639 | + 459 |
| 2854 | United Bank & Trust Co., Upper Marlboro | 76,185,341 | 57,233,047 | 3687 | + 833 |
| 982 | Carroll County Bank & Trust Co., Westminster | 196,527,000 | 175,189,098 | 1019 | + 37 |
| 2193 | Westminster B&T Co. of Carroll Cty., Westminster | 96,240,000 | 91,639,000 | 2165 | |
| 3991 | Union National Bank, Westminster | 56,548,560 | 51,444,862 | 4168 | + 177 |

| Rank 12/84 | MASSACHUSETTS | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4656 | Northeast National Bank, Amesbury | 49,284,000 | 40,900,000 | 5289 | + 633 |
| 2628 | Shawmut Bank of Hampshire Cty. NA, Amherst | 82,232,000 | 74,815,000 | 2721 | + 93 |
| 1219 | BayBank Merrimack Valley NA, Andover | 161,591,418 | 138,324,960 | 1321 | + 102 |
| 4336 | Bank of New England-Worcester Cty. NA, Athol | 52,441,268 | 27,411,985 | 7415 | +3079 |
| 4675 | Beverly National Bank, Beverly | 49,098,856 | 45,222,027 | 4791 | + 116 |
| | **BOSTON** | | | | |
| 16 | First National Bank, Boston | 13,069,033,000 | 11,180,445,000 | 16 | |
| 64 | Bank of New England NA, Boston | 3,747,904,000 | 3,519,806,000 | 59 | |
| 72 | State Street Bank & Trust Co., Boston | 3,211,530,000 | 2,492,654,000 | 80 | + 8 |
| 101 | Shawmut Bank of Boston NA, Boston | 2,333,317,000 | 2,100,967,000 | 100 | |
| 150 | Boston Safe Deposit & Trust Co., Boston | 1,655,459,000 | 1,310,814,626 | 163 | + 13 |
| 390 | Patroit Bank NA, Boston | 532,651,000 | 136,829,000 | 1342 | + 952 |
| 444 | United States Trust Co., Boston | 455,612,000 | 420,510,000 | 450 | + 6 |
| 750 | Capitol Bank & Trust Co., Boston | 257,724,000 | 198,528,000 | 898 | + 148 |
| 1512 | BayBank Boston NA, Boston | 131,906,000 | 108,319,203 | 1771 | + 259 |
| 2030 | Bradford Trust Co., Boston | 102,417,000 | 81,970,000 | 2459 | + 429 |
| 610 | Plymouth-Home National Bank, Brockton | 316,642,443 | 255,127,300 | 707 | + 97 |
| 1740 | Shawmut First County Bank NA, Brockton | 116,629,000 | 102,381,000 | 1888 | + 148 |
| | **BURLINGTON** | | | | |
| 138 | BayBank Middlesex, Burlington | 1,774,125,466 | 1,557,789,585 | 142 | + 4 |
| 738 | Bank of Boston-Middlesex, Burlington | 261,906,000 | 212,329,085 | 841 | + 103 |
| | **CAMBRIDGE** | | | | |
| 341 | BayBank Harvard Trust Co., Cambridge | 643,920,000 | 570,109,000 | 348 | + 7 |
| 554 | Shawmut County Bank NA, Cambridge | 352,035,373 | 309,930,000 | 571 | + 17 |
| 880 | USTrust/Middlesex, Cambridge | 220,183,585 | 71,156,000 | 2884 | +2004 |
| 1588 | Cambridge Trust Co., Cambridge | 126,251,000 | 104,360,000 | 1843 | + 255 |
| 1144 | First Bank, Chelmsford | 171,236,896 | 139,127,826 | 1312 | + 168 |
| 3693 | Broadway National Bank, Chelsea | 60,857,000 | 54,047,000 | 3942 | + 249 |
| | **DEDHAM** | | | | |
| 271 | BayBank Norfolk County Trust Co., Dedham | 852,699,000 | 730,622,000 | 279 | + 8 |
| 3791 | National Bank, Fairhaven | 59,472,000 | 44,701,000 | 4838 | +1047 |
| 876 | Durfee Attleboro Bank, Fall River | 221,154,105 | 189,354,455 | 943 | + 67 |
| 1774 | Bank of New England-Bristol Cty. NA, Fall River | 114,868,000 | 88,575,106 | 2249 | + 475 |
| 1938 | Falmouth National Bank, Falmouth | 106,254,323 | 86,674,053 | 2319 | + 381 |
| 3398 | Falmouth Bank & Trust Co., Falmouth | 65,578,532 | 57,189,000 | 3693 | + 295 |
| 2058 | First Safety Fund National Bank, Fitchburg | 101,479,872 | 86,447,000 | 2327 | + 269 |
| 688 | Shawmut Community Bank NA, Framingham | 279,490,000 | 242,068,835 | 741 | + 53 |
| 1033 | Framingham Trust Co., Framingham | 187,338,291 | 145,163,376 | 1249 | + 216 |
| 2060 | Bank of New England-Gloucester, Gloucester | 101,450,000 | 88,449,000 | 2254 | + 194 |
| 4490 | Gloucester National Bank, Gloucester | 50,963,194 | 44,993,419 | 4807 | + 317 |
| 2796 | Shawmut Bank of Franklin Cty., Greenfield | 77,479,108 | 59,785,180 | 3505 | + 709 |
| 1420 | Bank of Boston-Essex NA, Haverhill | 140,312,168 | 121,430,954 | 1541 | + 121 |
| 1640 | Lincoln Trust Co., Hingham | 122,202,000 | 103,110,000 | 1871 | + 231 |
| 2465 | Hudson National Bank, Hudson | 87,494,111 | 72,704,122 | 2807 | + 342 |
| 653 | Cape Cod Bank & Trust Co., Hyannis | 292,467,634 | 259,319,456 | 693 | + 40 |
| 1678 | Bank of New England-Barnstable, Hyannis | 119,988,270 | 86,465,918 | 2325 | + 647 |
| 4840 | Merchants Bank & Trust Co. of Cape Cod., Hyannis | 47,266,000 | 41,426,000 | 5228 | + 388 |
| | **LAWRENCE** | | | | |
| 272 | Arlington Trust Co., Lawrence | 850,167,000 | 723,275,000 | 287 | + 15 |
| 939 | Bank of New England-Bay State NA, Lawrence | 206,616,000 | 170,720,000 | 1044 | + 105 |
| 3350 | Merchants National Bank, Leominster | 66,177,644 | 55,996,692 | 3784 | + 434 |
| 583 | Union National Bank, Lowell | 328,899,221 | 266,575,000 | 671 | + 88 |
| 868 | Security National Bank, Lynn | 222,409,147 | 192,020,263 | 923 | + 55 |
| 1006 | Malden Trust Co., Malden | 192,694,037 | 160,175,495 | 1134 | + 128 |
| 3462 | National Grand Bank, Marblehead | 64,445,224 | 52,934,484 | 4033 | + 571 |
| 3912 | Middleborough Trust Co., Middleboro | 57,696,877 | 46,039,000 | 4709 | + 797 |
| 1969 | Home National Bank, Milford | 104,668,186 | 83,054,980 | 2416 | + 447 |
| 1366 | USTrust Co., Milton | 145,342,000 | 125,765,000 | 1463 | + 97 |
| 3588 | Pacific National Bank, Nantucket | 62,496,000 | 47,247,364 | 4569 | + 981 |
| 1423 | Shawmut Needham Bank NA, Needham | 140,224,000 | 120,457,000 | 1556 | + 133 |
| 818 | Bank of Boston-Bristol NA, New Bedford | 236,711,972 | 219,059,841 | 820 | + 2 |
| 1148 | Shawmut Bank of Bristol Cty. NA, New Bedford | 170,502,000 | 139,234,159 | 1309 | + 161 |
| 2637 | University Bank & Trust Co., Newton | 82,079,000 | 65,989,004 | 3137 | + 500 |
| 2682 | Shawmut Bank of Cape Cod NA, Orleans | 80,806,177 | 68,872,778 | 2982 | + 300 |
| | **PEABODY** | | | | |
| 496 | Essexbank, Peabody | 402,986,000 | 326,303,743 | 547 | + 51 |
| 768 | First Agricultural Bank, Pittsfield | 252,793,624 | 219,461,357 | 818 | + 50 |
| 1201 | Berkshire Bank & Trust Co., Pittsfield | 163,697,878 | 145,698,601 | 1243 | + 42 |
| 755 | BayBank Southeast NA, Plymouth | 256,712,572 | 233,680,224 | 767 | + 12 |
| | **QUINCY** | | | | |
| 364 | South Shore Bank, Quincy | 582,502,579 | 478,882,754 | 400 | + 36 |
| 710 | Bank of New England-Hancock, Quincy | 269,877,264 | 206,727,422 | 861 | + 151 |
| 526 | Rockland Trust Co., Rockland | 376,329,666 | 288,816,000 | 611 | + 85 |
| 1511 | Shawmut Merchants Bank NA, Salem | 131,940,000 | 116,816,000 | 1614 | + 103 |
| 2351 | Saugus Bank & Trust Co., Saugus | 90,824,000 | 74,432,000 | 2733 | + 382 |
| 4289 | Slade's Ferry Trust Co., Somerset | 53,042,976 | 48,823,834 | 4405 | + 116 |
| 1328 | Century Bank & Trust Co., Somerville | 148,842,000 | 135,321,000 | 1358 | + 30 |
| 3451 | Hampshire National Bank, South Hadley | 64,708,813 | 56,676,174 | 3735 | + 284 |
| | **SPRINGFIELD** | | | | |
| 306 | Bank of New England-West NA, Springfield | 742,344,000 | 617,179,574 | 325 | + 19 |
| 365 | BayBank Valley Trust Co., Springfield | 580,123,000 | 569,486,825 | 349 | |
| 522 | Bank of Boston-Western Mass. NA, Springfield | 377,878,000 | 247,491,592 | 723 | + 201 |
| 623 | Shawmut First Bank & Trust Co., Springfield | 308,803,909 | 290,985,000 | 604 | |
| 1869 | Multibank National of Western Mass., Springfield | 109,070,451 | 96,005,172 | 2038 | + 169 |
| 4804 | BayBank First Easthampton NA, Springfield | 47,640,000 | 39,689,074 | 5467 | + 663 |
| 679 | First Bristol Cty. National Bank, Taunton | 282,868,383 | 267,598,000 | 669 | |
| 1074 | Guaranty-First Trust Co., Waltham | 181,637,000 | 140,825,000 | 1292 | + 218 |
| 1022 | Coolidge Bank & Trust Co., Watertown | 189,247,328 | 182,041,000 | 978 | |
| 835 | Bank of Boston-Norfolk, Wellesley | 230,867,000 | 118,185,267 | 1589 | + 754 |
| 2072 | Park West Bank & Trust Co., West Springfield | 100,948,346 | 86,958,626 | 2309 | + 237 |
| 1772 | Bank of Boston-Worcester NA, Whitinsville | 114,912,989 | 93,902,861 | 2098 | + 326 |
| 4559 | Woburn National Bank, Woburn | 50,309,660 | 36,906,000 | 5838 | +1279 |
| | **WORCESTER** | | | | |
| 282 | Shawmut Worcester County Bank NA, Worcester | 824,125,000 | 701,394,000 | 294 | + 12 |
| 350 | Guaranty Bank & Trust Co., Worcester | 609,185,000 | 507,492,262 | 383 | + 33 |
| 728 | Mechanics Bank, Worcester | 266,365,627 | 224,870,476 | 795 | + 67 |
| 1950 | Commerce Bank & Trust Co., Worcester | 105,324,000 | 97,578,000 | 2000 | + 50 |
| 743 | Bank of Boston-Barnstable NA, Yarmouth Port | 260,782,544 | 198,555,591 | 897 | + 154 |

| Rank 12/84 | MICHIGAN | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1876 | Commercial Savings Bank, Adrian | 108,877,921 | 106,980,452 | 1801 | |
| 3414 | Bank of Lenawee County, Adrian | 65,277,706 | 61,918,533 | 3387 | |
| 4281 | Adrian State Bank, Adrian | 53,192,208 | 44,276,758 | 4882 | + 601 |
| 4123 | Algonac Savings Bank, Algonac | 54,920,594 | 49,658,877 | 4327 | + 204 |
| 1872 | Bank of Alma, Alma | 108,985,601 | 94,102,000 | 2092 | + 220 |
| 2240 | Commercial National Bank, Alma | 94,717,000 | 89,265,000 | 2229 | |
| 1824 | NBD Alpena Bank, Alpena | 111,142,000 | 106,424,000 | 1808 | |
| 1901 | Alpena Savings Bank, Alpena | 107,998,038 | 105,282,805 | 1823 | |
| 578 | First of America Bank-Ann Arbor, Ann Arbor | 331,761,000 | 302,881,700 | 581 | + 3 |
| 761 | NBD Ann Arbor, Ann Arbor | 254,541,695 | 244,180,000 | 734 | |
| 774 | Citizens Trust, Ann Arbor | 250,034,509 | 214,715,383 | 832 | + 58 |
| 1325 | Comerica Bank-Ann Arbor NA, Ann Arbor | 149,092,000 | 143,464,000 | 1266 | |
| 4066 | Michigan National Bank-Ann Arbor, Ann Arbor | 55,695,000 | 59,644,000 | 3512 | |
| 2232 | New Century Bank-Thumb, Bad Axe | 94,932,000 | 91,856,738 | 2158 | |
| 3647 | First National Bank, Bad Axe | 61,537,427 | 58,751,643 | 3563 | |
| 1442 | Comerica Bank-Battle Creek, Battle Creek | 138,457,851 | 118,079,524 | 1593 | + 151 |
| 591 | New Century Bank-Bay City, Bay City | 326,179,497 | 334,235,000 | 539 | |
| 2314 | Manufacturers Bank, Bay City | 92,044,566 | 91,176,000 | 2177 | |
| 4243 | Second National Bank, Bay City | 53,726,000 | 41,036,000 | 5270 | +1027 |
| 1024 | Inter-City Bank, Benton Harbor | 188,777,862 | 176,447,058 | 1012 | |
| 1138 | NBD F&M Bank NA, Benton Harbor | 171,890,000 | 160,580,346 | 1129 | |
| 2513 | Old Kent Bank, Big Rapids | 85,870,000 | 81,270,000 | 2479 | |
| 4262 | First National Bank & Trust, Big Rapids | 53,485,043 | 49,031,748 | 4384 | + 122 |
| 1746 | Old Kent Bank of Brighton, Brighton | 116,277,000 | 107,378,874 | 1793 | + 47 |
| 4419 | Michigan Bank-Livingston, Brighton | 51,671,000 | 50,339,000 | 4268 | |
| 4208 | Bryon Center State Bank, Byron Center | 54,029,000 | 45,611,000 | 4753 | + 545 |
| 1130 | NBD Cadillac Bank, Cadillac | 172,650,000 | 170,011,556 | 1051 | |
| 4086 | Old Kent Bank of Cadillac, Cadillac | 55,305,000 | 44,274,000 | 4883 | + 797 |
| 4521 | First of America Bank-Copper Country, Calumet | 50,662,396 | 50,280,524 | 4277 | |
| 4678 | Capac State Savings Bank, Capac | 49,060,708 | 48,307,257 | 4463 | |
| 1526 | Michigan National Bank-Michiana, Cassopolis | 131,027,000 | 128,426,000 | 1436 | |
| 2449 | Citizens National Bank, Cheboygan | 88,039,332 | 80,324,377 | 2523 | + 74 |
| 3412 | First of America Bank-Straits Area, Cheboygan | 65,304,376 | 57,807,467 | 3638 | + 226 |
| 3380 | Chelsea State Bank, Chelsea | 65,791,424 | 58,946,215 | 3550 | + 170 |
| 2126 | Chemical Bank-Clare, Clare | 98,937,230 | 94,035,215 | 2095 | |
| 2181 | Southern Michigan National Bank, Coldwater | 96,549,840 | 92,205,007 | 2143 | |
| 2425 | Branch County Bank, Coldwater | 88,660,858 | 81,549,000 | 2471 | + 46 |
| 4885 | Manufacturers Bank, Coopersville | 45,797,000 | 44,954,000 | 4811 | |
| 4499 | State Bank, Croswell | 50,836,228 | 48,912,505 | 4392 | |
| 899 | Michigan National Bank-South Metro, Dearborn | 214,920,000 | 30,217,000 | 6891 | +5992 |
| 1039 | Dearborn Bank & Trust Co., Dearborn | 187,005,000 | 179,738,000 | 990 | |
| 4812 | NBD Dearborn NA, Dearborn | 47,574,777 | 43,103,000 | 5017 | + 205 |
| | **DETROIT** | | | | |
| 21 | National Bank of Detroit, Detroit | 8,091,530,000 | 7,638,307,000 | 21 | |
| 35 | Comerica Bank-Detroit, Detroit | 5,512,253,876 | 4,422,965,000 | 42 | + 7 |
| 51 | Manufacturers National Bank, Detroit | 4,502,343,000 | 3,980,447,000 | 49 | |
| 170 | Michigan National Bank, Detroit | 1,420,644,000 | 1,476,886,000 | 147 | |
| 283 | First of America Bank-Detroit NA, Detroit | 820,791,000 | 880,306,000 | 232 | |
| 4321 | First Independence Nat'l Bank, Detroit | 52,639,661 | 52,926,000 | 4034 | |
| 1104 | First State Bank, East Detroit | 176,154,850 | 150,481,823 | 1203 | + 99 |
| 2853 | Northwestern State Bank, East Jordan | 76,197,000 | 70,503,000 | 2909 | + 56 |
| 1531 | East Lansing State Bank, East Lansing | 130,694,825 | 108,895,692 | 1754 | + 223 |
| 4580 | Michigan Bank-Huron, East Tawas | 50,092,000 | 50,292,131 | 4274 | |
| 2658 | First National Bank & Trust Co., Escanaba | 81,619,399 | 80,781,947 | 2504 | |
| 4674 | State Bank, Escanaba | 49,109,174 | 50,290,000 | 4275 | |
| 2271 | State Savings Bank, Fenton | 93,602,784 | 87,486,264 | 2286 | + 15 |
| 3359 | First National Bank, Fenton | 66,091,000 | 59,980,000 | 3494 | + 135 |
| | **FLINT** | | | | |
| 244 | Citizens Commercial & Savings Bank, Flint | 965,918,932 | 979,104,000 | 209 | |
| 288 | Genesee Merchants Bank & Trust Co., Flint | 803,085,007 | 791,516,000 | 260 | |
| 694 | Michigan National Bank-Mid Michigan, Flint | 275,652,000 | 282,775,000 | 628 | |
| 607 | New Century Bank, Frankenmuth | 318,723,000 | 302,040,457 | 584 | |
| 2339 | State Bank, Fraser | 91,336,683 | 89,516,397 | 2223 | |
| 2429 | Old Kent Bank, Gaylord | 88,621,000 | 77,463,000 | 2620 | + 191 |
| 2818 | First of America Bank-Mid Michigan, Gladwin | 76,923,255 | 74,844,435 | 2718 | |
| 4756 | Pacesetter Bank-Southeast, Grand Blanc | 48,254,438 | 53,438,774 | 3976 | |
| 999 | Old Kent Bank of Grand Haven, Grand Haven | 193,415,000 | 155,870,952 | 1161 | + 162 |
| 1777 | Peoples Bank & Trust Co., Grand Haven | 114,664,594 | 101,257,661 | 1910 | + 133 |
| | **GRAND RAPIDS** | | | | |
| 125 | Old Kent Bank & Trust Co., Grand Rapids | 1,923,828,000 | 1,633,773,000 | 133 | + 8 |
| 338 | Union Bank & Trust Co. NA, Grand Rapids | 659,991,000 | 585,364,000 | 340 | + 2 |
| 3620 | United Bank of Michigan, Grand Rapids | 61,897,247 | 55,436,295 | 3831 | + 211 |
| 2626 | NBD Grand Valley Bank NA, Grandville | 82,276,606 | 68,235,000 | 3012 | + 386 |
| 4308 | First State Bank, Greenville | 52,770,000 | 46,983,405 | 4596 | + 288 |
| 4184 | Farmers & Merchants State Bank, Hale | 54,200,000 | 51,673,000 | 4148 | |
| 576 | Bank of Commerce, Hamtramck | 333,499,831 | 306,306,859 | 575 | |
| 879 | Liberty State Bank & Trust Co., Hamtramck | 220,272,492 | 204,920,071 | 875 | |
| 2496 | Peoples State Bank, Hamtramck | 86,227,919 | 81,300,226 | 2478 | |

→ Continued on Next Page

| Rank 12/84 | MICHIGAN (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4132 | Superior National Bank & Trust Co., Hancock | 54,782,478 | 52,772,775 | 4042 | |
| 4912 | FMB-Oceana Bank, Hart | 46,539,566 | 41,721,506 | 5187 | + 275 |
| 3747 | Hastings City Bank, Hastings | 59,988,630 | 60,016,000 | 3488 | |
| 2919 | Hillsdale County National Bank, Hillsdale | 74,834,953 | 69,130,114 | 2969 | + 50 |
| 2984 | Old Kent Bank, Hillsdale | 73,305,152 | 71,533,349 | 2865 | |
| 1098 | Old Kent Bank, Holland | 177,340,000 | 162,021,000 | 1115 | + 17 |
| 2424 | First of America Bank-Holland NA, Holland | 88,738,592 | 83,285,000 | 2407 | |
| 2684 | New Century Bank-Metro West, Howell | 80,780,000 | 81,256,000 | 2481 | |
| 3606 | First National Bank, Howell | 62,191,467 | 59,335,189 | 3529 | |
| 2291 | First Security Bank, Ionia | 92,795,000 | 87,149,000 | 2301 | + 10 |
| 3225 | Ionia County National Bank, Ionia | 68,281,106 | 62,664,000 | 3346 | + 121 |
| 3316 | First National Bank, Iron Mountain | 66,819,761 | 63,156,255 | 3315 | |
| 4157 | Commercial National Bank & Trust Co., Iron Mountain | 54,529,277 | 51,004,002 | 4217 | + 60 |
| 4151 | First National Bank, Ironwood | 54,594,430 | 55,500,223 | 3824 | |
| 4291 | Miners First National Bank & Trust Co., Ishpeming | 53,028,678 | 51,506,000 | 4158 | |
| 661 | City Bank & Trust Co. NA, Jackson | 288,904,161 | 267,653,398 | 668 | + 7 |
| 672 | Comerica Bank-Jackson NA, Jackson | 286,018,893 | 278,588,956 | 638 | |
| 3033 | Michigan Bank-Midwest, Jackson | 72,391,000 | 79,220,000 | 2544 | |
| | **KALAMAZOO** | | | | |
| 348 | First of America-Michigan NA, Kalamazoo | 615,238,787 | 574,975,679 | 345 | |
| 562 | American NB&T Co. of Michigan, Kalamazoo | 342,932,000 | 297,424,000 | 594 | + 32 |
| 947 | Comerica Bank-Kalamazoo, Kalamazoo | 204,111,000 | 185,858,000 | 961 | + 14 |
| 3551 | Michigan National Bank-West, Kalamazoo | 63,034,000 | 63,101,353 | 3324 | |
| 4700 | Comerica Bank-Kentwood NA, Kentwood | 48,814,048 | 34,128,000 | 6232 | + 1532 |
| 4823 | Chemical Bank, Lake City | 47,458,000 | 64,546,000 | 3218 | |
| | **LANSING** | | | | |
| 177 | Michigan National Bank, Lansing | 1,382,470,000 | 1,494,240,000 | 145 | |
| 527 | First of America Bank-Central, Lansing | 374,693,679 | 359,942,793 | 508 | |
| 773 | Bank of Lansing, Lansing | 250,123,147 | 233,161,268 | 769 | |
| 3221 | NBD Commerce Bank, Lansing | 68,334,293 | 54,053,034 | 3941 | + 720 |
| 2024 | New Century Bank-Lapeer NA, Lapeer | 102,545,912 | 100,546,000 | 1926 | |
| 2140 | Lapeer County Bank & Trust Co., Lapeer | 98,474,379 | 93,146,754 | 2115 | |
| 4264 | Michigan Bank-Mid South, Litchfield | 53,444,000 | 55,241,000 | 3843 | |
| 667 | Michigan National Bank-West Metro, Livonia | 287,163,000 | 272,273,000 | 657 | |
| 1808 | Comerica Bank-Livonia, Livonia | 112,258,000 | 96,446,000 | 2024 | + 216 |
| 2875 | Manufacturers Bank, Livonia | 75,720,000 | 65,038,000 | 3192 | + 317 |
| 4525 | State Savings Bank, Lowell | 50,628,024 | 43,146,765 | 5012 | + 487 |
| 4788 | First of America Bank-Ludington, Ludington | 47,813,000 | 45,558,000 | 4758 | |
| 2505 | Manistee Bank & Trust Co., Manistee | 86,038,134 | 79,868,003 | 2528 | + 23 |
| 2761 | Security National Bank, Manistee | 78,420,946 | 72,316,609 | 2827 | + 66 |
| 1429 | First National Bank & Trust Co., Marquette | 139,527,551 | 132,666,353 | 1386 | |
| 4704 | First of America Bank-Marquette NA, Marquette | 48,789,240 | 46,165,000 | 4691 | |
| 2983 | Dart National Bank, Mason | 73,370,000 | 72,611,861 | 2809 | |
| 3760 | First National Bank & Trust, Menominee | 59,752,000 | 55,530,262 | 3821 | + 61 |
| 595 | Chemical Bank & Trust Co., Midland | 324,635,000 | 306,046,000 | 576 | |
| 2098 | Comerica Bank-Midland, Midland | 99,935,000 | 109,052,000 | 1752 | |
| 719 | Monroe Bank & Trust, Monroe | 267,627,182 | 242,524,544 | 739 | + 20 |
| 1044 | Security Bank, Monroe | 186,754,827 | 171,184,365 | 1041 | |
| 942 | Mount Clemens Bank, Mount Clemens | 205,218,664 | 185,290,854 | 963 | + 21 |
| 973 | First National Bank, Mount Clemens | 198,486,637 | 199,141,629 | 895 | |
| 1633 | Isabella Bank & Trust, Mount Pleasant | 122,727,031 | 112,177,000 | 1688 | + 55 |
| 3203 | New Century Bank, Mount Pleasant | 68,591,635 | 62,550,752 | 3357 | + 154 |
| 683 | Comerica Bank-Hackley NA, Muskegon | 280,789,965 | 258,732,321 | 694 | + 11 |
| 950 | First of America Bank-Muskegon, Muskegon | 203,651,950 | 184,970,625 | 965 | + 15 |
| 1342 | FMB-Lumbermans Bank, Muskegon | 147,229,000 | 144,998,950 | 1251 | |
| 4855 | First National Bank, Negaunee | 47,117,000 | 46,100,000 | 4701 | |
| 872 | Old Kent Bank-Southwest, Niles | 222,143,000 | 177,997,000 | 999 | + 127 |
| 2845 | Michigan National Bank-West Oakland, Novi | 76,322,000 | 70,329,000 | 2921 | + 76 |
| 964 | Pacesetter Bank & Trust, Owosso | 200,404,728 | 195,567,000 | 908 | |
| 3174 | Key State Bank, Owosso | 69,219,000 | 72,417,000 | 2820 | |
| 3418 | Oxford Savings Bank, Oxford | 65,215,889 | 57,456,000 | 3673 | + 255 |
| 2023 | First National Bank & Trust Co., Petoskey | 102,561,258 | 96,822,944 | 2019 | |
| 2694 | Old Kent Bank of Petoskey, Petoskey | 80,421,999 | 75,251,322 | 2699 | + 5 |
| 3513 | Thumb National Bank & Trust Co., Pigeon | 63,614,317 | 58,665,668 | 3575 | + 62 |
| 4120 | First of America Bank-Plymouth NA, Plymouth | 54,952,717 | 45,136,059 | 4800 | + 680 |
| | **PONTIAC** | | | | |
| 394 | Pontiac State Bank, Pontiac | 525,861,112 | 472,908,450 | 402 | + 8 |
| 426 | Community National Bank, Pontiac | 482,279,000 | 445,589,267 | 431 | + 5 |
| 706 | Michigan Bank-Port Huron, Port Huron | 272,136,000 | 264,919,000 | 674 | |
| 922 | Peoples Bank, Port Huron | 209,574,187 | 193,814,693 | 917 | |
| 4399 | First of America Bank-South Central NA, Quincy | 51,822,606 | 48,661,120 | 4422 | + 23 |
| 3013 | Security Bank, Richmond | 72,754,419 | 67,354,779 | 3055 | + 42 |
| 4510 | First of America Bank-Rochester NA, Rochester | 50,739,835 | 45,808,452 | 4736 | + 226 |
| 1584 | NBD Roscommon Bank, Roscommon | 126,681,070 | 123,738,045 | 1498 | |
| | **ROYAL OAK** | | | | |
| 417 | First of America Bank-Wayne/Oakland, Royal Oak | 497,877,347 | 447,226,000 | 429 | + 12 |
| 3086 | National Bank, Royal Oak | 71,203,000 | 75,221,000 | 2701 | |
| | **SAGINAW** | | | | |
| 419 | Second National Bank, Saginaw | 495,480,821 | 455,634,427 | 417 | |
| 1435 | Michigan National Bank-Valley, Saginaw | 139,263,000 | 166,288,000 | 1076 | |
| 1695 | NBD Saginaw, Saginaw | 119,175,436 | 105,495,000 | 1821 | + 126 |
| 1692 | Commercial & Savings Bank, St. Clair | 119,225,595 | 114,789,015 | 1649 | |
| 3145 | Security Bank, St. Clair Shores | 69,856,000 | 65,828,000 | 3146 | + 1 |
| 4213 | Manufacturers Bank of the Shores, St. Clair Shores | 53,984,000 | 44,010,760 | 4917 | + 704 |
| 1623 | Clinton Bank & Trust Co., St. Johns | 123,483,000 | 118,147,000 | 1591 | |
| 3645 | Central National Bank, St. Johns | 61,549,000 | 60,852,256 | 3443 | |
| 1818 | Peoples State Bank, St. Joseph | 111,275,449 | 103,978,000 | 1852 | + 34 |
| 2296 | Manufacturers Bank, Saline | 92,710,000 | 70,499,000 | 2910 | + 614 |
| 2012 | NBD Sandusky Bank, Sandusky | 103,083,702 | 100,740,000 | 1923 | |
| 3054 | Sault Savings Bank, Sault Ste. Marie | 71,993,635 | 66,992,705 | 3078 | + 24 |
| 4868 | State Savings Bank, Scottville | 46,995,882 | 44,068,219 | 4908 | + 40 |
| 4931 | Shelby State Bank, Shelby | 46,410,000 | 42,390,000 | 5101 | + 170 |
| 1739 | Citizens Trust & Savings Bank, South Haven | 116,664,331 | 100,176,211 | 1935 | + 196 |
| | **SOUTHFIELD** | | | | |
| 480 | Michigan National Bank-Oakland, Southfield | 418,965,000 | 406,775,000 | 464 | |
| 1097 | Comerica Bank-Southfield, Southfield | 177,522,000 | 145,776,000 | 1241 | + 144 |
| 1220 | Manufacturers Bank of Southfield NA, Southfield | 161,412,000 | 142,745,993 | 1272 | + 52 |
| | **SOUTHGATE** | | | | |
| 277 | Security Bank & Trust Co., Southgate | 839,072,000 | 798,249,000 | 256 | |
| 3883 | Sparta State Bank, Sparta | 58,043,560 | 51,921,000 | 4125 | + 242 |
| 2564 | State Bank, Standish | 84,377,140 | 74,012,136 | 2754 | + 190 |
| 3703 | Chemical Bank Montcalm, Stanton | 60,666,000 | 59,271,000 | 3533 | |
| 1883 | Comerica Bank-Metro East NA, Sterling Heights | 108,622,000 | 62,073,000 | 3380 | + 1497 |
| 3465 | Michigan National Bank-Sterling, Sterling Heights | 64,387,000 | 56,440,000 | 3751 | + 286 |
| 2196 | Citizens State Bank, Sturgis | 96,182,359 | 86,048,859 | 2335 | + 139 |
| 3258 | First National Bank & Trust Co., Sturgis | 67,532,766 | 63,523,368 | 3283 | + 25 |
| 1828 | National Bank Wyandotte-Taylor, Taylor | 110,822,946 | 108,716,791 | 1757 | |
| 1807 | United Savings Bank, Tecumseh | 112,284,070 | 107,211,666 | 1799 | |
| 3769 | First National Bank, Three Rivers | 59,688,211 | 42,909,001 | 5035 | + 1266 |
| 729 | Old Kent Bank-Grand Traverse, Traverse City | 266,167,000 | 243,839,000 | 735 | + 6 |
| 1297 | Empire National Bank, Traverse City | 152,077,000 | 142,202,000 | 1275 | |
| 2963 | NBD Northwest Bank NA, Traverse City | 73,840,529 | ........... | .... | |
| 4255 | Michigan National Bank-Grand Traverse, Traverse City | 53,561,000 | 51,325,000 | 4180 | |
| 930 | Old Kent Bank-Southeast, Trenton | 208,513,576 | 194,395,032 | 916 | |
| 1921 | Trenton Bank & Trust Co., Trenton | 107,096,693 | 102,164,000 | 1899 | |
| 585 | Michigan National Bank-North Metro, Troy | 327,495,000 | 295,690,000 | 596 | + 11 |
| 1356 | Comerica Bank-Troy, Troy | 146,220,000 | 119,058,000 | 1573 | + 217 |
| 4774 | Liberty Bank-Oakland, Troy | 48,023,000 | 34,332,000 | 6202 | + 1428 |
| 4863 | NBD Troy Bank NA, Troy | 47,052,000 | 40,344,000 | 5367 | + 504 |
| 737 | Comerica Bank-Warren NA, Warren | 262,946,000 | 229,258,000 | 782 | + 45 |
| 1056 | Warren Bank, Warren | 185,373,000 | 163,402,000 | 1104 | + 48 |
| 1071 | Michigan National Bank of Macomb, Warren | 182,228,000 | 158,050,000 | 1148 | + 77 |
| 3594 | Wayne Bank, Wayne | 62,396,288 | 53,503,000 | 3970 | + 376 |
| 3899 | New Century Bank-West Branch, West Branch | 57,836,917 | 56,028,511 | 3781 | |
| 662 | Wyandotte Savings Bank, Wyandotte | 288,740,665 | 268,060,560 | 665 | + 3 |
| 669 | Michigan National Bank-Central, Wyoming | 286,438,000 | 255,915,000 | 705 | + 36 |
| 2061 | Ypsilanti Savings Bank, Ypsilanti | 101,399,096 | 93,625,000 | 2103 | + 42 |
| 2779 | National Bank, Ypsilanti | 77,860,286 | 76,797,000 | 2635 | |
| 627 | FMB-First Michigan Bank, Zeeland | 306,589,000 | 273,766,449 | 650 | + 23 |

| Rank 12/84 | MINNESOTA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4547 | Stearns County National Bank, Albany | 50,431,000 | 50,710,340 | 4238 | |
| 3778 | First Bank NA-Albert Lea, Albert Lea | 59,617,000 | 53,073,000 | 4016 | + 238 |
| 4375 | Norwest Bank Albert Lea NA, Albert Lea | 52,057,329 | 55,614,000 | 3811 | |
| 3570 | First National Bank, Alexandria | 62,698,000 | 60,102,000 | 3484 | |
| 4227 | First American Bank & Trust, Alexandria | 53,863,628 | 48,605,564 | 4427 | + 200 |
| 1471 | First National Bank, Anoka | 136,248,000 | 122,278,000 | 1519 | + 48 |
| 4081 | Northern Bank, Anoka | 55,373,000 | 49,223,000 | 4362 | + 281 |
| 1543 | First National Bank, Austin | 129,715,000 | 121,212,109 | 1546 | + 3 |
| 4617 | Norwest Bank Austin, Austin | 49,728,000 | 52,059,000 | 4110 | |
| 3607 | First State Bank, Bayport | 62,175,000 | 47,847,000 | 4508 | + 901 |
| 2076 | First National Bank, Bemidji | 100,760,026 | 90,621,623 | 2195 | + 119 |
| 4614 | Northern National Bank, Bemidji | 49,775,946 | 45,138,213 | 4799 | + 185 |
| 4518 | First Northtown National Bank, Blaine | 50,681,000 | 45,811,000 | 4735 | + 217 |
| 821 | Norwest Bank Bloomington NA, Bloomington | 235,652,000 | 209,881,171 | 850 | + 29 |
| 1316 | Community State Bank, Bloomington | 149,812,000 | 131,501,000 | 1404 | + 88 |
| 2778 | First National Bank, Brainerd | 77,884,000 | 72,487,000 | 2814 | + 36 |
| 3416 | First American Bank, Brainerd | 65,254,758 | 60,378,163 | 3469 | + 53 |
| 4579 | Buffalo National Bank, Buffalo | 50,096,000 | 43,417,828 | 4994 | + 415 |
| 4467 | Peoples State Bank, Cambridge | 51,170,000 | 48,885,000 | 4396 | |
| 4271 | First National Bank, Cloquet | 53,308,000 | 52,610,000 | 4060 | |
| 3905 | Marquette State Bank, Columbia Heights | 57,766,000 | 52,092,977 | 4106 | + 201 |
| 1948 | First American National Bank, Crookston | 105,447,573 | 51,120,000 | 4204 | + 2256 |
| 2872 | North Statr Bank Minnesota, Crystal | 75,858,443 | 63,415,905 | 3291 | + 419 |
| 3918 | First American Bank, Detroit Lakes | 57,582,126 | 54,438,874 | 3907 | |
| 660 | First Bank NA, Duluth | 289,111,000 | 243,642,000 | 736 | + 76 |
| 847 | Norwest Bank Duluth NA, Duluth | 227,997,000 | 205,460,000 | 870 | + 23 |
| 4077 | North Shore Bank of Commerce, Duluth | 55,411,000 | 53,378,000 | 3983 | |
| 4242 | Suburban National Bank, Eden Prairie | 53,729,049 | 45,936,580 | 4721 | + 479 |
| 885 | First Southdale Nat'l Bank, Edina | 220,062,000 | 173,257,000 | 1025 | + 140 |
| 1041 | First Edina National Bank, Edina | 186,910,000 | 173,367,600 | 1023 | |
| 4274 | Southwest Fidelity State Bank, Edina | 53,288,585 | 44,413,606 | 4868 | + 594 |
| 4067 | Minnetonka State Bank, Excelsior | 55,685,447 | 56,674,302 | 3736 | |
| 3836 | First National Bank, Fairmont | 58,768,000 | 58,837,000 | 3555 | |
| 4283 | Martin County National Bank, Fairmont | 53,136,000 | 51,244,000 | 4190 | |
| 2368 | Norwest Bank Faribault NA, Faribault | 90,412,905 | 87,797,000 | 2277 | |
| 3908 | State Bank, Faribault | 57,726,000 | 58,677,000 | 3573 | |
| 3143 | Norwest Bank Fergus Falls NA, Fergus Falls | 69,900,307 | 79,001,706 | 2557 | |
| 3754 | First National Bank, Fergus Falls | 59,861,860 | 61,022,000 | 3438 | |
| 4165 | Security Bank & Trust Co., Glencoe | 54,422,765 | 53,354,378 | 3985 | |
| 3214 | Golden Valley Bank-A United Bank, Golden Valley | 68,408,000 | 60,867,000 | 3441 | + 227 |
| 2860 | Norwest Bank Grand Rapids NA, Grand Rapids | 76,082,917 | 75,795,363 | 2675 | |
| 3435 | Grand Rapids State Bank, Grand Rapids | 64,920,000 | 59,221,000 | 3535 | + 100 |
| 3916 | Norwest Bank Hastings NA, Hastings | 57,619,885 | 57,758,306 | 3647 | |
| 4122 | Security State Bank, Hibbing | 54,924,000 | 51,239,000 | 4192 | + 70 |
| 4942 | Merchants & Miners State Bank, Hibbing | 46,305,000 | 44,535,000 | 4856 | |
| 902 | First National Bank, Hopkins | 213,988,000 | 152,178,000 | 1190 | + 288 |
| 1154 | Norwest Bank MetroWest NA, Hopkins | 169,732,000 | 160,782,278 | 1124 | |
| 2406 | Citizens Bank & Trust Co., Hutchinson | 89,240,000 | 82,384,000 | 2439 | + 33 |
| 4815 | First National Bank, International Falls | 47,567,000 | 44,562,000 | 4854 | + 39 |
| 4910 | First National Bank, Jackson | 46,557,000 | 40,162,000 | 5394 | + 484 |
| 4829 | First Bank NA-Little Falls, Little Falls | 47,385,000 | 44,542,000 | 4855 | + 26 |
| 4526 | First National Bank, Long Prairie | 50,622,854 | 40,493,201 | 5346 | + 820 |
| 3580 | First Bank Luverne NA, Luverne | 62,618,000 | 35,097,000 | 6086 | + 2506 |
| 1551 | Norwest Bank Mankato NA, Mankato | 128,772,000 | 129,900,000 | 1420 | |
| 2007 | First National Bank, Mankato | 103,207,000 | 99,920,207 | 1944 | |
| 2067 | Norwest Bank Maple Grove, Maple Grove | 101,030,000 | 91,946,559 | 2157 | + 90 |
| 4511 | Town & Country Bank-Maplewood, Maplewood | 50,734,000 | 43,364,318 | 4998 | + 487 |
| 2331 | Norwest Bank Marshall NA, Marshall | 91,546,115 | 92,908,594 | 2125 | |
| 4217 | First Bank Southwest, Marshall | 53,931,093 | 52,327,000 | 4084 | |
| | **MINNEAPOLIS** | | | | |
| 48 | First National Bank, Minneapolis | 4,683,775,000 | 4,435,905,000 | 41 | |
| 49 | Norwest Bank Minneapolis NA, Minneapolis | 4,546,009,000 | 3,882,676,000 | 52 | + 3 |
| 237 | F & M Marquette National Bank, Minneapolis | 983,234,000 | 964,722,000 | 220 | |
| 558 | National City Bank, Minneapolis | 348,105,000 | 333,063,000 | 540 | |
| 732 | Norwest Bank Midland NA, Minneapolis | 264,858,000 | 266,274,000 | 672 | |
| 766 | First Bank NA-Lake, Minneapolis | 253,085,543 | 109,708,000 | 1735 | + 969 |
| 1258 | Norwest Bank Central NA, Minneapolis | 157,293,000 | 144,655,000 | 1253 | |
| 1491 | Fidelity Bank & Trust Co., Minneapolis | 133,877,000 | 119,284,000 | 1570 | + 79 |
| 1523 | Norwest Bank Calhoun-Isles NA, Minneapolis | 131,336,000 | 118,703,399 | 1579 | + 56 |
| 2157 | Norwest Bank Camden, Minneapolis | 97,413,000 | 92,055,635 | 2151 | |
| 2542 | Metropolitan Bank, Minneapolis | 85,064,042 | 72,183,213 | 2834 | + 292 |
| 2709 | Norwest Bank of Old St. Anthony NA, Minneapolis | 79,963,000 | 71,887,000 | 2852 | + 143 |
| 3906 | Norwest Bank MetroSouth NA, Minneapolis | 57,763,000 | 53,119,032 | 4008 | + 102 |
| 4183 | Northeast State Bank, Minneapolis | 54,223,305 | 47,208,846 | 4572 | + 389 |
| 4233 | Norwest Bank University-Midway NA, Minneapolis | 53,812,616 | 53,892,479 | 3952 | |
| 3141 | First National Bank, Montevideo | 69,927,146 | 66,224,892 | 3123 | |
| 2129 | Norwest Bank Moorhead NA, Moorhead | 98,863,456 | 107,606,000 | 1789 | |
| 3600 | American Bank & Trust Co., Moorhead | 62,305,253 | 63,706,816 | 3272 | |
| 2744 | First State Bank, New Brighton | 78,837,000 | 70,443,084 | 2916 | + 172 |
| 3574 | State Bank & Trust Co., New Ulm | 62,668,000 | 61,558,000 | 3407 | |
| 4343 | Citizens Bank, New Ulm | 52,322,000 | 47,452,000 | 4551 | + 208 |
| 4918 | Farmers & Merchants State Bank, New Ulm | 46,515,918 | 42,970,074 | 5027 | + 109 |
| 4886 | Northwest Bank, Northfield | 46,789,116 | 41,891,060 | 5161 | + 275 |
| 2034 | Norwest Bank Owatonna NA, Owatonna | 102,298,000 | 91,972,000 | 2155 | + 121 |
| 3813 | First National Bank, Owatonna | 59,101,000 | 56,431,000 | 3752 | |
| 4272 | Lakeland State Bank, Pequot Lakes | 53,307,000 | 49,594,000 | 4331 | + 59 |
| 4456 | First National Bank, Pipestone | 51,246,000 | 51,757,000 | 4138 | |
| 4273 | Princeton State Bank, Princeton | 53,290,205 | 50,078,648 | 4297 | + 24 |
| 2522 | Goodhue County National Bank, Red Wing | 85,775,000 | 62,634,955 | 3350 | + 828 |
| 4962 | Norwest Bank Red Wing NA, Red Wing | 46,059,234 | 47,001,279 | 4594 | |
| 3704 | Norwest Bank Redwood Falls NA, Redwood Falls | 60,664,000 | 62,649,000 | 3348 | |
| 1318 | Richfield Bank & Trust Co., Richfield | 149,648,255 | 137,986,593 | 1325 | + 7 |
| 1446 | First Robbinsdale State Bank, Robbinsdale | 138,000,000 | 129,278,000 | 1425 | |
| 866 | First National Bank, Rochester | 222,928,000 | 187,212,000 | 955 | + 89 |
| 914 | Norwest Bank Rochester NA, Rochester | 210,999,000 | 196,227,000 | 904 | |
| 2541 | Marquette Bank & Trust Co., Rochester | 85,094,263 | 82,078,868 | 2456 | |
| 4292 | Citizens State Bank, Roseau | 53,000,687 | 48,774,000 | 4411 | + 119 |
| 2924 | Roseville Bank, Roseville | 74,772,714 | 66,812,409 | 3092 | + 168 |
| 3808 | North Star State Bank, Roseville | 59,209,000 | 51,061,000 | 4208 | + 400 |
| 4172 | St. Anthony National Bank, St. Anthony Village | 54,331,812 | 49,300,802 | 4356 | + 184 |
| 1498 | First American National Bank, St. Cloud | 133,100,982 | 121,017,189 | 1551 | + 53 |
| 1982 | Zapp National Bank, St. Cloud | 104,205,000 | 96,990,000 | 2013 | + 31 |
| 2848 | Norwest Bank, St. Cloud | 76,265,406 | 75,641,000 | 2680 | |
| 3756 | St. Cloud National Bank & Trust Co., St. Cloud | 59,801,717 | 58,924,000 | 3553 | |

| | | | | | |
|---|---|---|---|---|---|
| 2460 | Park National Bank, St. Louis Park | 87,654,554 | 75,217,710 | 2703 | + 243 |
| 2674 | Shelard National Bank, St. Louis Park | 81,116,000 | 56,809,000 | 3720 | +1046 |
| 3024 | Citizens State Bank, St. Louis Park | 72,566,000 | 69,563,148 | 2952 | |
| 3134 | First Western State Bank, St. Louis Park | 70,032,662 | 58,463,200 | 3587 | + 453 |
| | **ST. PAUL** | | | | |
| 79 | First National Bank, St. Paul | 3,003,766,000 | 2,138,343,000 | 99 | + 20 |
| 517 | Norwest Bank St. Paul NA, St. Paul | 381,982,000 | 355,462,000 | 514 | |
| 557 | American National Bank & Trust Co, St. Paul | 349,938,363 | 280,702,000 | 631 | + 74 |
| 873 | Midway National Bank, St. Paul | 222,096,975 | 195,164,000 | 909 | + 36 |
| 1069 | First Bank East, St. Paul | 182,589,000 | 113,329,000 | 1668 | + 599 |
| 1470 | Commercial State Bank, St. Paul | 136,287,000 | 123,998,000 | 1491 | + 21 |
| 1789 | First Grand Avenue State Bank, St. Paul | 113,601,000 | 112,240,000 | 1687 | |
| 1918 | Eastern Heights State Bank, St. Paul | 107,188,635 | 111,805,293 | 1698 | |
| 2486 | Liberty State Bank, St. Paul | 86,793,528 | 72,975,634 | 2790 | + 304 |
| 2507 | First Security State Bank, St. Paul | 85,970,000 | 82,216,200 | 2449 | |
| 2827 | Norwest Bank East, St. Paul | 76,704,747 | 75,030,000 | 2708 | |
| 4029 | Western State Bank, St. Paul | 56,180,000 | 49,494,000 | 4336 | + 307 |
| 4232 | First Trust Co., St. Paul | 53,828,238 | 20,064,131 | 9138 | +4906 |
| 4565 | Highland Bank, St. Paul | 50,247,092 | 47,667,027 | 4504 | |
| 4767 | Capital Bank, St. Paul | 48,129,000 | 32,860,304 | 6421 | +1654 |
| 4142 | First National Bank, St. Peter | 54,655,439 | 53,025,258 | 4025 | |
| 4426 | Norwest Bank, Sauk Rapids | 51,612,000 | 52,175,891 | 4094 | |
| 4083 | First National Bank, Shakopee | 55,335,177 | 44,124,000 | 4903 | + 820 |
| 2363 | Norwest Bank South St. Paul NA, South St. Paul | 90,567,000 | 92,040,103 | 2152 | |
| 2650 | Drovers First American Bank, South St. Paul | 81,743,027 | 73,314,124 | 2775 | + 125 |
| 2390 | First National Bank, Stillwater | 89,791,000 | 80,915,000 | 2499 | + 109 |
| 4094 | Northern State Bank, Thief River Falls | 55,205,310 | 53,465,000 | 3975 | |
| 4481 | Norwest Bank, Thief River Falls | 51,039,422 | 59,887,000 | 3499 | |
| 1090 | First Bank Minnesota NA, Virginia | 178,472,000 | 98,558,578 | 1974 | + 884 |
| 1773 | Norwest Bank Mesabi NA, Virginia | 114,890,000 | 44,447,000 | 4864 | +3091 |
| 1530 | Wayzata Bank & Trust Co., Wayzata | 130,731,000 | 110,013,000 | 1729 | + 199 |
| 4783 | First National Bank, Wayzata | 47,858,155 | 43,700,000 | 4959 | + 176 |
| 3125 | Signal Hills State Bank, West St. Paul | 70,181,000 | 64,729,637 | 3207 | + 82 |
| 2646 | First State Bank, White Bear Lake | 81,907,043 | 73,486,971 | 2767 | + 121 |
| 2888 | First National Bank, Willmar | 75,451,000 | 68,769,000 | 2989 | + 101 |
| 3310 | First American Bank & Trust, Willmar | 66,875,493 | 63,495,531 | 3286 | |
| 1411 | Merchants National Bank, Winona | 141,226,177 | 132,872,114 | 1383 | |
| 2117 | Norwest Bank Winona NA, Winona | 99,114,000 | 97,328,000 | 2006 | |
| 2835 | Winona National & Savings Bank, Winona | 76,571,205 | 69,489,000 | 2955 | + 120 |
| 2148 | First National Bank, Worthington | 97,762,000 | 75,869,000 | 2671 | + 523 |
| 4599 | Norwest Bank, Worthington | 49,859,227 | 50,736,447 | 4235 | |

| Rank 12/84 | MISSISSIPPI | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4302 | Security Bank, Amory | 52,863,000 | 51,484,000 | 4163 | |
| 3674 | Batesville Security Bank, Batesville | 61,206,341 | 58,138,404 | 3609 | |
| 2781 | Merchants Bank & Trust Co., Bay St. Louis | 77,823,692 | 67,532,691 | 3046 | + 265 |
| 1158 | First United Bank, Bay Springs | 168,950,876 | 64,883,060 | 3199 | +2041 |
| 3045 | Citizens Bank & Trust Co., Belzoni | 72,182,000 | 65,342,000 | 3179 | + 134 |
| 1956 | Peoples Bank, Biloxi | 105,139,000 | 92,481,176 | 2136 | + 180 |
| 1607 | Rankin County Bank, Brandon | 125,138,341 | 109,487,999 | 1742 | + 135 |
| 1636 | Brookhaven Bank & Trust Co., Brookhaven | 122,520,896 | 114,847,877 | 1648 | + 12 |
| 3408 | Carthage Bank, Carthage | 65,430,400 | 59,718,352 | 3508 | + 100 |
| 715 | United Southern Bank, Clarksdale | 268,750,041 | 222,108,072 | 802 | + 87 |
| 3676 | First National Bank, Clarksdale | 61,199,285 | 57,913,468 | 3631 | |
| 2894 | Cleveland State Bank, Cleveland | 75,394,000 | 72,315,000 | 2828 | |
| 3101 | Citizens Bank, Columbia | 70,956,057 | 73,713,055 | 2762 | |
| 1775 | First-Columbus National Bank, Columbus | 114,784,018 | 105,057,926 | 1828 | + 53 |
| 3784 | Merchants & Farmers Bank, Columbus | 59,525,000 | 56,061,913 | 3778 | |
| 2525 | Security Bank, Corinth | 85,638,000 | 79,097,187 | 2550 | + 25 |
| 3289 | National Bank of Commerce, Corinth | 67,169,068 | 63,180,315 | 3311 | + 22 |
| 4442 | Merchants & Manufacturers Bank, Ellisville | 51,420,000 | 50,033,000 | 4301 | |
| 4282 | Bank of Commerce, Greenwood | 53,168,125 | 49,141,155 | 4373 | + 91 |
| | **GRENADA** | | | | |
| 291 | Grenada Bank, Grenada | 793,512,930 | 491,052,000 | 392 | + 101 |
| | **GULFPORT** | | | | |
| 418 | Hancock Bank, Gulfport | 497,573,127 | 466,934,139 | 408 | |
| 3879 | Gulf National Bank, Gulfport | 58,106,070 | 50,499,810 | 4260 | + 381 |
| 612 | First Mississippi National Bank, Hattiesburg | 315,715,937 | 352,841,889 | 521 | |
| 4327 | Copiah Bank NA, Hazlehurst | 52,548,662 | 49,132,243 | 4374 | + 47 |
| 3530 | Hernando Bank, Hernando | 63,387,000 | 56,782,000 | 3723 | + 193 |
| | **JACKSON** | | | | |
| 124 | Deposit Guaranty National Bank, Jackson | 1,942,220,000 | 1,641,553,000 | 131 | + 7 |
| 161 | First National Bank, Jackson | 1,504,179,210 | 1,376,448,300 | 158 | |
| 1030 | Great Southern National Bank, Jackson | 187,684,000 | 168,011,377 | 1062 | + 32 |
| 1136 | Merchants & Farmers Bank, Kosciusko | 172,016,000 | 130,071,000 | 1416 | + 280 |
| 1396 | Commercial National Bank & Trust Co., Laurel | 142,699,595 | 131,326,218 | 1408 | + 12 |
| 3948 | Bank of Laurel, Laurel | 57,123,000 | 50,668,000 | 4241 | + 293 |
| 4263 | First National Bank of Holmes Cty., Lexington | 53,479,547 | 50,905,356 | 4224 | |
| 4977 | Bank of Lucedale, Lucedale | 45,948,662 | 46,754,101 | 4620 | |
| 4961 | Merchants & Farmers Bank, Macon | 46,071,000 | 48,711,778 | 4420 | |
| 1241 | First Bank, McComb | 158,786,074 | 143,541,047 | 1265 | + 24 |
| 1298 | Citizens National Bank, Meridian | 152,067,000 | 140,760,060 | 1293 | |
| 1898 | Pascagoula-Moss Point Bank, Moss Point | 108,119,592 | 99,723,436 | 1946 | + 48 |
| 2737 | Britton & Koontz First Nat'l Bank, Natchez | 79,110,495 | 77,066,000 | 2631 | |
| 3722 | First Natchez Bank, Natchez | 60,278,245 | 55,507,000 | 3823 | + 101 |
| 2021 | First National Bank, New Albany | 102,764,570 | 95,845,175 | 2043 | + 22 |
| 2865 | Bank of New Albany, New Albany | 76,001,321 | 67,616,582 | 3041 | + 176 |
| 3764 | Newton County Bank, Newton | 59,730,000 | 56,778,000 | 3724 | |
| 2950 | First National Bank of the South, Ocean Springs | 74,113,000 | 63,107,208 | 3322 | + 372 |
| 2118 | Merchants & Marine Bank, Pascagoula | 99,109,398 | 89,907,190 | 2215 | + 97 |
| 3146 | Citizens Bank, Philadelphia | 69,819,912 | 62,047,322 | 3383 | + 237 |
| 3835 | First National Bank, Pontotoc | 58,771,000 | 52,419,000 | 4076 | + 241 |
| 3503 | South Mississippi Bank, Prentiss | 63,784,209 | 48,817,573 | 4406 | + 903 |
| 4758 | Southeast Mississippi Bank, Quitman | 48,252,057 | 43,107,425 | 5016 | + 258 |
| 2397 | Peoples Bank, Ripley | 89,576,134 | 81,074,346 | 2490 | + 93 |
| 2833 | Planters Bank & Trust Co., Ruleville | 76,601,829 | 78,000,709 | 2594 | |
| 805 | National Bank of Commerce, Starkville | 240,309,584 | 221,532,833 | 804 | |
| 1616 | Security State Bank, Starkville | 124,396,777 | 116,428,017 | 1620 | + 4 |
| | **TUPELO** | | | | |
| 404 | Bank of Mississippi, Tupelo | 517,219,853 | 456,113,012 | 416 | + 12 |
| 599 | Peoples Bank & Trust Co., Tupelo | 321,964,756 | 283,968,765 | 624 | + 25 |
| 1080 | First Citizens National Bank, Tupelo | 180,804,746 | 164,728,018 | 1089 | 9 |
| 972 | Peoples Bank of Mississippi NA, Union | 198,619,963 | 195,044,737 | 911 | |
| 1267 | First National Bank, Vicksburg | 156,455,548 | 139,327,389 | 1308 | + 41 |
| 1882 | Merchants National Bank, Vicksburg | 108,632,804 | 111,821,224 | 1696 | |
| 2454 | First State Bank, Waynesboro | 87,927,458 | 81,407,094 | 2472 | + 18 |
| 3841 | Bank of Yazoo City, Yazoo City | 58,675,928 | 53,706,110 | 3963 | + 122 |

| Rank 12/84 | MISSOURI | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3940 | Gentry County Bank, Albany | 57,222,000 | 53,101,000 | 4011 | + 71 |
| 3612 | Boatmen's Bank of Aurora, Aurora | 62,007,000 | 56,908,000 | 3718 | + 106 |
| 2962 | Boatmen's Bank of West Cty., Ballwin | 73,897,000 | 67,445,000 | 3050 | + 88 |
| 4827 | Boatmen's Bank, Belton | 47,407,000 | 42,186,000 | 5123 | + 296 |
| 2408 | Blue Springs Bank, Blue Springs | 89,138,681 | 75,310,124 | 2695 | + 287 |
| 3889 | Commerce Bank, Bolivar | 57,953,294 | 53,369,267 | 3984 | + 95 |
| 3369 | Centerre Bank of Branson, Branson | 65,949,042 | 60,011,114 | 3490 | + 121 |
| 4570 | Security Bank & Trust Co., Branson | 50,185,000 | 43,252,000 | 5002 | + 432 |
| 3351 | Brentwood Bank, Brentwood | 66,173,000 | 66,943,000 | 3085 | |
| 1742 | Mark Twain State Bank, Bridgeton | 116,523,000 | 109,147,000 | 1750 | + 8 |
| 4707 | United Missouri Bank, Brookfield | 48,780,607 | 35,513,000 | 6030 | +1323 |
| 4396 | Boatmen's Bank of Butler, Butler | 51,851,000 | 47,844,000 | 4510 | + 114 |
| 3104 | First National Bank, Camdenton | 70,894,476 | 69,301,393 | 2964 | |
| 1643 | Boatmen's Bank, Cape Girardeau | 121,942,647 | 116,400,305 | 1622 | |
| 2106 | Centerre Bank of Cape Girardeau NA, Cape Girardeau | 99,503,859 | 103,025,657 | 1875 | |
| 3484 | Boatmen's Bank of Carthage, Carthage | 64,070,071 | 66,864,265 | 3087 | |
| 4323 | First State Bank, Caruthersville | 52,616,007 | 48,521,583 | 4435 | + 112 |
| 3800 | Boatmen's National Bank of Cassville, Cassville | 59,340,732 | 51,415,712 | 4173 | + 373 |
| 4941 | Commerce Bank of Barry Cty., Cassville | 46,305,545 | 42,599,069 | 5072 | + 131 |
| 4504 | First Security State Bank, Charleston | 50,783,825 | 47,473,726 | 4548 | + 44 |
| 2180 | Centerre Bank of Chesterfield, Chesterfield | 96,622,000 | 75,625,000 | 2681 | + 501 |
| 2337 | Mark Twain Parkway Bank, Chesterfield | 91,373,000 | 79,065,000 | 2552 | + 215 |
| 1809 | Citizens Bank & Trust Co., Chillicothe | 112,148,000 | 104,389,000 | 1842 | + 33 |
| 3830 | Chillicothe State Bank, Chillicothe | 58,845,000 | 57,943,000 | 3627 | |
| | **CLAYTON** | | | | |
| 435 | Commerce Bank of St. Louis Cty., Clayton | 470,693,766 | 482,183,000 | 397 | |
| 742 | First National Bank of St. Louis Cty., Clayton | 260,948,000 | 121,517,000 | 1540 | + 798 |
| 1556 | General Bank of St. Louis Cty., Clayton | 128,615,000 | 49,122,000 | 4376 | +2820 |
| 4811 | Union State Bank, Clinton | 47,575,703 | 45,414,437 | 4774 | |
| 1032 | Boone Cty. National Bank, Columbia | 187,444,000 | 162,946,000 | 1109 | + 77 |
| 1354 | Centerre Bank of Columbia, Columbia | 146,394,000 | 125,171,000 | 1473 | + 119 |
| 2132 | First National Bank & Trust Co., Columbia | 98,783,000 | 96,925,000 | 2014 | |
| 4433 | Commerce Bank of Columbia NA, Columbia | 51,537,000 | 46,048,487 | 4705 | + 272 |
| 2008 | Boatmen's Bank, Crestwood | 103,195,002 | 91,747,000 | 2161 | + 153 |
| 1236 | First Missouri Bank & Trust Co., Creve Coeur | 159,165,902 | 114,541,000 | 1650 | + 414 |
| 1517 | Landmark Bank of Creve Coeur, Creve Coeur | 131,585,000 | 107,552,000 | 1790 | + 273 |
| 4496 | Boatmen's Bank, De Soto | 50,855,000 | 43,737,000 | 4953 | + 457 |
| 2027 | Colonial Bank, Des Peres | 102,468,000 | 86,301,000 | 2330 | + 303 |
| 4434 | Mercantile Bank, Eldon | 51,534,657 | 46,499,603 | 4651 | + 217 |
| 3002 | Mercants Bank, Farmington | 72,973,000 | 68,773,000 | 2988 | |
| 4358 | Commerce Bank of Fenton NA, Fenton | 52,220,000 | 45,696,501 | 4747 | + 389 |
| 4501 | Mark Twain Progress Bank, Fenton | 50,822,000 | 41,021,000 | 5274 | + 773 |
| 2265 | United Missouri Bank, Ferguson | 93,697,975 | 83,720,000 | 2390 | + 125 |
| 3531 | Commerce Bank, Festus | 63,382,000 | 58,123,013 | 3612 | + 81 |
| 1673 | Centerre Bank of Florisant, Florisant | 120,335,166 | 111,052,250 | 1711 | + 38 |
| 3461 | Commerce Bank, Florissant | 64,449,000 | 57,923,238 | 3630 | + 169 |
| 3585 | Boatmen's Bank of Taney Cty., Forsyth | 62,554,000 | 57,708,000 | 3651 | + 66 |
| 3712 | New Era Bank, Fredericktown | 60,535,000 | 54,552,000 | 3898 | + 186 |
| 3271 | Callaway Bank, Fulton | 67,317,656 | 61,023,000 | 3437 | + 166 |
| 4964 | First National Bank, Gallatin | 46,037,000 | 43,722,000 | 4956 | |
| 1917 | First National Bank, Gladstone | 107,235,535 | 83,024,286 | 2417 | + 500 |
| 4684 | High Ridge Mercantile Bank, High Ridge | 48,979,000 | 40,997,000 | 5278 | + 594 |
| 2029 | Noland Road Mercantile Bank, Independence | 102,427,000 | 92,952,219 | 2123 | + 94 |
| 2413 | Centerre Bank of Independence NA, Independence | 89,108,839 | 87,920,861 | 2274 | |
| 3977 | Standard State Bank, Independence | 56,697,000 | 52,024,824 | 4112 | + 135 |
| 4404 | Boatmen's Bank of Independence, Independence | 51,786,000 | 46,494,000 | 4652 | + 248 |
| 3821 | Jackson Exchange Bank & Trust Co., Jackson | 59,056,000 | 57,110,961 | 3699 | |
| 3938 | Cape County Bank, Jackson | 57,242,000 | 54,880,000 | 3869 | |
| 744 | Central Trust Bank, Jefferson City | 259,855,000 | 237,429,471 | 757 | + 13 |
| 1234 | Exchange National Bank, Jefferson City | 159,239,629 | 134,630,302 | 1361 | + 127 |
| 2732 | Jefferson Bank, Jefferson City | 79,219,679 | 68,064,885 | 3021 | + 289 |
| 1001 | Landmark North Cty. Bank & Trust Co., Jennings | 192,986,000 | 191,889,000 | 926 | |
| 2547 | Boatmen's Bank, Jennings | 84,879,000 | 79,548,000 | 2536 | |
| 1400 | First National Mercantile Bank & Trust Co., Joplin | 142,406,446 | 140,485,038 | 1295 | |
| 3375 | Commerce Bank, Joplin | 65,843,000 | 62,049,568 | 3382 | + 7 |
| 3992 | First State Bank, Joplin | 56,548,000 | 51,194,163 | 4196 | + 204 |
| | **KANSAS CITY** | | | | |
| 224 | Commerce Bank of Kansas City NA, Kansas City | 1,037,509,000 | 786,905,000 | 263 | + 39 |
| 225 | United Missouri Bank of Kansas City NA, Kansas City | 1,033,932,000 | 969,017,000 | 215 | |
| 250 | Boatmen's National Bank, Kansas City | 933,567,000 | 918,424,000 | 226 | |
| 416 | Merchants Bank, Kansas City | 498,829,086 | 318,879,011 | 562 | + 146 |
| 536 | Boatmen's Bank & Trust Co., Kansas City | 370,558,927 | 283,877,147 | 625 | + 89 |
| 579 | Centerre Bank of Kansas City NA, Kansas City | 330,760,000 | 271,994,220 | 658 | + 79 |
| 1029 | Bank of Kansas City, Kansas City | 187,838,000 | 106,290,000 | 1811 | + 782 |
| 1047 | Mercantile B&T Co., Kansas City | 186,554,137 | 170,155,684 | 1049 | + 2 |
| 1207 | United Missouri City Bank, Kansas City | 162,851,675 | 155,146,000 | 1166 | |
| 1271 | Metro North State Bank, Kansas City | 155,695,177 | 111,148,446 | 1709 | + 438 |
| 1593 | Mercantile Regional Bank, Kansas City | 126,016,033 | 67,444,729 | 3051 | +1458 |
| 1764 | Blue Ridge Bank & Trust Co., Kansas City | 115,538,000 | 107,947,000 | 1781 | + 17 |
| 1902 | Mark Twain Kansas City Bank, Kansas City | 107,864,000 | .......... | .... | |
| 2047 | Westport Bank, Kansas City | 101,632,000 | 82,524,000 | 2434 | + 387 |
| 2250 | Goppert Bank & Trust Co., Kansas City | 94,445,369 | 85,905,280 | 2341 | + 91 |
| 2532 | United Missouri Bank So., Kansas City | 85,347,701 | 75,320,000 | 2694 | + 162 |
| 2948 | Boatmen's North Hills Bank, Kansas City | 74,136,686 | 62,670,036 | 3345 | + 397 |
| 2964 | CharterBank Ward Parkway NA, Kansas City | 73,803,000 | 64,628,000 | 3215 | + 251 |
| 3022 | American Bank & Trust Co., Kansas City | 72,594,782 | 80,892,297 | 2502 | |
| 3487 | United Missouri Bank of H.M., Kansas City | 64,047,838 | 58,368,000 | 3595 | + 108 |
| 4619 | Boatmen's Livestock National Bank, Kansas City | 49,710,000 | 44,419,000 | 4867 | + 248 |
| 2259 | Centerre Bank of Kennett, Kennett | 94,016,767 | 108,281,609 | 1772 | |
| 3445 | Bank of Kirksville, Kirksville | 64,762,000 | 54,415,743 | 3910 | + 465 |
| 4129 | First National Bank, Kirksville | 54,866,947 | 54,604,000 | 3893 | |
| 2016 | Commerce Bank of Kirkwood NA, Kirkwood | 102,917,188 | 93,460,457 | 2107 | + 91 |
| 2892 | United Missouri Bank, Kirkwood | 75,430,137 | 66,200,000 | 3125 | + 233 |
| 1540 | Mark Twain National Bank, Ladue | 129,976,000 | 119,830,000 | 1564 | + 24 |
| 2710 | Boatmen's Bank of Ladue, Ladue | 79,927,980 | 38,837,378 | 5566 | +2856 |
| 3008 | Landmark Bank of Ladue, Ladue | 72,924,000 | 71,153,000 | 2885 | |
| 3154 | Commerce Bank of Lebanon NA, Lebanon | 69,688,146 | 65,640,085 | 3157 | + 3 |
| 4574 | Central Bank, Lebanon | 50,152,376 | 47,133,000 | 4581 | + 7 |
| 2627 | Midland Bank, Lee's Summit | 82,263,000 | 65,840,383 | 3145 | + 518 |
| 3470 | Boatmen's Bank, Lee's Summit | 64,336,000 | 56,516,000 | 3746 | + 276 |
| 4890 | Centerre Bank of Liberty NA, Liberty | 46,745,672 | 40,344,260 | 5366 | + 476 |
| 4743 | Mercantile Bank, Louisiana | 48,401,000 | 40,509,000 | 5344 | + 601 |
| 3928 | Macon-Atlanta State Bank, Macon | 57,409,561 | 52,958,896 | 4032 | + 104 |
| 2923 | Citizens Nat'l Bank of Greater St. Louis, Maplewood | 74,775,000 | 67,654,000 | 3037 | + 114 |
| 3263 | Pioneer Bank & Trust Co., Maplewood | 67,485,000 | 73,045,000 | 2786 | |
| 2558 | Wood & Huston Bank, Marshall | 84,478,046 | 80,807,953 | 2503 | |
| 4747 | Boatmen's Bank of Marshall, Marshall | 48,368,000 | 46,950,000 | 4600 | |
| 2342 | Nodaway Valley Bank, Maryville | 91,161,000 | 86,837,366 | 2315 | |
| 3572 | Citizens State Bank, Maryville | 62,694,073 | 57,472,700 | 3669 | + 97 |
| 2809 | Commerce Bank of Mexico NA, Mexico | 77,089,700 | 74,397,357 | 2736 | |
| 2092 | City Bank & Trust Co., Moberly | 100,136,548 | 93,572,000 | 2105 | + 13 |
| 4457 | Commerce Bank of Moberly NA, Moberly | 51,245,000 | 47,910,000 | 4501 | + 44 |
| 3886 | United Missouri Bank, Monett | 58,002,674 | 53,402,000 | 3980 | + 94 |
| 4935 | First National Mercantile Bank, Monett | 46,392,000 | 35,096,916 | 6087 | +1152 |
| 3796 | Bank of Neosho, Neosho | 59,395,000 | 57,953,190 | 3625 | |
| 3850 | Centerre Bank of Neosho NA, Neosho | 58,544,863 | 51,303,062 | 4185 | + 335 |
| 3195 | Centerre Bank of North Kansas City NA, North Kansas City | 68,779,438 | 66,869,260 | 3086 | |
| 3514 | Bank of Odessa, Odessa | 63,601,000 | 55,660,000 | 3808 | + 294 |
| 2643 | Bank of the Lake of the Ozarks, Osage Beach | 81,947,424 | 74,184,000 | 2746 | + 103 |
| 3763 | Boatmen's Bank of Overland, Overland | 59,734,000 | 51,926,486 | 4123 | + 360 |
| 2774 | Commerce Bank, Poplar Bluff | 77,925,723 | 69,564,578 | 2951 | + 177 |
| 2830 | Bank of Poplar Bluff, Poplar Bluff | 76,674,386 | 73,561,000 | 2766 | |
| 2276 | Boatmen's Raytown Bank, Raytown | 93,428,060 | 90,744,562 | 2193 | |
| 3070 | American Bank, Raytown | 71,477,596 | 59,991,000 | 3493 | + 423 |
| 4248 | American Bank, Richmond | 53,650,000 | 51,495,000 | 4160 | |
| 3659 | Centerre Bank of Rolla, Rolla | 61,409,000 | 59,403,000 | 3525 | |
| 4365 | Phelps Cty. Bank, Rolla | 52,155,000 | 27,300,000 | 7436 | +3071 |
| 2971 | Landmark Northwest Plaza Bank, St. Ann | 73,695,000 | 76,343,000 | 2650 | |
| 3393 | Mega Bank of St. Ann, St. Ann | 65,647,000 | 51,702,227 | 4145 | + 752 |
| 2045 | First National Bank, St. Charles | 101,647,000 | 94,171,056 | 2089 | + 44 |
| 4093 | Mercantile Bank, St. Charles | 55,207,000 | 42,025,000 | 5145 | +1052 |
| 4386 | Commerce Bank of St. Charles Cty., St. Charles | 51,936,354 | 44,636,599 | 4846 | + 460 |

➜ Continued on Next Page

| Rank 12/84 | MISSOURI | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4441 | First State Bank, St. Charles | 51,446,000 | 45,150,000 | 4798 | + 357 |
| 852 | American National Bank, St. Joseph | 226,737,000 | 220,170,288 | 812 | |
| 949 | First National Bank, St. Joseph | 203,697,713 | 203,135,000 | 881 | |
| 2173 | United Missouri Bank, St. Joseph | 96,921,431 | 97,395,000 | 2002 | |
| 3340 | Commerce Bank of St. Joseph NA, St. Joseph | 66,403,000 | 62,461,994 | 3363 | + 23 |
| 4134 | Belt American Bank, St. Joseph | 54,778,000 | 52,010,000 | 4114 | |
| 4651 | Farmers State Bank, St. Joseph | 49,318,000 | 48,235,684 | 4472 | |
| | **ST. LOUIS** | | | | |
| 91 | Mercantile Trust Co. NA, St. Louis | 2,620,595,000 | 2,382,548,000 | 84 | |
| 109 | Centerre Bank NA, St. Louis | 2,241,122,000 | 2,212,958,000 | 95 | |
| 274 | Boatmen's National Bank, St. Louis | 847,446,000 | 888,201,000 | 230 | |
| 424 | General Bank, St. Louis | 485,876,000 | 252,193,000 | 714 | + 290 |
| 705 | Commerce Bank of St. Louis NA, St. Louis | 272,333,375 | 155,242,000 | 1164 | + 459 |
| 892 | Boatmen's Hampton Bank, St. Louis | 217,527,000 | 194,435,000 | 915 | + 23 |
| 937 | Commerce Bank of Tower Grove, St. Louis | 206,944,211 | 224,003,000 | 796 | |
| 986 | South Side National Bank, St. Louis | 195,376,509 | 161,466,489 | 1120 | + 134 |
| 1020 | CharterBank St. Louis NA, St. Louis | 190,062,000 | 156,993,000 | 1156 | + 136 |
| 1087 | Boatmen's Bank of St. Louis Cty., St. Louis | 179,449,160 | 125,771,000 | 1462 | + 375 |
| 1507 | Cass Bank & Trust Co., St. Louis | 132,180,000 | 128,083,000 | 1438 | |
| 1845 | Southwest Bank, St. Louis | 109,920,899 | 98,267,112 | 1979 | + 134 |
| 1932 | Mercantile-Commerce Trust Co., St. Louis | 106,479,397 | 101,154,000 | 1915 | |
| 1987 | American Bank of St. Louis, St. Louis | 104,080,000 | 110,212,000 | 1725 | |
| 1989 | Southern Commercial Bank, St. Louis | 103,881,000 | 90,846,000 | 2188 | + 199 |
| 2152 | Jefferson Bank & Trust Co., St. Louis | 97,579,000 | 97,945,390 | 1989 | |
| 2395 | Lindell Trust Co., St. Louis | 89,675,000 | 83,684,880 | 2393 | |
| 3560 | Chippewa First Financial Bank, St. Louis | 62,912,000 | 56,660,938 | 3737 | + 177 |
| 3632 | Landmark Bank of South Cty., St. Louis | 61,751,000 | 14,094,000 | — | |
| 3864 | United Missouri Bank of St. Louis, St. Louis | 58,371,898 | 37,053,000 | 5815 | +1951 |
| 4524 | Mark Twain St. Louis Bank NA, St. Louis | 50,637,000 | 32,573,000 | 6470 | +1946 |
| 4837 | Bremen Bank & Trust Co., St. Louis | 47,284,700 | 44,079,625 | 4906 | + 69 |
| 871 | Lemay Bank & Trust Co., St. Louis County | 222,292,686 | 190,345,089 | 939 | + 68 |
| 917 | Gravois Bank, St. Louis County | 210,578,000 | 191,857,000 | 928 | + 11 |
| 1299 | Mark Twain So. Cty. Bank, St. Louis County | 152,002,000 | 137,963,000 | 1327 | + 28 |
| 1817 | Mercantile National Bank, St. Louis County | 111,293,255 | 99,104,067 | 1959 | + 142 |
| 1844 | St. Johns Bank & Trust Co., St. Louis County | 110,196,158 | 92,203,000 | 2144 | + 300 |
| 1971 | Mark Twain Northland Bank, St. Louis County | 104,578,288 | 97,893,000 | 1990 | + 19 |
| 2101 | Boatmen's Bank, St. Louis County | 99,831,000 | 89,259,000 | 2231 | + 130 |
| 3501 | Lewis & Clark Mercantile Bank, St. Louis County | 63,837,000 | 66,711,703 | 3095 | |
| 3529 | Mark Twain St. Charles County Bank NA, St. Peters | 63,392,000 | 53,237,000 | 3997 | + 468 |
| 4477 | First National Bank, Salem | 51,082,000 | 48,455,000 | 4448 | |
| 1665 | Third National Bank, Sedalia | 120,741,377 | 113,427,013 | 1666 | + 1 |
| 2795 | Bank of Sikeston, Sikeston | 77,483,000 | 77,693,000 | 2610 | |
| 3577 | First National Bank, Sikeston | 62,648,356 | 63,875,000 | 3261 | |
| 606 | Commerce Bank, Springfield | 319,147,532 | 294,108,177 | 595 | |
| 692 | Boatmen's National Bank, Springfield | 276,357,000 | 261,517,000 | 683 | |
| 1495 | Mercantile Bank, Springfield | 133,377,000 | 125,550,000 | 1467 | |
| 2000 | Empire Bank, Springfield | 103,479,000 | 99,690,465 | 1947 | |
| 2514 | Centerre Bank of Springfield, Springfield | 85,849,000 | 68,887,000 | 2980 | + 466 |
| 3219 | CharterBank Springfield NA, Springfield | 68,355,000 | 63,308,000 | 3298 | + 79 |
| 4940 | Sac River Valley Bank, Stockton | 46,314,570 | 43,463,000 | 4991 | + 51 |
| 4516 | Trenton Trust Co., Trenton | 50,685,308 | 42,958,321 | 5029 | + 513 |
| 4677 | Trenton National Mercantile Bank, Trenton | 49,064,232 | 48,389,498 | 4456 | |
| 4927 | Peoples Bank of Lincoln Cty., Troy | 46,431,000 | 42,062,000 | 5140 | + 213 |
| 3820 | United Bank, Union | 59,059,000 | 57,595,000 | 3660 | |
| 3353 | Commerce Bank, University City | 66,169,565 | 63,123,000 | 3321 | |
| 4376 | Royal Bank-Mid-County, University City | 52,051,000 | 54,173,763 | 3929 | |
| 3925 | Citizens Bank, Warrensburg | 57,428,000 | 55,277,000 | 3842 | |
| 4988 | United Missouri Bank, Warrensburg | 45,845,958 | 44,903,000 | 4817 | |
| 2272 | Bank of Washington, Washington | 93,588,964 | 83,559,096 | 2399 | + 127 |
| 3692 | Franklin County Mercantile Bank, Washington | 60,874,000 | 57,891,000 | 3654 | |
| 2089 | Boatmen's Bank of Webster Groves, Webster Groves | 100,309,324 | 88,035,286 | 2271 | + 182 |
| 3122 | Commerce Bank, Webster Groves | 70,248,686 | 63,612,000 | 3277 | + 155 |
| 4687 | Commerce Bank, Wentzville | 48,946,187 | 41,881,149 | 5163 | + 476 |
| 1964 | Centerre Bank of West Plains NA, West Plains | 104,896,038 | 99,407,611 | 1954 | |
| 4250 | West Plains Bank, West Plains | 53,598,640 | 53,300,022 | 3990 | |

| Rank 12/84 | MONTANA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1919 | Norwest Bank Anaconda-Butte NA, Anaconda | 107,162,559 | 102,316,000 | 1892 | |
| 675 | First Bank NA-Billings, Billings | 285,641,112 | 245,972,032 | 728 | + 53 |
| 762 | First Interstate Bank of Billings NA, Billings | 254,447,000 | 225,553,000 | 793 | + 31 |
| 1017 | Norwest Bank Billings NA, Billings | 190,861,000 | 177,509,330 | 1003 | |
| 3183 | First Citizens Bank, Billings | 69,004,666 | 64,540,678 | 3220 | + 37 |
| 4253 | First Bank-West Billings, Billings | 53,581,633 | 49,118,000 | 4377 | + 124 |
| 1788 | First National Bank, Bozeman | 113,958,000 | 103,279,850 | 1863 | + 75 |
| 1958 | First Security Bank, Bozeman | 105,089,000 | 101,528,269 | 1906 | |
| 2115 | First Bank Butte, Butte | 99,130,000 | 111,382,000 | 1706 | |
| 4117 | Farmers State Bank, Conrad | 54,965,182 | 52,298,000 | 4088 | |
| 4464 | First Interstate Bank of Glacier Cty., Cut Bank | 51,182,331 | 47,234,024 | 4570 | + 106 |
| 4035 | First State Bank, Forsyth | 56,126,000 | 51,575,000 | 4152 | + 117 |
| 4360 | First National Bank, Glasgow | 52,212,061 | 48,469,249 | 4447 | + 87 |
| 4111 | First National Bank, Glendive | 55,025,654 | 53,006,000 | 4027 | |
| 4794 | First Security Bank, Glendive | 47,746,000 | 47,965,000 | 4496 | |
| 1065 | First National Bank, Great Falls | 182,676,301 | 179,415,000 | 993 | |
| 1358 | Norwest Bank Great Falls NA, Great Falls | 145,870,082 | 136,981,860 | 1341 | |
| 1997 | First Interstate Bank of Great Falls, Great Falls | 103,578,000 | 100,397,000 | 1928 | |
| 4870 | First Westside National Bank, Great Falls | 46,986,317 | 43,322,000 | 4462 | |
| 4430 | Citizens' State Bank, Hamilton | 51,577,320 | 46,659,159 | 4627 | + 197 |
| 2930 | First National Bank, Havre | 74,663,000 | 77,464,000 | 2619 | |
| 4903 | Citizens Bank of Montana, Havre | 46,613,000 | 47,088,949 | 4584 | |
| 1916 | First National Bank & Trust Co., Helena | 107,373,000 | 92,587,000 | 2131 | + 215 |
| 2209 | Norwest Bank Helena, Helena | 95,767,441 | 94,600,667 | 2073 | |
| 1895 | First Interstate Bank of Kalispell NA, Kalispell | 108,250,177 | 111,831,515 | 1695 | |
| 2179 | Norwest Bank Kalispell NA, Kalispell | 96,668,000 | 78,576,000 | 2574 | + 395 |
| 3042 | First National Bank, Lewistown | 72,209,000 | 71,447,000 | 2870 | |
| 3589 | Norwest Bank Lewistown, Lewistown | 62,492,260 | 58,464,000 | 3586 | |
| 4582 | First Security Bank, Livingston | 50,065,323 | 46,146,455 | 4696 | + 114 |
| 4647 | First National Park Bank, Livingston | 49,349,000 | 48,744,000 | 4416 | |
| 2594 | First Security Bank & Trust, Miles City | 83,200,377 | 79,129,900 | 2547 | |
| 2748 | First National Bank, Miles City | 78,784,000 | 76,841,000 | 2634 | |
| 1221 | First Bank NA-Western Montana, Missoula | 161,372,000 | 114,464,071 | 1654 | + 433 |
| 1946 | First National Montana Bank, Missoula | 105,554,181 | 100,638,695 | 1924 | |
| 4398 | Security State Bank, Plentywood | 51,847,480 | 47,258,738 | 4567 | + 169 |
| 3494 | First State Bank, Shelby | 63,948,687 | 66,463,000 | 3104 | |
| 3966 | Richland National Bank & Trust, Sidney | 56,862,000 | 55,181,000 | 3847 | |

| Rank 12/84 | NEBRASKA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2561 | Guardian State Bank & Trust Co., Alliance | 84,420,199 | 71,974,606 | 2846 | + 285 |
| 4735 | First National Bank & Trust Co., Aurora | 48,454,000 | 45,098,507 | 4801 | + 66 |
| 3492 | Beatrice National Bank & Trust Co., Beatrice | 63,974,454 | 62,975,165 | 3332 | |
| 4215 | First National Bank & Trust Co., Beatrice | 53,976,431 | 49,306,725 | 4353 | + 138 |
| 3479 | Washington County Bank, Blair | 64,235,000 | 64,197,000 | 3242 | |
| 4616 | Nebraska State Bank & Trust Co., Broken Bow | 49,728,449 | 47,307,503 | 4563 | |
| 1190 | First National Bank & Trust Co., Columbus | 164,361,316 | 151,990,440 | 1191 | + 1 |
| 4462 | First National Bank, David City | 51,199,000 | 47,672,000 | 4525 | + 63 |
| 3175 | First National Bank, Fairbury | 69,162,783 | 63,607,033 | 3278 | + 103 |
| 2305 | First National Bank & Trust Co., Fremont | 92,402,895 | 90,212,906 | 2206 | |
| 2669 | Fremont National Bank & Trust Co., Fremont | 81,207,124 | 78,894,160 | 2553 | |
| 4461 | Geneva State Bank, Geneva | 51,199,566 | 48,057,694 | 4487 | + 26 |
| 2555 | Gering National Bank & Trust Co., Gering | 84,500,000 | 72,336,000 | 2825 | + 270 |
| 4832 | First National Bank, Gordon | 47,347,000 | 43,212,111 | 5005 | + 173 |
| 1569 | Norwest Bank Grand Island NA, Grand Island | 127,502,000 | 116,764,000 | 1615 | + 46 |
| 3734 | Overland National Bank, Grand Island | 60,223,255 | 62,623,000 | 3352 | |
| 1156 | Norwest Bank Hastings NA, Hastings | 169,185,000 | 160,625,000 | 1128 | |
| 2357 | City National Bank & Trust Co., Hastings | 90,687,269 | 92,070,354 | 2149 | |
| 1985 | First National Bank, Holdrege | 104,125,000 | 97,777,147 | 1997 | + 12 |
| 2360 | First National Bank & Trust Co., Kearney | 90,661,000 | 86,434,000 | 2328 | |
| 2654 | Platte Valley State B & T Co., Kearney | 81,712,000 | 81,960,000 | 2460 | |
| 4690 | Lexington State Bank, Lexington | 48,927,000 | 46,293,000 | 4676 | |
| | **LINCOLN** | | | | |
| 324 | First National Bank & Trust Co., Lincoln | 699,279,000 | 578,804,649 | 344 | + 20 |
| 565 | National Bank of Commerce T&S Assn., Lincoln | 340,902,104 | 299,774,000 | 589 | + 24 |
| 2600 | Union Bank & Trust Co., Lincoln | 83,095,000 | 71,264,723 | 2878 | + 278 |
| 3512 | Gateway Bank & Trust Co., Lincoln | 63,622,000 | 65,387,264 | 3174 | |
| 2619 | First National Bank, McCook | 82,508,925 | 76,015,875 | 2668 | + 49 |
| 2850 | McCook National Bank, McCook | 76,261,446 | 66,277,270 | 3114 | + 264 |
| 4390 | Minden Exchange Bank & Trust Co., Minden | 51,913,590 | 48,407,211 | 4453 | + 63 |
| 4586 | National Bank, Neligh | 49,966,501 | 34,914,121 | 6110 | +1524 |
| 1499 | DeLay First Nat'l Bank & Trust Co., Norfolk | 132,977,541 | 124,805,000 | 1480 | |
| 2711 | Norwest Bank Norfolk NA, Norfolk | 79,868,000 | 78,151,000 | 2587 | |
| 2286 | First National Bank & Trust Co., North Platte | 92,893,148 | 89,676,361 | 2220 | |
| 4857 | First National Bank, Ogallala | 47,110,028 | 45,285,311 | 4784 | |
| 4954 | Keith Cty. Bank & Trust Co., Ogallala | 46,153,000 | 42,987,942 | 5026 | + 72 |
| | **OMAHA** | | | | |
| 267 | Omaha National Bank, Omaha | 875,387,000 | 641,460,000 | 316 | + 49 |
| 393 | First National Bank, Omaha | 526,762,663 | 490,477,446 | 393 | |
| 401 | Norwest Bank Omaha NA, Omaha | 520,545,000 | 452,575,000 | 421 | + 20 |
| 1194 | Norwest Bank Omaha South NA, Omaha | 164,246,000 | 163,175,000 | 1107 | |
| 1583 | Norwest Bank Omaha West, Omaha | 126,768,000 | 121,085,000 | 1550 | |
| 2051 | Douglas County Bank & Trust Co., Omaha | 101,562,226 | 90,403,654 | 2201 | + 150 |
| 2115 | Packers National Bank, Omaha | 99,353,000 | 94,183,000 | 2088 | |
| 2178 | First West Side Bank, Omaha | 96,743,000 | 91,338,000 | 2174 | |
| 2523 | Southwest Bank & Trust Co., Omaha | 85,753,000 | 80,914,628 | 2500 | |
| 4009 | Northern Bank, Omaha | 56,386,358 | 58,140,271 | 3608 | |
| 4068 | Bank of Millard, Omaha | 55,655,049 | 52,572,000 | 4062 | |
| 5000 | Ames Bank, Omaha | 45,707,537 | 42,094,170 | 5134 | + 134 |
| 4342 | Ralston Bank, Ralston | 52,324,024 | 44,588,723 | 4853 | + 511 |
| 1940 | Scottsbluff National Bank & Trust Co., Scottsbluff | 106,042,000 | 98,828,000 | 1968 | + 28 |
| 3576 | Jones National Bank & Trust Co., Seward | 62,649,000 | 56,567,000 | 3744 | + 168 |
| 4564 | American National Bank, Sidney | 50,251,424 | 49,894,341 | 4314 | |
| 3777 | State National Bank & Trust Co., Wayne | 59,619,000 | 54,975,576 | 3861 | + 84 |
| 2570 | First National Bank, York | 84,280,000 | 81,386,000 | 2473 | |
| 3911 | York State Bank & Trust Co., York | 57,705,000 | 53,076,334 | 4015 | + 104 |

| Rank 12/84 | NEVADA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **LAS VEGAS** | | | | |
| 245 | Valley Bank of Nevada, Las Vegas | 957,990,353 | 867,714,593 | 235 | |
| 1301 | Nevada State Bank, Las Vegas | 151,969,000 | 161,354,000 | 1121 | |
| | **RENO** | | | | |
| 113 | First Interstate Bank of Nevada NA, Reno | 2,163,122,000 | 2,077,582,768 | 102 | |
| 434 | Nevada National Bank, Reno | 471,858,048 | 445,585,000 | 432 | |
| 568 | Security Bank of Nevada, Reno | 339,657,183 | 291,136,436 | 603 | + 35 |
| 2074 | Pioneer Citizens Bank, Reno | 100,850,000 | 103,477,000 | 1859 | |

| Rank 12/84 | NEW HAMPSHIRE | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3724 | Bedford Bank, Bedford | 60,273,000 | 53,316,960 | 3989 | + 265 |
| 2557 | Berlin City Bank, Berlin | 84,487,989 | 79,648,376 | 2534 | |
| 1364 | Concord National Bank, Concord | 145,387,000 | 110,651,000 | 1719 | + 355 |
| 3900 | Derry Bank & Trust Co., Derry | 57,821,809 | 49,443,982 | 4339 | + 439 |
| 4761 | Stratford National Bank, Dover | 48,226,453 | 47,643,380 | 4529 | |
| 1781 | Exeter Banking Co., Exeter | 114,478,599 | 95,467,900 | 2056 | + 275 |
| 3092 | Bank Meridian NA, Hampton | 71,136,000 | 60,395,304 | 3467 | + 375 |
| 2428 | Dartmouth National Bank, Hanover | 86,622,288 | 87,012,248 | 2306 | |
| 3320 | Monadnock Bank, Jaffrey | 66,724,222 | 62,182,936 | 3373 | + 53 |
| 3976 | Cheshire National Bank, Keene | 56,697,544 | 55,541,107 | 3819 | |
| 2618 | Laconia Peoples Nat'l Bank & Trust Co., Laconia | 82,587,375 | 67,571,000 | 3045 | + 427 |
| 3268 | National Bank, Lebanon | 67,374,151 | 64,904,533 | 3197 | |
| 1767 | Indian Head Bank North, Littleton | 115,057,161 | 99,029,942 | 1963 | + 196 |
| 618 | Bank of New Hampshire NA, Manchester | 311,523,000 | 267,096,197 | 670 | + 52 |
| 619 | BankEast, Manchester | 310,234,000 | 273,986,000 | 648 | + 29 |
| 956 | Merchants National Bank, Manchester | 202,780,353 | 162,852,548 | 1110 | + 154 |
| 1256 | Amoskeag National Bank & Trust Co., Manchester | 157,434,523 | 128,680,309 | 1434 | + 178 |
| 3177 | Souhegan National Bank, Milford | 69,115,650 | 62,023,026 | 3384 | + 207 |
| | **NASHUA** | | | | |
| 465 | Indian Head National Bank, Nashua | 436,204,000 | 327,310,000 | 545 | + 80 |
| 896 | Nashua Trust Co., Nashua | 216,490,463 | 191,412,609 | 934 | + 38 |
| 4418 | North Conway Bank, North Conway | 51,678,182 | 42,575,584 | 5076 | + 658 |
| 4575 | White Mountain National Bank, North Conway | 50,150,000 | 42,311,000 | 5109 | + 534 |
| 1944 | Pelham Bank & Trust Co., Pelham | 105,666,158 | 80,530,826 | 2511 | + 567 |
| 4945 | Plaistow Bank & Trust Co., Plaistow | 46,286,419 | 33,982,193 | 6245 | +1300 |
| 2374 | Plymouth Guaranty Savings Bank, Plymouth | 90,140,316 | 79,774,066 | 2532 | + 158 |
| 1070 | Indian Head Bank & Trust Co., Portsmouth | 182,402,776 | 160,219,230 | 1133 | + 63 |
| 1587 | First National Bank, Portsmouth | 126,408,277 | 111,806,871 | 1697 | + 110 |
| 770 | BankEast Savings Bank & Trust, Rochester | 251,417,000 | 237,659,000 | 756 | |
| 4834 | Rockingham County Trust Co., Salem | 47,301,240 | 36,591,828 | 5883 | +1049 |
| 2802 | Suncook Bank, Suncook | 77,315,273 | 70,710,554 | 2896 | + 94 |
| 3015 | Wolfeboro National Bank, Wolfeboro | 72,731,551 | 54,075,126 | 3937 | + 922 |

| Rank 12/84 | NEW JERSEY | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4188 | First National Bank, Absecon | 54,181,731 | 48,633,019 | 4426 | + 238 |
| 3132 | Independence Bank, Allendale | 70,096,000 | 57,793,000 | 3639 | + 507 |
| | **ATLANTIC CITY** | | | | |
| 312 | First Jersey NB/South, Atlantic City | 724,992,000 | 206,096,000 | 864 | + 552 |
| 4924 | Hillsborough National Bank, Belle Mead | 46,455,855 | 41,513,984 | 5212 | + 288 |
| 1515 | Peoples Bank NA, Belleville | 131,666,000 | 114,491,000 | 1652 | + 137 |
| 895 | Bank of Mid-Jersey, Bordentown Twp. | 216,687,173 | 186,665,000 | 959 | + 64 |
| 1819 | National Bank of Sussex Cty., Branchville | 111,256,000 | 94,711,000 | 2072 | + 253 |
| 1448 | United Jersey Bank/C National, Bridgeton | 137,852,000 | 129,718,000 | 1423 | |
| 1553 | Farmers & Merchants National Bank, Bridgeton | 128,707,000 | 108,332,000 | 1769 | + 216 |
| | **BRIDGEWATER TWP.** | | | | |
| 387 | First National Bank of Central Jersey, Bridgewater Twp. | 534,831,459 | 486,768,103 | 395 | + 8 |
| 781 | Somerset Trust Co., Bridgewater Twp. | 248,025,522 | 229,273,000 | 781 | |
| | **BURLINGTON TWP.** | | | | |
| 214 | First Fidelity Bank NA-South Jersey, Burlington Twp. | 1,076,489,000 | 873,001,000 | 233 | + 19 |
| 1181 | United Jersey Bank/Southwest, Camden | 165,576,000 | 159,134,000 | 1138 | |
| 3554 | Carteret Bank & Trust Co., Carteret | 62,990,159 | 51,130,109 | 4203 | + 649 |
| 1300 | Chatham Trust Co., Chatham Twp. | 151,973,000 | 131,512,000 | 1403 | + 103 |
| 1984 | First Bank, Colonia | 104,129,000 | 92,507,150 | 2135 | + 151 |
| 1379 | Midlantic National Bank/Cranbury, Cranbury | 144,267,000 | 127,713,451 | 1443 | + 64 |
| 1730 | Peoples National Bank of North Jersey, Denville | 117,186,728 | 103,207,000 | 1866 | + 136 |
| 864 | United Jersey Bank/Northwest, Dover | 223,654,000 | 212,002,000 | 842 | |
| | **ELIZABETH** | | | | |
| 205 | National State Bank, Elizabeth | 1,154,492,000 | 1,131,293,000 | 185 | |
| 316 | United Counties Trust Co., Elizabeth | 715,726,000 | 656,597,000 | 311 | |
| 1839 | Edgewater National Bank, Englewood Cliffs | 110,322,198 | 96,781,000 | 2022 | + 183 |
| 1980 | Flemington National Bank & Trust Co., Flemington | 104,278,822 | 99,507,000 | 1952 | |
| 2679 | Citizens State Bank, Forked River | 80,926,708 | 81,751,000 | 2467 | |
| 2578 | First National Bank, Fort Lee | 83,884,641 | 77,666,000 | 2612 | + 34 |
| 1949 | Urban National Bank, Franklin Lakes | 105,330,527 | 84,904,892 | 2362r | + 413 |
| | **FREEHOLD** | | | | |
| 303 | Central Jersey Bank & Trust Co., Freehold | 747,830,000 | 658,271,000 | 310 | + 7 |

| | | | | | |
|---|---|---|---|---|---|
| 3556 | Peapack-Gladstone Bank, Gladstone | 62,960,640 | 61,043,588 | 3436 | |
| | **HACKENSACK** | | | | |
| 119 | United Jersey Bank, Hackensack | 2,063,762,000 | 1,930,461,000 | 109 | |
| | **HADDON TWP.** | | | | |
| 339 | First Peoples Bank of New Jersey, Haddon Twp. | 647,200,000 | 694,957,000 | 299 | |
| | **HADDONFIELD** | | | | |
| 346 | Midlantic National Bank/South, Haddonfield | 628,451,000 | 586,269,754 | 339 | |
| 1067 | Union Jersey Bk/Mid-State, Hazlet Twp. | 182,638,000 | 173,364,000 | 1024 | |
| 2680 | Howell State Bank, Howell Township | 80,839,973 | 54,925,000 | 3865 | +1185 |
| 2292 | Garden State Bank, Jackson | 92,763,671 | 73,255,000 | 2777 | + 485 |
| | **JAMESBURG** | | | | |
| 140 | Heritage Bank NA, Jamesburg | 1,759,301,000 | 1,571,860,000 | 138 | |
| | **JERSEY CITY** | | | | |
| 197 | First Jersey National Bank, Jersey City | 1,226,475,000 | 967,141,000 | 218 | + 21 |
| 254 | Trust Company of New Jersey, Jersey City | 919,502,000 | 804,246,000 | 254 | |
| 351 | Commercial Trust Co., Jersey City | 606,320,000 | 525,315,000 | 372 | + 21 |
| 1146 | First National Bank & Trust Co., Kearny | 170,859,560 | 166,120,455 | 1082 | |
| 2517 | Continental Bank of New Jersey, Laurel Springs | 85,826,000 | 76,685,000 | 2641 | + 124 |
| 2281 | County Trust Co., Lyndhurst | 93,046,000 | 78,246,000 | 2583 | + 302 |
| 4587 | Brunswick Bank & Trust Co., Manalapan Twp. | 49,946,516 | 50,034,000 | 4300 | |
| 1463 | Maplewood Bank & Trust Co., Maplewood | 136,764,000 | 118,074,412 | 1594 | + 131 |
| 1226 | Commerce Bank NA, Marlton | 160,645,000 | 118,339,000 | 1584 | + 358 |
| 3136 | Community Bank of Bergen Cty., Maywood | 70,021,000 | 63,896,000 | 3258 | + 122 |
| 2565 | Eastern National Bank, Medford | 84,377,000 | 67,112,484 | 3070 | + 505 |
| 3871 | First Morris Bank, Morris Twp. | 58,231,749 | 51,007,312 | 4216 | + 345 |
| | **MORRISTOWN** | | | | |
| 201 | Horizon Bank NA, Morristown | 1,160,748,252 | 782,188,000 | 268 | + 67 |
| 2350 | Horizon Trust Co. NA, Morristown | 90,849,286 | ........ | .... | |
| 3522 | Mount Holly State Bank, Mount Holly | 63,490,000 | 61,560,000 | 3406 | |
| | **NEPTUNE** | | | | |
| 386 | Midlantic National Bank/Merchants, Neptune | 537,340,560 | 471,375,000 | 404 | + 18 |
| | **NEWARK** | | | | |
| 34 | First Fidelity Bank NA, Newark | 5,735,478,000 | 1,857,317,000 | 113 | + 79 |
| 98 | Midlantic National Bank, Newark | 2,441,843,000 | 2,225,673,000 | 93 | |
| 963 | Broad National Bank, Newark | 200,708,000 | 158,266,000 | 1145 | + 182 |
| 4965 | Security National Bank & Trust Co. of N.J., Newark | 46,023,491 | 51,773,387 | 4137 | |
| 4237 | First National Bank, Newfield | 53,765,000 | 47,672,000 | 4526 | + 289 |
| 2931 | Lakeland State Bank, Newfoundland | 74,655,034 | 59,065,660 | 3540 | + 609 |
| 1488 | Midlantic National/Sussex & Merchants, Newton | 134,120,000 | 127,508,000 | 1446 | |
| 2534 | Newton Trust Co., Newton | 85,298,051 | 78,378,365 | 2579 | + 45 |
| 4138 | Meadowlands National Bank, North Bergen | 54,678,572 | 47,744,699 | 4516 | + 378 |
| 3934 | North Plainfield State Bank, North Plainfield | 57,291,955 | 50,394,000 | 4267 | + 333 |
| 943 | Amboy-Madison National Bank, Old Bridge Twp. | 205,013,672 | 164,137,000 | 1096 | + 153 |
| 1035 | Midland Bank & Trust Co., Paramus | 187,333,000 | 174,476,000 | 1021 | |
| | **PASSAIC** | | | | |
| 241 | Valley National Bank, Passaic | 971,851,628 | 786,620,951 | 264 | + 23 |
| 4003 | Jefferson National Bank, Passaic | 56,449,688 | 54,952,998 | 3863 | |
| 1182 | Broadway Bank & Trust Co., Paterson | 165,474,527 | 150,898,476 | 1199 | + 17 |
| 4538 | Penn's Grove National Bank & Trust Co., Penns Grove | 50,510,708 | 46,913,520 | 4605 | + 67 |
| 1089 | Fidelity Bank & Trust Co. of New Jersey, Pennsauken | 179,305,000 | 163,957,837 | 1099 | + 10 |
| 1410 | First Jersey National Bank/Central, Perth Amboy | 141,386,000 | 79,496,000 | 2538 | +1128 |
| 1734 | Phillipsburg National Bank & Trust Co., Phillipsburg | 117,090,903 | 111,525,688 | 1703 | |
| 1193 | Peoples National Bank, Piscataway | 164,246,658 | 148,804,744 | 1215 | + 22 |
| 552 | United National Bank, Plainfield | 353,218,000 | 276,189,000 | 644 | + 92 |
| 670 | Ocean County National Bank, Point Pleasant | 286,297,548 | 241,602,601 | 743 | + 73 |
| | **PRINCETON** | | | | |
| 269 | Princeton Bank, Princeton | 873,828,000 | 321,302,000 | 556 | + 287 |
| 478 | United Jersey Bank NA, Princeton | 420,283,000 | 392,041,000 | 478 | |
| 511 | First Fidelity Bank NA, Raritan Twp. | 388,069,000 | 368,229,000 | 500 | |
| 1769 | Town & Country Bank, Raritan Twp. | 115,051,000 | 96,483,000 | 2023 | + 254 |
| | **RIDGEWOOD** | | | | |
| 202 | Citizens First National Bank, Ridgewood | 1,158,897,000 | 983,878,000 | 208 | + 6 |
| | **RUTHERFORD** | | | | |
| 173 | National Community Bank, Rutherford | 1,403,969,938 | 1,210,760,620 | 177 | + 4 |
| 1714 | Interchange State Bank, Saddle Brook | 118,006,133 | 103,228,704 | 1865 | + 151 |
| 3827 | Bay State Bank, Ship Bottom | 58,934,000 | 50,024,000 | 4302 | + 475 |
| 3343 | Shrewsbury State Bank, Shrewsbury | 66,370,000 | 57,762,000 | 3646 | + 303 |
| | **SOMERSET** | | | | |
| 356 | Franklin State Bank, Somerset | 598,253,000 | 553,821,000 | 357 | + 1 |
| 3628 | Village Bank, South Orange | 61,787,028 | 55,667,179 | 3806 | + 178 |
| 4098 | Inter Community Bank, Springfield | 55,176,374 | 50,983,000 | 4219 | + 121 |
| | **SUMMIT** | | | | |
| 336 | Summit Trust Co., Summit | 665,393,000 | 592,006,000 | 334 | |
| | **TENAFLY** | | | | |
| 495 | First Fidelity Bank NA Cty., Tenafly | 403,065,000 | 372,028,866 | 496 | + 1 |
| | **TOMS RIVER** | | | | |
| 243 | First National Bank, Toms River | 967,123,000 | 650,503,417 | 313 | + 70 |
| | **TOTOWA** | | | | |
| 204 | First Fidelity Bank NA/North Jersey, Totowa | 1,156,571,000 | 1,087,598,000 | 195 | |
| | **TRENTON** | | | | |
| 160 | New Jersey National Bank, Trenton | 1,538,233,000 | 1,171,368,000 | 182 | + 22 |
| 967 | Broad Street National Bank, Trenton | 199,738,788 | 196,188,920 | 905 | |
| 2235 | Union Center National Bank, Union | 94,808,926 | 84,868,042 | 2363 | + 128 |
| 574 | Hudson United Bank, Union City | 334,606,000 | 309,345,000 | 572 | |
| 2764 | Minotola National Bank, Vineland | 78,258,000 | 65,428,144 | 3170 | + 406 |
| 2804 | Glendale National Bank, Voorhees Twp. | 77,249,040 | 60,050,881 | 3486 | + 682 |
| 1675 | Ramapo Bank, Wayne | 120,147,570 | 111,623,938 | 1702 | + 27 |
| 2536 | Lenape State Bank, West Deptford Twp. | 85,207,288 | 74,934,449 | 2713 | + 177 |
| | **WEST PATERSON** | | | | |
| 131 | Midlantic National Bank/North, West Paterson | 1,853,806,000 | 1,091,855,000 | 193 | + 62 |
| 969 | Marine National Bank, Wildwood | 199,164,000 | 170,099,000 | 1050 | + 81 |
| 3390 | Midlantic National Bank/Union Trust, Wildwood | 65,674,000 | 69,610,000 | 2949 | |
| 3113 | Wood Ridge National Bank, Wood Ridge | 70,450,000 | 66,054,584 | 3135 | + 22 |
| 538 | National Bank & Trust Co., Woodbury | 367,910,281 | 341,936,366 | 533 | |
| 2957 | Woodstown National Bank & Trust Co., Woodstown | 73,977,303 | 62,305,197 | 3370 | + 413 |
| 1490 | Yardville National Bank, Yardville | 133,981,000 | 124,625,551 | 1482 | |

## NEW MEXICO

| Rank 12/84 | NEW MEXICO | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2740 | First National Bank, Alamogordo | 79,048,000 | 80,427,000 | 2517 | |
| 4691 | United New Mexico Bank, Alamogordo | 48,918,000 | 52,157,000 | 4095 | |
| | **ALBUQUERQUE** | | | | |
| 208 | Sunwest Bank of Albuquerque NA, Albuquerque | 1,138,387,029 | 1,079,890,311 | 198 | |
| 329 | First National Bank, Albuquerque | 685,158,000 | 590,117,000 | 336 | +7 |
| 640 | First Interstate Bank of Albuquerque, Albuquerque | 301,912,000 | 280,890,000 | 630 | |
| 858 | MONCOR Bank NA, Albuquerque | 225,934,000 | 201,532,000 | 888 | +30 |
| 910 | United New Mexico Bank, Albuquerque | 212,453,873 | 175,444,000 | 1017 | + 107 |
| 4653 | Banquest National Bank, Albuquerque | 49,308,000 | 38,284,000 | 5654 | +1001 |
| 4831 | Western Bank, Albuquerque | 47,375,000 | 45,964,998 | 4715 | |
| 4967 | Southwest National Bank, Albuquerque | 46,019,913 | 48,487,000 | 4444 | |
| 1796 | First National Bank, Artesia | 113,010,795 | 142,603,792 | 1273 | |
| 1653 | First National Bank, Belen | 121,485,285 | 105,010,000 | 1829 | + 176 |
| 2264 | Carlsbad National Bank, Carlsbad | 93,753,411 | 94,938,737 | 2065 | |
| 3505 | Western Commerce Bank, Carlsbad | 63,760,133 | 58,493,668 | 3583 | +78 |
| 3555 | United New Mexico Bank, Carlsbad | 62,990,000 | 61,311,000 | 3422 | |
| 4978 | Farmers & Stockmens Bank, Clayton | 45,932,466 | 46,632,098 | 4630 | |
| 1521 | Citizens Bank, Clovis | 131,466,391 | 135,311,515 | 1359 | |
| 1770 | Sunwest Bank of Clovis NA, Clovis | 115,029,725 | 108,382,000 | 1766 | |
| 4602 | First National Bank, Clovis | 49,846,979 | 38,120,820 | 5675 | +1074 |
| 4440 | United New Mexico Bk at Mimbres Valley, Deming | 51,470,173 | 51,955,160 | 4120 | |
| 4701 | Sunwest Bank of Rio Arriba NA, Espanola | 48,804,269 | 43,895,000 | 4930 | + 229 |
| 1245 | First National Bank, Farmington | 158,181,000 | 144,105,000 | 1260 | +15 |
| 1990 | First Interstate Bank, Farmington | 103,820,000 | 103,297,000 | 1862 | |
| 4790 | Sunwest Bank, Farmington | 47,809,819 | 40,791,239 | 5303 | + 513 |
| 2318 | Sunwest Bank, Gallup | 91,945,063 | 72,082,000 | 2842 | + 524 |
| 3074 | First State Bank of Gallup, Gallup | 71,386,000 | 67,208,000 | 3064 | |
| 790 | MONCOR Bank, Hobbs | 247,143,532 | 270,108,025 | 661 | |
| 1126 | First Interstate Bank of Lea Cty., Hobbs | 173,269,000 | 170,371,180 | 1046 | |
| 948 | First NB of Dona Ana Cty., Las Cruces | 204,026,000 | 201,537,000 | 887 | |
| 2299 | Western Bank, Las Cruces | 92,532,580 | 93,002,916 | 2120 | |
| 2540 | Citizens Bank, Las Cruces | 85,110,630 | 70,076,766 | 2932 | + 392 |
| 3616 | Bank of Las Vegas, Las Vegas | 61,963,106 | 64,539,000 | 3221 | |
| 2718 | Los Alamos National Bank, Los Alamos | 79,783,328 | 62,614,000 | 3353 | + 635 |
| 2733 | Liberty National Bank, Lovington | 79,197,998 | 68,953,539 | 2979 | + 246 |
| 3299 | International State Bank, Raton | 67,035,000 | 66,549,796 | 3101 | |
| 3374 | Sunwest Bank of Raton NA, Raton | 65,863,000 | 58,133,000 | 3610 | + 236 |
| 1743 | First Interstate Bank of Roswell, Roswell | 116,475,698 | 103,606,926 | 1856 | + 113 |
| 1755 | Sunwest Bank of Roswell NA, Roswell | 115,767,000 | 112,728,054 | 1681 | |
| 1797 | United New Mexico Bank, Roswell | 112,945,978 | 113,491,000 | 1665 | |
| 2972 | Ruidoso State Bank, Ruidoso | 73,684,000 | 67,055,000 | 3072 | + 100 |
| 1021 | Banquest/First National Bank, Santa Fe | 189,781,000 | 167,374,000 | 1065 | +44 |
| 1348 | First Interstate Bank of Santa Fe NA, Santa Fe | 146,603,000 | 143,882,000 | 1262 | |
| 1481 | Bank of Sante Fe, Santa Fe | 135,352,000 | 128,795,000 | 1432 | |
| 2087 | Sunwest Bank, Santa Fe | 100,345,000 | 87,934,881 | 2273 | + 186 |
| 3684 | Sunwest Bank of Grant Cty., Silver City | 61,021,297 | 53,245,889 | 3994 | + 310 |
| 4088 | American National Bank, Silver City | 55,289,263 | 48,217,727 | 4475 | + 387 |
| 4683 | First National Bank, Tucumcari | 48,989,025 | 46,764,821 | 4619 | |

## NEW YORK

| Rank 12/84 | NEW YORK | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **ALBANY** | | | | |
| 180 | Key Bank NA, Albany | 1,369,268,475 | 1,097,472,753 | 192 | +12 |
| 189 | Norstar Bank of Upstate NY, Albany | 1,296,121,000 | 973,235,000 | 213 | +24 |
| 1312 | Union National Bank, Albany | 150,565,525 | 127,704,000 | 1444 | + 132 |
| 4639 | Alden State Bank, Alden | 49,443,735 | 40,864,018 | 5292 | + 653 |
| 1206 | Bank of Babylon, Babylon | 162,985,596 | 138,739,232 | 1316 | + 110 |
| 4095 | Ballston Spa National Bank, Ballston Spa | 55,197,399 | 47,800,944 | 4512 | + 417 |
| 3298 | Bath National Bank, Bath | 67,050,000 | 60,708,000 | 3450 | + 152 |
| 1693 | Fishkill National Bank, Beacon | 119,219,989 | 99,688,091 | 1948 | + 255 |
| | **BUFFALO** | | | | |
| 12 | Marine Midland Bank NA, Buffalo | 15,924,063,000 | 16,409,827,000 | 13 | +1 |
| 110 | Citibank (New York State) NA, Buffalo | 2,233,196,000 | 1,844,848,000 | 116 | +6 |
| 134 | Manufacturers & Traders Trust Co., Buffalo | 1,833,772,000 | 1,573,018,000 | 137 | +3 |
| 290 | Liberty Norstar Bank NA, Buffalo | 795,847,000 | 727,359,242 | 281 | |
| 3700 | United National Bank, Callicoon | 60,762,000 | 55,555,000 | 3817 | + 117 |
| 1385 | Central National Bank, Canajoharie | 143,636,713 | 133,647,625 | 1370 | |
| 1240 | Canandaigua National Bank & Trust Co., Canandaigua | 158,815,418 | 145,055,989 | 1250 | +10 |
| 1106 | St. Lawrence National Bank, Canton | 175,520,000 | 207,271,000 | 860 | |
| 3716 | Bank of Castile, Castile | 60,447,769 | 54,629,000 | 3889 | + 173 |
| | **CHESTER** | | | | |
| 486 | Key Bank of Southeastern NY NA, Chester | 413,663,736 | 271,407,136 | 659 | + 173 |
| 3733 | Hayes National Bank, Clinton | 60,230,000 | 50,579,000 | 4255 | + 522 |
| 2383 | First National Bank, Cortland | 89,973,704 | 85,717,726 | 2343 | |
| 3598 | Bank of the Hamptons NA, East Hampton | 62,325,000 | 51,249,236 | 4188 | + 590 |
| 3162 | Ellenville National Bank, Ellenville | 69,456,000 | 59,060,000 | 3545 | + 383 |
| 1045 | Chemung Canal Trust Co., Elmira | 186,748,077 | 166,287,619 | 1077 | +32 |
| 1175 | Endicott Trust Co., Endicott | 166,777,831 | 143,006,241 | 1270 | +95 |
| | **GARDEn CITY** | | | | |
| 174 | Long Island Trust Co. NA, Garden City | 1,395,661,000 | 1,188,434,000 | 179 | +5 |
| 3158 | National Bank, Geneva | 69,508,439 | 61,637,512 | 3402 | + 244 |
| 1394 | First National Bank of Long Island, Glen Head | 142,969,206 | 110,989,000 | 1714 | + 320 |
| 621 | First National Bank, Glens Falls | 309,233,210 | 278,984,000 | 637 | +16 |
| 962 | Glens Falls National Bank & Trust Co., Glens Falls | 200,946,000 | 170,552,333 | 1046 | +84 |
| 2810 | City National Bank & Trust Co., Gloversville | 77,036,582 | 70,634,404 | 2902 | +92 |
| 3392 | Fulton County Nat'l Bank & Trust Co., Gloversville | 65,650,932 | 63,696,856 | 3273 | |
| | **HEMPSTEAD** | | | | |
| 256 | Norstar Bank of Long Island, Hempstead | 910,097,733 | 701,003,134 | 295 | +39 |
| 935 | Guardian Bank NA, Hempstead | 207,334,545 | 121,952,000 | 1529 | + 594 |
| 1424 | First National Bank, Highland | 140,199,000 | 132,721,000 | 1385 | |
| 4528 | Steuben Trust Co., Hornell | 50,602,312 | 48,996,509 | 4389 | |
| 1085 | Tompkins Cty. Trust Co., Ithaca | 179,721,083 | 155,877,993 | 1160 | +75 |
| | **JAMESTOWN** | | | | |
| 345 | Key Bank of Western N.Y. NA, Jamestown | 630,451,000 | 311,583,049 | 568 | + 223 |
| 4113 | First National Bank, Jeffersonville | 55,000,000 | 50,193,000 | 4285 | + 172 |
| 4200 | Jefferson National Bank, La Fargeville | 54,079,000 | 50,255,396 | 4278 | +78 |
| 2937 | Herkimer County Trust Co., Little Falls | 74,504,728 | 70,183,376 | 2924 | |
| 4162 | Mahopac National Bank, Mahopac | 54,466,348 | 49,345,000 | 4346 | + 184 |
| 709 | North Fork Bank & Trust Co., Mattituck | 270,762,519 | 196,639,140 | 901 | + 192 |
| 3838 | Orange County Trust Co., Middletown | 58,686,608 | 52,337,000 | 4082 | + 244 |
| 919 | Nanuet National Bank, Nanuet | 210,261,099 | 188,777,618 | 947 | +28 |
| 2082 | Union State Bank, Nanuet | 100,427,000 | 83,786,000 | 2388 | + 306 |
| 2865 | State Bank of Long Island, New Hyde Park | 76,031,000 | 67,404,000 | 3052 | + 189 |
| | **NEW YORK** | | | | |
| 2 | Citibank NA, New York | 79,551,000,000 | 78,392,000,000 | 2 | |
| 3 | Chase Manhattan Bank NA, New York | 59,399,689,000 | 59,824,598,000 | 3 | |
| 4 | Manufacturers Hanover Trust Co., New York | 45,200,916,000 | * 42,186,468,000 | 4 | |
| 5 | Morgan Guaranty Trust Co., New York | 39,995,564,000 | 39,419,026,000 | 5 | |
| 6 | Chemical Bank, New York | 35,068,135,000 | 33,355,815,000 | 6 | |
| 8 | Bankers Trust Co., New York | 27,882,815,000 | 24,506,971,000 | 10 | +2 |
| 17 | Irving Trust Co., New York | 11,145,035,000 | 10,701,228,000 | 17 | |
| 18 | Bank of New York, New York | 10,500,888,000 | 9,564,834,783 | 18 | |
| 20 | Republic National Bank, New York | 8,274,088,000 | 7,263,260,000 | 23 | +3 |
| 26 | National Westminster Bank USA, New York | 7,019,218,000 | 5,746,245,000 | 31 | +5 |
| 33 | European American Bank, New York | 5,828,050,000 | 4,674,868,000 | 36 | +3 |
| 55 | Bank of Tokyo Trust Co., New York | 4,370,787,220 | 3,835,872,000 | 54 | |
| 67 | Israel Discount Bank, New York | 3,408,500,000 | 3,105,755,000 | 63 | |
| 97 | Bank Leumi Trust Co., New York | 2,452,741,410 | 2,696,421,193 | 74 | |
| 120 | Fuji Bank & Trust Co., New York | 2,022,799,000 | 1,761,104,839 | 121 | +1 |
| 127 | Industrial Bank of Japan Trust Co., New York | 1,890,451,000 | 1,464,353,000 | 150 | +23 |
| 144 | United States Trust Co., New York | 1,739,236,000 | 1,744,850,000 | 123 | |
| 157 | J. Henry Schroder Bank & Trust Co., New York | 1,580,981,000 | 1,655,596,000 | 129 | |
| 162 | Barclays Bank of New York NA, New York | 1,497,218,000 | 1,288,124,000 | 167 | +5 |
| 247 | Amalgamated Bank, New York | 948,357,038 | 699,443,000 | 297 | +50 |
| 259 | UBAF Arab American Bank, New York | 894,737,000 | 1,119,553,000 | 187 | |
| 280 | Daiwa Bank Trust Co., New York | 833,426,000 | 789,332,000 | 262 | |
| 304 | Brown Brothers Harriman & Co., New York | 746,554,590 | 721,841,147 | 288 | |
| 361 | First American Bank of New York, New York | 586,025,000 | 73,440,355 | 2769 | +2408 |
| 411 | Atlantic Bank of New York, New York | 511,046,000 | 470,439,000 | 406 | |
| 483 | UMB Bank & Trust Co., New York | 416,531,246 | 407,382,901 | 463 | |
| 506 | Royal Bank & Trust Co., New York | 390,855,000 | 406,408,596 | 465 | |
| 514 | Bank of Commerce, New York | 384,776,000 | 380,978,000 | 486 | |
| 525 | Sterling National Bank & Trust Co., New York | 376,338,000 | 410,898,000 | 458 | |
| 605 | Merchants Bank, New York | 319,230,000 | 278,329,000 | 639 | +34 |
| 626 | Banco Central of New York, New York | 306,850,000 | 258,565,638 | 696 | +70 |
| 697 | Savings Banks Trust Co., New York | 274,757,000 | 173,227,000 | 1026 | + 329 |
| 822 | Chinese American Bank, New York | 235,516,000 | 211,454,000 | 845 | +23 |
| 971 | Central National Bank, New York | 198,888,000 | 146,590,116 | 1233 | + 262 |
| 994 | Union Chelsea National Bank, New York | 194,326,000 | 163,659,000 | 1102 | + 108 |
| 1235 | Fiduciary Trust Co., New York | 159,198,741 | 95,809,621 | 2045 | + 810 |
| 1572 | Golden Pacific National Bank, New York | 127,450,383 | 114,252,000 | 1658 | +86 |
| 1750 | Bank Audi (USA), New York | 115,973,000 | 60,029,822 | 3487R | +1737 |
| 2887 | Freedom National Bank of New York, New York | 75,468,776 | 65,013,000 | 3193 | + 306 |
| 3109 | Gotham Bank of New York, New York | 70,742,000 | 56,960,000 | 3713 | + 604 |

➸ Continued on Next Page

| Rank 12/84 | NEW YORK (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3564 | United Orient Bank, New York | 62,786,397 | 78,614,796 | 2571 | |
| 3639 | Capital National Bank, New York | 61,599,712 | 51,311,000 | 4182 | +543 |
| | **NEWBURGH** | | | | |
| 429 | Norstar Bank of the Hudson Valley NA, Newburgh | 478,667,000 | 413,194,677 | 457 | +28 |
| 587 | National Bank & Trust Co., Norwich | 327,143,492 | 286,879,955 | 614 | +27 |
| 2659 | Exchange National Bank, Olean | 81,588,000 | ............ | .... | |
| 2516 | Oneida Valley National Bank, Oneida | 85,834,332 | 74,941,525 | 2712 | +196 |
| 1468 | Wilber National Bank, Oneonta | 136,491,000 | 115,602,000 | 1635 | +167 |
| 1119 | Dutchess Bank & Trust Co., Poughkeepsie | 174,013,843 | 134,168,643 | 1366 | +247 |
| 3261 | National Bank of New York City, Queens | 67,502,597 | 65,697,514 | 3154 | |
| 4905 | First National Bank, Rhinebeck | 46,583,806 | 33,115,372 | 6369 | +1464 |
| 2009 | Gateway State Bank, Richmond | 103,145,849 | 69,567,398 | 2950 | +941 |
| 1072 | Suffolk Cty. National Bank, Riverhead | 182,198,587 | 167,249,452 | 1067 | |
| | **ROCHESTER** | | | | |
| 69 | Chase Lincoln First Bank NA, Rochester | 3,309,306,000 | 3,066,110,000 | 65 | |
| 198 | Security Norstar Bank, Rochester | 1,208,919,000 | 723,521,000 | 286 | +88 |
| 379 | Central Trust Co., Rochester | 551,464,663 | 422,419,383 | 448 | +69 |
| 405 | Manufacturers Hanover NA, Rochester | 516,306,000 | 408,972,000 | 462 | +57 |
| 2404 | First National Bank, Rochester | 89,308,000 | 73,014,000 | 2789 | +385 |
| 1611 | Adirondack Trust Co., Saratoga Springs | 124,982,161 | 115,340,595 | 1641 | +30 |
| 2386 | Key Bank of Long Island, Sayville | 89,893,254 | 71,267,384 | 2877 | +491 |
| 746 | Scarsdale National Bank & Trust Co., Scarsdale | 258,949,241 | 220,034,000 | 815 | +69 |
| | **SCHENECTADY** | | | | |
| 487 | Schenectady Trust Co., Schenectady | 412,762,342 | 283,231,799 | 626 | +139 |
| 4527 | First National Bank, Scotia | 50,611,303 | 46,041,052 | 4708 | +181 |
| 1899 | Bank of Smithtown, Smithtown | 108,027,898 | 88,260,000 | 2264 | +365 |
| 3929 | Solvay Bank, Solvay | 57,380,378 | 44,898,000 | 4819 | +890 |
| 1733 | Community National Bank & Trust Co., Staten Island | 117,099,131 | 98,500,740 | 1975 | +242 |
| 649 | Extebank, Stony Brook | 294,723,000 | 352,446,346 | 522 | |
| | **SYRACUSE** | | | | |
| 249 | Key Bank of Central New York, Syracuse | 935,532,000 | 677,235,827 | 306 | +57 |
| 460 | Merchants National Bank & Trust Co., Syracuse | 440,160,763 | 358,636,652 | 510 | +50 |
| | **UTICA** | | | | |
| 275 | Oneida National Bank, Utica | 846,550,221 | 784,327,627 | 267 | |
| 2965 | Bank of Utica, Utica | 73,797,860 | 66,447,000 | 3108 | +143 |
| 1972 | Wyoming County Bank, Warsaw | 104,554,439 | 74,264,116 | 2743 | +771 |
| 3509 | Horizon Bank NA, Waterloo | 63,640,547 | 22,606,187 | 8494 | +4985 |
| | **WATERTOWN** | | | | |
| 470 | Key Bank of Northern New York NA, Watertown | 429,430,000 | 379,101,000 | 488 | +18 |
| 2543 | Hudson Valley National Bank, Yonkers | 85,063,017 | 70,368,388 | 2917 | +374 |

| Rank 12/84 | NORTH CAROLINA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2582 | First National Bank of Randolph Cty., Asheboro | 83,752,344 | 73,125,433 | 2784 | +202 |
| 3438 | Peoples Bank, Catawba | 64,897,289 | 55,413,507 | 3835 | +397 |
| | **CHARLOTTE** | | | | |
| 24 | NCNB National Bank of North Carolina, Charlotte | 7,293,063,000 | 6,608,873,000 | 24 | |
| 57 | First Union National Bank, Charlotte | 4,339,697,000 | 4,481,502,000 | 40 | |
| 2509 | Republic Bank & Trust Co., Charlotte | 85,938,000 | 72,748,000 | 2804 | +295 |
| 1910 | First Charter National Bank, Concord | 107,690,000 | 50,084,508 | 4296 | +2386 |
| | **DURHAM** | | | | |
| 273 | Central Carolina Bank & Trust Co. NA, Durham | 849,582,000 | 739,525,000 | 277 | +4 |
| 4019 | Mechanics & Farmers Bank, Durham | 56,255,000 | 53,183,000 | 4002 | |
| 2769 | East Carolina Bank, Engelhard | 78,100,000 | 68,632,615 | 2993 | +224 |
| 1547 | Fidelity Bank, Fuquay-Varina | 129,099,334 | 112,143,268 | 1690 | +143 |
| 4452 | Tarheel Bank & Trust Co., Gatesville | 51,230,091 | 49,324,456 | 4349 | |
| 1629 | Bank of Granite, Granite Falls | 123,020,000 | 93,726,000 | 2102 | +473 |
| 4495 | Farmers & Merchants Bank, Granite Quarry | 50,873,522 | 47,066,000 | 4587 | +92 |
| 1040 | High Point Bank & Trust Co., High Point | 186,998,110 | 151,553,000 | 1196 | +156 |
| 1171 | Lexington State Bank, Lexington | 167,085,997 | 138,591,612 | 1318 | +147 |
| | **LUMBERTON** | | | | |
| 199 | Southern National Bank, Lumberton | 1,178,373,522 | 860,833,154 | 240 | +41 |
| 1959 | Southern Bank & Trust Co., Mount Olive | 105,049,704 | 97,341,652 | 2005 | +46 |
| | **NORTH WILKESBORO** | | | | |
| 108 | Northwestern Bank, North Wilkesboro | 2,251,021,000 | 2,006,206,000 | 107 | |
| 3457 | Union National Bank, Oxford | 64,579,007 | 60,214,219 | 3478 | +21 |
| | **RALEIGH** | | | | |
| 129 | First-Citizens Bank & Trust Co., Raleigh | 1,861,955,659 | 1,660,286,988 | 128 | |
| 3017 | First National Bank, Reidsville | 72,644,182 | 66,094,986 | 3130 | +113 |
| | **ROCKY MOUNT** | | | | |
| 368 | Peoples Bank & Trust Co., Rocky Mount | 570,800,000 | 516,671,000 | 377 | +9 |
| 413 | Planters National Bank & Trust Co., Rocky Mount | 507,781,000 | 450,869,913 | 425 | +12 |
| 909 | Security Bank & Trust Co., Salisbury | 212,646,201 | 191,529,000 | 931 | +22 |
| 3846 | Mid-South Bank & Trust Co., Sanford | 58,614,000 | 44,785,000 | 4833 | +987 |
| 2527 | First National Bank, Shelby | 85,551,093 | 77,919,089 | 2599 | +72 |
| 4943 | Farmers Bank, Sunbury | 46,294,000 | 42,015,000 | 5148 | +205 |
| 3230 | Bank of Montgomery, Troy | 68,050,000 | 53,707,000 | 3962 | +732 |
| | **WHITEVILLE** | | | | |
| 200 | United Carolina Bank, Whiteville | 1,169,548,000 | 968,758,000 | 216 | +16 |
| | **WILSON** | | | | |
| 117 | Branch Banking & Trust Co., Wilson | 2,103,098,000 | 1,482,003,000 | 146 | +29 |
| | **WINSTON-SALEM** | | | | |
| 28 | Wachovia Bank & Trust Co. NA, Winston-Salem | 6,486,164,235 | 5,825,768,213 | 30 | +2 |

| Rank 12/84 | NORTH DAKOTA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **BISMARCK** | | | | |
| 354 | Bank of North Dakota, Bismarck | 601,285,000 | 477,239,000 | 401 | +47 |
| 1230 | First National Bank & Trust Co., Bismarck | 160,274,000 | 171,235,000 | 1040 | |
| 1413 | Norwest Bank Bismarck NA, Bismarck | 140,888,000 | 148,131,000 | 1219 | |
| 3495 | United Bank, Bismarck | 63,947,000 | 61,237,000 | 3425 | |
| 3387 | First National Bank & Trust Co., Bottineau | 65,699,000 | 61,605,000 | 3404 | +17 |
| 4423 | First National Bank, Bowman | 51,620,829 | 50,783,086 | 4229 | |
| 4344 | First American Bank & Trust Co., Carrington | 52,306,000 | 51,585,000 | 4150 | |
| 4685 | Ramsey National Bank & Trust Co., Devils Lake | 48,978,000 | 44,877,000 | 4821 | +136 |
| 3172 | Liberty Nat'l Bank & Trust Co., Dickinson | 69,249,984 | 68,062,619 | 3022 | |
| 4014 | First National Bank & Trust Co., Dickinson | 56,308,000 | 57,206,000 | 3691 | |
| 940 | First Bank of North Dakota NA-Fargo, Fargo | 206,303,000 | 191,884,000 | 927 | |
| 1287 | Norwest Bank Fargo NA, Fargo | 153,442,996 | 137,753,151 | 1331 | +44 |
| 1632 | Dakota Bank & Trust Co., Fargo | 122,743,000 | 123,979,000 | 1492 | |
| 1681 | Fargo National Bank & Trust Co., Fargo | 119,831,039 | 116,152,098 | 1625 | |
| 3191 | First American Bank & Trust, Grafton | 68,861,000 | 66,207,000 | 3124 | |
| 3761 | Norwest Bank Grafton NA, Grafton | 59,746,472 | 57,722,209 | 3649 | |
| 1204 | First National Bank, Grand Forks | 163,061,000 | 160,000,000 | 1135 | |
| 2289 | First Bank of N. Dakota NA-Grand Forks, Grand Forks | 92,833,000 | 91,733,000 | 2162 | |
| 3293 | Valley Bank & Trust Co., Grand Forks | 67,119,999 | 64,665,005 | 3212 | |
| 2933 | First Bank of North Dakota NA-Jamestown, Jamestown | 74,600,000 | 74,744,671 | 2723 | |
| 3415 | Norwest Bank Jamestown NA, Jamestown | 65,265,648 | 77,624,000 | 2613 | |
| 2156 | Norwest Bank Mandan NA, Mandan | 97,413,337 | 94,158,000 | 2090 | |
| 1415 | Norwest Bank Minot NA, Minot | 140,817,970 | 148,942,724 | 1212 | |
| 2001 | First American Bank & Trust, Minot | 103,451,234 | 99,966,969 | 1940 | |
| 2211 | First Bank of North Dakota NA-Minot, Minot | 95,716,000 | 82,219,000 | 2448 | +237 |
| 3591 | First Western Bank, Minot | 62,408,000 | 57,940,000 | 3628 | +37 |
| 4558 | Norwest Bank Valley City NA, Valley City | 50,310,816 | 55,984,106 | 3787 | |
| 4807 | First National Bank, Valley City | 47,628,000 | 43,280,000 | 5000 | +193 |
| 4348 | Norwest Bank Wehpeton NA, Wahpeton | 52,274,990 | 56,597,071 | 3741 | |
| 4604 | First Bank of North Dakota NA-Wahpeton, Wahpeton | 49,826,000 | 51,545,000 | 4154 | |
| 4623 | First International Bank, Watford City | 49,673,048 | 45,438,000 | 4773 | +150 |
| 1687 | American State Bank & Trust Co., Williston | 119,333,481 | 110,894,726 | 1716 | +29 |
| 1888 | First National Bank & Trust Co., Williston | 108,510,000 | 90,992,000 | 2182 | +294 |

| Rank 12/84 | OHIO | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **AKRON** | | | | |
| 206 | First National Bank, Akron | 1,148,072,000 | 975,169,000 | 211 | +5 |
| 322 | National City Bank, Akron | 702,057,000 | 303,066,585 | 580 | +258 |
| 328 | Bank One Akron NA, Akron | 691,628,000 | 623,783,000 | 320 | |
| 644 | Centran Bank, Akron | 299,128,281 | 257,131,547 | 701 | +57 |
| 1816 | Bank One Alliance NA, Alliance | 111,411,935 | 104,805,146 | 1835 | +19 |
| 1679 | Farmers & Merchants State Bank, Archbold | 119,910,779 | 104,206,000 | 1848 | +169 |
| 2722 | First National Bank, Ashland | 79,605,883 | 89,989,371 | 2212 | |
| 4401 | Bank One, Ashland | 51,810,869 | 44,961,000 | 4810 | +409 |
| 1494 | Bank One Athens NA, Athens | 133,479,067 | 128,031,509 | 1439 | |
| 2253 | First National Bank, Barnesville | 94,314,546 | 86,010,803 | 2336 | +83 |
| 3622 | Union Bank & Savings Co., Bellevue | 61,851,669 | 59,834,000 | 3502 | |
| 934 | Mid-American NB&T Co., Bowling Green | 207,338,000 | 202,721,000 | 883 | |
| 1992 | Citizens National Bank, Bryan | 103,760,000 | 96,389,000 | 2026 | +34 |
| 2042 | First National Bank NW Ohio, Bryan | 101,832,000 | 89,401,000 | 2227 | +185 |
| 3617 | United Bank NA, Bucyrus | 61,941,078 | 62,560,000 | 3356 | |
| 4059 | Society National Bank of Mid-Ohio, Bucyrus | 55,778,395 | 52,894,408 | 4036 | |
| 4644 | Farmers Citizens Bank, Bucyrus | 49,412,057 | 45,903,529 | 4726 | +82 |
| 2554 | Bank One Cambridge NA, Cambridge | 84,543,179 | 78,944,359 | 2560 | +6 |
| 1492 | Farmers' National Bank, Canfield | 133,695,440 | 120,282,959 | 1560 | +68 |
| | **CANTON** | | | | |
| 257 | Society Bank of Eastern Ohio NA, Canton | 899,847,000 | 76,252,236 | 2658 | +2401 |
| 445 | Central Trust Company of N.E. Ohio NA, Canton | 454,444,803 | 428,945,641 | 445 | |
| 1187 | United National Bank & Trust Co., Canton | 164,734,000 | 159,165,000 | 1137 | |
| 1776 | Citizens Commercial Bank & Trust Co., Celina | 114,770,000 | 108,867,000 | 1755 | |
| | **CINCINNATI** | | | | |
| 175 | Central Trust Co. NA, Cincinnati | 1,395,028,000 | 1,223,148,000 | 175 | |
| 188 | Fifth Third Bank, Cincinnati | 1,297,747,000 | 1,046,786,000 | 199 | +11 |
| 192 | First National Bank, Cincinnati | 1,256,031,000 | 1,116,625,000 | 188 | |
| 302 | Provident Bank, Cincinnati | 751,501,000 | 718,344,000 | 289 | |
| 775 | Southern Ohio Bank, Cincinnati | 249,057,000 | 279,670,424 | 634 | |
| 1837 | North Side Bank & Trust Co., Cincinnati | 110,458,242 | 93,555,971 | 2106 | +269 |
| 4330 | Savings Bank, Circleville | 52,517,000 | 48,391,000 | 4455 | +125 |
| | **CLEVELAND** | | | | |
| 43 | AmeriTrust Co. NA, Cleveland | 4,850,226,000 | 4,565,443,000 | 38 | |
| 76 | National City Bank, Cleveland | 3,086,528,000 | 2,534,571,000 | 78 | +2 |
| 121 | Society National Bank, Cleveland | 2,002,616,000 | 1,810,679,000 | 120 | |
| 143 | Central National Bank, Cleveland | 1,743,052,000 | 1,705,517,000 | 125 | |
| 242 | Bank One Cleveland NA, Cleveland | 971,789,000 | 889,802,000 | 229 | |
| 1896 | Midwest Bank & Trust Co., Cleveland | 108,227,000 | 108,331,000 | 1770 | |
| 4866 | First Bank NA, Cleveland | 47,003,000 | 50,627,000 | 4248 | |
| 3198 | Peoples Bank Co., Coldwater | 68,698,000 | 62,314,216 | 3369 | +171 |
| 4325 | National Union Bank, Columbiana | 52,584,000 | 48,009,000 | 4493 | +168 |
| | **COLUMBUS** | | | | |
| 59 | Huntington National Bank, Columbus | 4,198,682,000 | 3,075,104,000 | 64 | +5 |
| 66 | BancOhio National Bank, Columbus | 3,492,135,000 | 4,763,410,000 | 34 | |
| 126 | Bank One Columbus NA, Columbus | 1,921,971,169 | 1,232,853,525 | 172 | +46 |
| 1015 | Ohio State Bank, Columbus | 191,052,000 | 178,497,000 | 996 | |
| 1059 | Society Bank, Columbus | 184,364,598 | 149,757,877 | 1207 | +148 |
| 2489 | Franklin Bank, Columbus | 86,698,000 | 78,526,000 | 2576 | +87 |
| 1355 | Cortland Savings & Banking Co., Cortland | 146,322,879 | 136,425,384 | 1347 | |
| 1597 | Bank One Coshocton NA, Coshocton | 125,734,194 | 117,387,416 | 1609 | +12 |
| | **DAYTON** | | | | |
| 213 | Bank One Dayton NA, Dayton | 1,077,502,000 | 989,857,000 | 206 | |
| 262 | Third National Bank & Trust Co., Dayton | 889,981,776 | 785,370,000 | 266 | +4 |
| 388 | First National Bank, Dayton | 533,386,000 | 501,971,000 | 388 | |
| 2248 | State Bank & Trust Co., Defiance | 94,499,026 | 86,159,515 | 2332 | +84 |
| 2094 | Delaware County Bank, Delaware | 100,088,038 | 102,699,733 | 1880 | |
| 3142 | Commercial Bank, Delphos | 69,910,250 | 61,772,000 | 3395 | +253 |
| 1485 | Bank One Dover, Dover | 134,294,773 | 125,013,806 | 1475 | |
| 3541 | Potters Bank & Trust Co., East Liverpool | 63,231,000 | 36,078,588 | 5969 | +2428 |
| 4449 | Eaton National Bank & Trust Co., Eaton | 51,330,000 | 44,259,000 | 4888 | +439 |
| 4612 | Preble County National Bank, Eaton | 49,783,000 | 50,098,000 | 4294 | |
| 648 | Elyria Savings & Trust National Bank, Elyria | 296,098,585 | 280,912,478 | 629 | |
| 859 | Lorain County Bank, Elyria | 225,454,522 | 206,410,079 | 862 | +3 |
| 2077 | Miami Bank NA, Fairborn | 100,676,527 | 93,729,831 | 2101 | +24 |
| 1228 | First National Bank, Findlay | 160,589,000 | 157,015,216 | 1155 | |
| 2946 | Ohio Bank & Savings Co., Findlay | 74,183,847 | 66,955,000 | 3082 | +136 |
| 856 | Society National Bank, Fostoria | 226,092,914 | 220,079,000 | 814 | |
| 1414 | Croghan Colonial Bank, Fremont | 140,853,000 | 122,887,000 | 1510 | +96 |
| 3875 | Bank One Fremont NA, Fremont | 58,180,000 | 55,125,000 | 3851 | |
| 1827 | Ohio Valley Bank Co., Gallipolis | 110,947,000 | 100,535,000 | 1927 | +100 |
| 3719 | Home Banking Co., Gibsonburg | 60,372,390 | 54,519,497 | 3903 | +184 |
| 2166 | Second National Bank, Greenville | 97,012,190 | 91,855,633 | 2159 | |
| 3051 | Greenville National Bank, Greenville | 72,082,409 | 67,136,615 | 3066 | +15 |
| 1522 | Second National Bank, Hamilton | 131,421,453 | 115,763,012 | 1632 | +110 |
| 1830 | Society Bank of Southern Ohio, Hamilton | 110,802,463 | 102,674,925 | 1881 | +51 |
| 2667 | First Security Bank, Hillsboro | 81,318,154 | 74,607,406 | 2727 | +60 |
| 4228 | Farmers & Traders National Bank, Hillsboro | 53,841,355 | 49,168,038 | 4368 | +140 |
| 4821 | Merchants National Bank, Hillsboro | 47,495,000 | 46,042,000 | 4707 | |
| 1790 | First National Bank, Ironton | 113,600,760 | 106,215,909 | 1812 | +22 |
| 3618 | Killbuck Savings Bank Co., Killbuck | 61,911,003 | 52,765,000 | 4043 | +425 |
| 4131 | Farmers Banking Co. NA, Lakeview | 54,788,352 | 48,231,000 | 4474 | +343 |
| 2980 | Fairfield National Bank, Lancaster | 73,407,949 | 67,765,000 | 3033 | +53 |
| 2201 | Lebanon-Citizens National Bank, Lebanon | 95,937,357 | 84,939,677 | 2360 | +159 |
| 1433 | Metropolitan Bank, Lima | 139,414,000 | 138,222,015 | 1324 | |
| 3342 | Bank One Lima NA, Lima | 66,377,138 | 60,117,000 | 3483 | +141 |
| 938 | Lorain National Bank, Lorain | 206,621,000 | 198,139,000 | 900 | |
| 1027 | Central Trust Co. of Northern Ohio NA, Lorain | 188,086,326 | 131,720,652 | 1399 | +372 |
| | **MANSFIELD** | | | | |
| 494 | First Buckeye Bank NA, Mansfield | 405,538,991 | 306,386,062 | 574 | +80 |
| 810 | Bank One Mansfield, Mansfield | 238,334,206 | 215,520,027 | 830 | +20 |
| 1361 | Richland Trust Co., Mansfield | 145,682,000 | 133,262,881 | 1375 | +14 |
| 1050 | People's Banking & Trust Co., Marietta | 186,180,467 | 176,486,755 | 1011 | |
| 2354 | Central Tr. Co. of Southeastern Ohio NA, Marietta | 90,734,869 | 81,312,504 | 2477 | +123 |
| 1054 | National City Bank, Marion | 185,626,387 | 147,061,642 | 1225 | +171 |
| 1612 | Bank One, Marion | 124,872,785 | 108,239,000 | 1773 | +161 |
| 3404 | Fahey Banking Co., Marion | 65,484,000 | 67,167,000 | 3065 | |
| 1953 | Peoples Banking Co., Martins Ferry | 105,300,000 | 85,304,000 | 2351 | +398 |
| 2942 | Citizens Savings Bank, Martins Ferry | 74,256,085 | 63,765,181 | 3267 | +325 |
| 1561 | First National Bank, Massillon | 128,274,000 | 123,479,000 | 1505 | |
| 4993 | Vinton County National Bank, McArthur | 45,794,995 | 40,662,320 | 5324 | +331 |
| 874 | Old Phoenix National Bank, Medina | 221,690,000 | 212,574,000 | 840 | |
| 3278 | First National Bank, Miamisburg | 67,253,000 | 54,633,000 | 3887 | +609 |
| 1403 | Bank One Middletown, Middletown | 141,910,000 | 136,217,000 | 1352 | |
| 975 | Bank One Milford NA, Milford | 198,351,303 | 165,363,472 | 1086 | +111 |
| 2662 | Commercial & Savings Bank, Millersburg | 81,507,000 | 70,158,183 | 2927 | +265 |
| | **MONROE** | | | | |
| 467 | First National Bank of Southwestern Ohio, Monroe | 432,774,000 | 418,778,585 | 451 | |
| 1304 | First-Knox National Bank, Mount Vernon | 151,184,656 | 132,587,650 | 1388 | +84 |
| 596 | Park National Bank, Newark | 323,017,433 | 300,871,086 | 586 | |
| 718 | Central Trust Co., Newark | 268,014,289 | 245,575,438 | 730 | +12 |
| 4578 | Dollar Savings Bank Co., Niles | 50,127,620 | 44,016,314 | 4913 | +335 |

| | | | | | |
|---|---|---|---|---|---|
| 1571 | Huron County Banking Co. NA, Norwalk | 127,464,867 | 120,367,818 | 1558 | |
| 4103 | Oberlin Bank Co., Oberlin | 55,120,000 | 52,722,240 | 4046 | |
| 2899 | First National Bank, Orrville | 75,257,352 | 71,534,346 | 2864 | |
| 1707 | Miami Citizens Nat'l Bank & Trust Co., Piqua | 118,526,809 | 108,092,508 | 1779 | +72 |
| 3164 | Piqua National Bank & Trust Co., Piqua | 69,434,290 | 60,797,040 | 3448 | + 284 |
| 1014 | Bank One Portsmouth, Portsmouth | 191,173,000 | 151,871,595 | 1194 | + 180 |
| 2198 | Portsmouth Banking Co., Portsmouth | 96,068,522 | 87,498,276 | 2285 | +87 |
| 1820 | Belmont Cty. National Bank, St. Clairsville | 111,242,898 | 100,206,484 | 1933 | + 113 |
| 3613 | Citizens Banking Co., Salineville | 61,983,000 | 57,462,000 | 3672 | +59 |
| 1635 | Citizens Banking Co., Sandusky | 122,611,325 | 118,998,690 | 1574 | |
| 1691 | Third National Bank, Sandusky | 119,238,474 | 103,317,324 | 1861 | + 170 |
| 3245 | First National Bank, Shelby | 67,761,254 | 61,547,852 | 3408 | + 163 |
| 1649 | Bank One, Sidney | 121,620,000 | 110,011,026 | 1730 | +81 |
| 1868 | First National Bank, Sidney | 109,086,000 | 85,619,000 | 2346 | + 478 |
| 654 | Society Bank NA, Springfield | 292,441,000 | 203,330,036 | 880 | + 226 |
| 878 | Security National Bank & Trust Co., Springfield | 220,308,256 | 188,092,838 | 953 | +75 |
| 998 | Miners & Mechanics Savings & Trust Co., Steubenville | 193,808,000 | 191,534,000 | 930 | |
| 4054 | Farmers Savings Bank, Stony Ridge | 55,862,000 | 51,034,000 | 4213 | + 159 |
| 779 | Sylvania Bank, Sylvania | 248,065,000 | 211,651,309 | 844 | +65 |
| 1283 | Commercial National Bank, Tiffin | 154,150,089 | 90,023,664 | 2211 | + 928 |
| | **TOLEDO** | | | | |
| 187 | Toledo Trust Co., Toledo | 1,298,507,107 | 969,917,296 | 214 | +27 |
| 371 | First National Bank, Toledo | 563,123,000 | 543,896,000 | 361 | |
| 378 | Ohio Citizens Bank, Toledo | 552,405,652 | 551,560,668 | 358 | |
| 1334 | First National Bank, Troy | 147,792,209 | 131,236,250 | 1410 | +76 |
| 4861 | United Bank, Uhrichsville | 47,057,570 | 43,951,889 | 4925 | +64 |
| 4944 | Farmers State Bank, Union City | 46,291,925 | 42,392,701 | 5099 | + 155 |
| 2797 | Commercial Savings Bank, Upper Sandusky | 77,421,000 | 71,773,398 | 2855 | +58 |
| 3384 | First Citizens National Bank, Upper Sandusky | 65,752,000 | 62,906,000 | 3337 | |
| 3965 | Citizens National Bank, Urbana | 56,877,727 | 54,054,000 | 3940 | |
| 4895 | Champaign National Bank, Urbana | 46,696,407 | 39,792,000 | 5450 | + 555 |
| 2855 | Van Wert National Bank, Van Wert | 76,162,000 | 72,098,324 | 2840 | |
| 4572 | Peoples Bank & Trust Co., Van Wert | 50,174,000 | 51,372,000 | 4176 | |
| 2212 | Society Bank of the Firelands, Vermilion | 95,700,033 | 90,987,472 | 2183 | |
| 2524 | Bank One Wapakoneta, Wapakoneta | 85,714,000 | 81,930,000 | 2462 | |
| 4842 | Peoples National Bank, Wapakoneta | 47,256,526 | 45,937,983 | 4720 | |
| 759 | Second National Bank, Warren | 255,931,902 | 229,327,624 | 780 | +21 |
| 3459 | First National Bank, Waverly | 64,517,000 | 58,103,000 | 3615 | + 156 |
| 4711 | Farmers Bank, West Union | 48,733,000 | 44,106,000 | 4904 | + 193 |
| 1751 | National Bank & Trust Co., Wilmington | 115,912,513 | 130,202,318 | 1412 | |
| 1489 | Wayne Cty. National Bank, Wooster | 134,075,704 | 133,515,426 | 1372 | |
| 3030 | Bank One Wooster NA, Wooster | 72,416,342 | 64,272,741 | 3239 | + 209 |
| | **YOUNGSTOWN** | | | | |
| 233 | Bank One of Eastern Ohio NA, Youngstown | 1,009,434,000 | 590,888,000 | 335 | + 102 |
| 332 | Dollar Savings & Trust Co., Youngstown | 677,899,431 | 621,863,909 | 324 | |
| 473 | Mahoning National Bank, Youngstown | 425,052,841 | 392,989,565 | 475 | +2 |
| 1110 | First National Bank, Zanesville | 175,120,000 | 169,831,000 | 1052 | |

| Rank 12/84 | OKLAHOMA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1615 | First National Bank & Trust Co., Ada | 124,533,876 | 118,658,885 | 1581 | |
| 3527 | Oklahoma State Bank, Ada | 63,411,670 | 65,853,837 | 3144 | |
| 4201 | Citizens Bank & Trust Co., Ada | 54,070,973 | 50,617,475 | 4250 | +49 |
| 2987 | First National Bank, Altus | 73,297,615 | 68,523,815 | 2995 | +8 |
| 3124 | Central National Bank, Alva | 70,190,863 | 63,884,442 | 3260 | + 136 |
| 3032 | Anadarko Bank & Trust Co., Anadarko | 72,395,435 | 68,148,507 | 3017 | |
| 1502 | Exchange National Bank & Trust Co., Ardmore | 132,698,110 | 139,031,119 | 1313 | |
| 1603 | First National Bank & Trust Co., Ardmore | 125,385,578 | 117,057,629 | 1611 | +8 |
| 4577 | Citizens National Bank, Ardmore | 50,131,000 | 38,001,000 | 5692 | +1115 |
| 4809 | Atoka State Bank, Atoka | 47,594,000 | 44,387,244 | 4870 | +61 |
| 827 | First National Bank, Bartlesville | 233,974,947 | 203,716,127 | 879 | +52 |
| 1173 | Union Bank & Trust Co., Bartlesville | 166,964,000 | 123,773,397 | 1496 | + 323 |
| 2612 | First National Bank, Bethany | 82,755,701 | 81,819,057 | 2466 | |
| 3428 | Citizens Security Bank & Trust Co., Bixby | 65,065,494 | 57,161,817 | 3697 | + 269 |
| 2635 | First National Bank & Trust Co., Broken Arrow | 82,083,407 | 82,762,000 | 2426 | |
| 3291 | Arkansas Valley State Bank, Broken Arrow | 67,154,673 | 63,267,000 | 3301 | +10 |
| 3643 | Security State Bank, Cheyenne | 61,561,321 | 56,935,096 | 3715 | +72 |
| 2708 | First National Bank & Trust Co., Chickasha | 80,015,276 | 77,587,792 | 2615 | |
| 2821 | Oklahoma National Bank & Trust Co., Chickasha | 76,810,232 | 85,914,116 | 2340 | |
| 3532 | Chickasha Bank & Trust Co., Chickasha | 63,376,701 | 55,994,043 | 3785 | + 253 |
| 2746 | Rogers County Bank, Claremore | 78,806,000 | 71,237,309 | 2879 | + 133 |
| 4052 | Bank of Oklahoma, Claremore | 55,894,241 | 48,712,308 | 4419 | + 367 |
| 3182 | Oklahoma Bank & Trust Co., Clinton | 69,032,633 | 62,963,701 | 3333 | + 151 |
| 4286 | First National Bank & Trust Co., Clinton | 53,095,382 | 54,593,359 | 3894 | |
| 3031 | Cordell National Bank, Cordell | 72,415,139 | 65,234,697 | 3185 | + 154 |
| 3787 | Farmers National Bank, Cordell | 59,503,286 | 53,181,272 | 4003 | + 216 |
| 2840 | First National Bank & Trust Co., Cushing | 76,458,690 | 75,049,000 | 2707 | |
| 3740 | United Del City Bank, Del City | 60,077,000 | ............ | .... | |
| 4070 | Exchange National Bank, Del City | 55,618,151 | 47,951,974 | 4498 | + 428 |
| 1131 | Security Nat'l Bk & Tr Co., Duncan | 172,515,156 | 148,807,042 | 1214 | +83 |
| 3442 | Oklahoma National Bank, Duncan | 64,838,215 | 60,262,826 | 3476 | +34 |
| 3785 | First Bank & Trust Co., Duncan | 59,507,415 | 57,320,707 | 3681 | |
| 2595 | Durant Bank & Trust Co., Durant | 83,196,710 | 77,677,159 | 2611 | +16 |
| 2599 | First National Bank, Durant | 83,102,325 | 74,534,498 | 2728 | + 129 |
| 3706 | First National Bank, Edmond | 60,630,903 | 56,201,642 | 3770 | +64 |
| 4593 | American Bank & Trust, Edmond | 49,908,000 | 46,901,000 | 4607 | +14 |
| 4561 | First National Bank & Trust Co., El Reno | 50,279,337 | 62,712,000 | 3343 | |
| 4742 | First National Bank, Elk City | 48,404,000 | 47,372,000 | 4559 | |
| 912 | Central National Bank & Trust Co., Enid | 211,466,000 | 204,307,976 | 877 | |
| 1335 | First National Bank & Trust Co., Enid | 147,551,186 | 125,439,535 | 1470 | + 135 |
| 1626 | Security National Bank, Enid | 123,345,752 | 116,267,491 | 1623 | |
| 4377 | First National Bank, Guymon | 52,026,000 | 46,379,631 | 4668 | + 291 |
| 4926 | City National Bank & Trust Co., Guymon | 46,440,895 | 42,361,407 | 5104 | + 178 |
| 3649 | First National Bank & Trust Co., Holdenville | 61,532,320 | 57,696,153 | 3652 | +3 |
| 2385 | Peoples National Bank, Kingfisher | 89,914,394 | 78,169,891 | 2586 | + 201 |
| 4096 | Kingfisher Bank & Trust Co., Kingfisher | 55,192,969 | 51,020,501 | 4215 | + 119 |
| 2477 | American National Bank, Lawton | 87,082,000 | 64,859,000 | 3200 | + 723 |
| 2726 | Security Bank & Trust Co., Lawton | 79,520,872 | 77,718,488 | 2608 | |
| 3848 | Citizens Bank, Lawton | 58,558,000 | 50,628,912 | 4247 | + 399 |
| 4306 | City National Bank & Trust Co., Lawton | 52,789,427 | 54,878,542 | 3870 | |
| 4839 | Madill Bank & Trust Co., Madill | 47,276,012 | 45,585,775 | 4756 | |
| 2995 | State National Bank, Marlow | 73,131,663 | 61,975,101 | 3385 | + 390 |
| 953 | First National Bank & Trust Co., McAlester | 202,961,683 | 183,324,581 | 972 | +19 |
| 2457 | National Bank, McAlester | 87,810,516 | 77,452,193 | 2621 | + 164 |
| 2263 | Security Bank & Trust Co., Miami | 93,824,463 | 94,072,400 | 2094 | |
| 3932 | First National Bank & Trust Co., Miami | 57,338,667 | 55,612,337 | 3812 | |
| 2035 | First National Bank, Midwest City | 102,239,376 | 95,208,254 | 2060 | +25 |
| 3743 | American National Bank, Midwest City | 60,061,367 | 63,014,912 | 3329 | |
| 1232 | Commercial Bank & Trust Co., Muskogee | 159,797,238 | 131,861,546 | 1397 | + 165 |
| 2503 | First National Bank & Trust Co., Muskogee | 86,094,409 | 85,682,904 | 2345 | |
| 3063 | Citizens National Bank & Trust, Muskogee | 71,687,647 | 67,889,085 | 3030 | |
| 3360 | American Bank, Muskogee | 66,090,906 | 61,104,580 | 3431 | +71 |
| 833 | Security National Bank & Trust Co., Norman | 231,659,777 | 229,898,815 | 777 | |
| 1608 | American Exchange Bank & Trust Co., Norman | 125,069,000 | 128,775,000 | 1433 | |
| 1618 | First National Bank & Trust Co., Norman | 124,127,700 | 115,775,376 | 1631 | +13 |
| 1696 | City National Bank & Trust Co., Norman | 119,112,740 | 112,919,000 | 1676 | |
| 3621 | United Bank & Trust Co., Norman | 61,882,000 | 52,001,000 | 4116 | + 495 |
| | **OKLAHOMA CITY** | | | | |
| 133 | Liberty National Bank & Trust Co., Oklahoma City | 1,842,028,000 | 1,634,776,000 | 132 | |
| 148 | First National Bank & Trust Co., Oklahoma City | 1,681,856,186 | 1,860,322,888 | 112 | |
| 357 | Bank of Oklahoma City NA, Oklahoma City | 597,816,000 | 605,395,000 | 327 | |
| 602 | United Oklahoma Bank, Oklahoma City | 320,400,000 | 299,439,000 | 590 | |
| 724 | Union Bank & Trust Co., Oklahoma City | 267,148,000 | 259,510,000 | 690 | |
| 808 | Citizens National Bank & Trust Co., Oklahoma City | 238,633,000 | 219,691,000 | 816 | +8 |
| 1133 | Guaranty Bank & Trust Co., Oklahoma City | 172,499,031 | 161,238,667 | 1122 | |
| 1150 | Founders Bank & Trust Co., Oklahoma City | 170,305,000 | 157,249,781 | 1154 | +4 |
| 1510 | Central National Bank, Oklahoma City | 132,079,876 | 126,217,031 | 1457 | |
| 1544 | Friendly National Bank, Oklahoma City | 129,681,281 | 117,963,899 | 1598 | +54 |
| 1822 | Southwestern Bank & Trust Co., Oklahoma City | 111,186,000 | 107,923,845 | 1783 | |
| 2073 | Oklahoma National Bank & Trust Co., Oklahoma City | 100,882,000 | 101,142,000 | 1916 | |
| 2125 | Commerce Bank, Oklahoma City | 98,957,277 | 96,351,000 | 2027 | |
| 2310 | Community Bank, Oklahoma City | 92,123,000 | 82,861,369 | 2424 | + 114 |
| 2362 | First City Bank NA, Oklahoma City | 90,598,884 | 92,511,641 | 2134 | |
| 2609 | Nichols Hills Bank, Oklahoma City | 82,865,613 | 70,775,608 | 2892 | + 283 |
| 2893 | Republic Bank, Oklahoma City | 75,411,234 | 68,767,735 | 2990 | +97 |
| 2947 | Northwest Bank, Oklahoma City | 74,154,724 | 67,304,000 | 3058 | + 111 |
| 3167 | Quail Creek Bank NA, Oklahoma City | 69,364,848 | 70,182,326 | 2925 | |
| 3283 | Allied Oklahoma Bank NA, Oklahoma City | 67,187,644 | 57,008,000 | 3708 | + 425 |
| 3653 | Will Rogers Bank & Trust Co., Oklahoma City | 61,486,549 | 57,768,000 | 3644 | |
| 4141 | Grant Square Bank & Trust Co., Oklahoma City | 54,663,491 | 65,502,469 | 3167 | |
| 4223 | First Enterprise Bank, Oklahoma City | 53,900,000 | 51,214,111 | 4195 | |
| 4591 | Capitol Hill State Bank & Trust Co., Oklahoma City | 49,924,092 | 50,973,000 | 4222 | |
| 2867 | First National Bank & Trust Co., Okmulgee | 75,953,437 | 69,346,495 | 2959 | +92 |
| 4293 | Citizens National Bank & Trust Co., Okmulgee | 52,974,834 | 49,681,105 | 4325 | +32 |
| 3759 | First Bank, Owasso | 59,778,950 | 53,984,424 | 3945 | + 186 |
| 4436 | Pauls Valley National Bank, Pauls Valley | 51,516,853 | 47,197,903 | 4575 | + 139 |
| 4841 | First National Bank, Pauls Valley | 47,260,895 | 40,095,435 | 5414 | + 573 |
| 4034 | First National Bank & Trust Co., Perry | 56,132,919 | 66,832,000 | 3090 | |
| 4197 | Exchange Bank & Trust Co., Perry | 54,106,548 | 50,102,162 | 4293 | +96 |
| 1453 | First National Bank & Trust Co., Ponca City | 137,671,864 | 141,187,000 | 1286 | |
| 2036 | Security Bank & Trust Co., Ponca City | 102,227,000 | 96,104,929 | 2035 | |
| 3741 | Pioneer Bank & Trust, Ponca City | 60,070,000 | 51,461,000 | 4166 | + 425 |
| 3311 | Poteau State Bank, Poteau | 66,865,000 | 58,795,000 | 3558 | + 247 |
| 3884 | Central National Bank, Poteau | 58,014,529 | 54,079,000 | 3936 | +52 |
| 3917 | Prague National Bank, Prague | 57,617,540 | 55,189,828 | 3846 | |
| 4513 | Bank of Oklahoma, Pryor | 50,723,483 | 47,341,494 | 4562 | +49 |
| 3308 | McClain County National Bank, Purcell | 66,887,000 | 61,874,000 | 3390 | +82 |
| 3714 | First American Bank & Trust Co., Purcell | 60,524,000 | 50,689,000 | 4239 | + 525 |
| 4739 | National Bank, Sallisaw | 48,420,873 | 41,180,222 | 5251 | + 512 |
| 2333 | American National Bank & Trust Co., Sapulpa | 91,505,000 | 79,761,000 | 2533 | + 200 |
| 4738 | Security National Bank, Sapulpa | 48,437,773 | 46,042,407 | 4706 | |
| 4736 | First National Bank, Sayre | 48,448,599 | 43,018,239 | 5022 | + 286 |
| 4873 | First National Bank, Seminole | 46,914,730 | 44,195,707 | 4897 | +24 |
| 931 | Federal Nat'l Bank & Trust Co., Shawnee | 208,157,000 | 201,949,000 | 886 | |
| 1349 | American National B&T Co., Shawnee | 146,590,731 | 141,698,012 | 1279 | |
| 3493 | First State Bank & Trust Co., Shawnee | 63,973,341 | 57,228,845 | 3689 | + 196 |
| 4891 | First National Bank, Stigler | 46,738,000 | 43,373,808 | 4997 | + 106 |
| 1311 | Stillwater National Bank & Trust Co., Stillwater | 150,609,180 | 122,018,027 | 1527 | + 216 |
| 2084 | First National Bank & Trust Co., Stillwater | 100,376,582 | 90,387,000 | 2202 | + 118 |
| 2675 | First National Bank, Tahlequah | 81,095,786 | 68,082,000 | 3020 | + 345 |
| 4476 | Liberty State Bank, Tahlequah | 51,097,000 | 49,959,000 | 4309 | |
| | **TULSA** | | | | |
| 169 | Bank of Oklahoma NA, Tulsa | 1,431,879,000 | 1,294,789,000 | 166 | |
| 227 | First National Bank & Trust Co., Tulsa | 1,024,357,000 | 1,042,695,000 | 200 | |
| 505 | Fourth National Bank, Tulsa | 391,391,000 | 355,084,621 | 515 | +10 |
| 712 | F&M Bank & Trust Co., Tulsa | 269,441,000 | 241,708,000 | 742 | +30 |
| 794 | Utica National Bank & Trust Co., Tulsa | 245,837,000 | 328,616,000 | 544 | |
| 908 | Bank of Commerce & Trust Co., Tulsa | 212,782,712 | 218,650,715 | 823 | |
| 1731 | Western National Bank, Tulsa | 117,126,065 | 103,122,655 | 1870 | + 139 |
| 1753 | American Bank & Trust Co., Tulsa | 115,809,517 | 98,033,000 | 1986 | + 233 |
| 2091 | Bank of Oklahoma-City Plaza, Tulsa | 100,271,000 | 92,640,000 | 2129 | +38 |
| 2142 | Century Bank, Tulsa | 98,301,378 | 105,157,906 | 1926 | |
| 2244 | Bank of Oklahoma-Mercantile Center, Tulsa | 94,672,000 | 83,185,000 | 2412 | + 168 |
| 2493 | Bank of Oklahoma-Boulder Park, Tulsa | 86,475,415 | 79,038,993 | 2554 | +61 |
| 2584 | Guaranty National Bank, Tulsa | 83,682,000 | 78,075,609 | 2590 | +6 |
| 3242 | Community Bank & Trust Co., Tulsa | 67,818,373 | 63,045,000 | 3326 | +84 |
| 3604 | Brookside State Bank, Tulsa | 62,264,364 | 62,382,541 | 3368 | |
| 3828 | Central Bank & Trust Co., Tulsa | 58,865,714 | 102,761,704 | 1877 | |
| 4057 | Commercial National Bank, Tulsa | 55,822,000 | 39,334,000 | 5502 | +1445 |
| 4231 | Security Bank, Tulsa | 53,831,000 | 35,116,000 | 6080 | +1849 |
| 4622 | United Bank, Tulsa | 49,676,000 | 47,072,000 | 4586 | |
| 4773 | Bank of Tulsa, Tulsa | 48,039,546 | 57,207,936 | 3690 | |
| 4784 | Woodland Bank, Tulsa | 47,853,561 | 44,371,146 | 4872 | +88 |
| 4901 | Peoples State Bank, Tulsa | 46,618,672 | 42,022,155 | 5147 | + 246 |
| 3049 | First National Bank & Trust Co., Vinita | 72,117,000 | 76,111,668 | 2665 | |
| 4923 | First National Bank & Trust Co., Weatherford | 46,459,000 | 43,170,638 | 5009 | +86 |
| 2063 | Bank of Woodward, Woodward | 101,204,846 | 94,303,715 | 2083 | +20 |
| 4672 | Stock Exchange Bank, Woodward | 49,126,991 | 49,002,000 | 4388 | |
| 3333 | Yukon National Bank, Yukon | 66,573,000 | 69,500,513 | 2954 | |
| 3804 | First National Bank, Yukon | 59,280,662 | 51,680,000 | 4147 | + 343 |

| Rank 12/84 | OREGON | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1392 | Citizens Valley Bank, Albany | 143,031,393 | 131,443,243 | 1405 | +13 |
| 643 | Western Bank, Coos Bay | 299,308,635 | 302,779,504 | 582 | |
| 3870 | Citizens Bank, Corvallis | 58,283,127 | 54,429,904 | 3908 | +38 |
| 4785 | Valley National Bank, Forest Grove | 47,823,498 | 41,112,100 | 5257 | + 472 |
| 2941 | Inland Empire Bank, Hermiston | 74,271,000 | 53,911,000 | 3950 | +1009 |
| 3765 | Security Bank, Myrtle Point | 59,727,000 | 58,791,884 | 3559 | |
| 4244 | Bank of Newport, Newport | 53,723,213 | 57,234,000 | 3686 | |
| 4733 | National Security Bank, Newport | 48,491,410 | 48,641,677 | 4423 | |
| | **PORTLAND** | | | | |
| 44 | United States National Bank, Portland | 4,848,037,000 | 4,399,197,000 | 43 | |
| 58 | First Interstate Bank of Oregon NA, Portland | 4,203,998,000 | 4,111,885,000 | 48 | |
| 266 | Oregon Bank, Portland | 878,886,000 | 872,825,000 | 234 | |
| 383 | Pacific Western Bank, Portland | 546,279,898 | 527,539,393 | 371 | |
| 877 | Oregon First Bank, Portland | 220,798,000 | 229,846,000 | 778 | |
| 3665 | South Umpqua State Bank, Roseburg | 61,300,409 | 53,530,000 | 3969 | + 304 |
| 3998 | Douglas National Bank, Roseburg | 56,488,000 | 63,435,685 | 3289 | |
| 1344 | Commercial Bank, Salem | 147,121,000 | 141,713,000 | 1278 | |
| 2508 | Western Security Bank, Salem | 85,964,940 | 79,440,000 | 2541 | +33 |
| 4792 | Pioneer Trust Co., Salem | 47,795,000 | 40,446,000 | 5351 | + 559 |
| 3843 | Centennial Bank, Springfield | 58,662,000 | 58,395,000 | 3592 | |
| 1892 | Bank of Oregon, Woodburn | 108,346,000 | 118,878,000 | 1577 | |

| Rank 12/84 | PENNSYLVANIA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **ALLENTOWN** | | | | |
| 222 | First National Bank, Allentown | 1,046,832,000 | 988,799,000 | 207 | |
| 278 | Merchants National Bank, Allentown | 836,623,000 | 690,183,692 | 300 | +22 |
| | **ALTOONA** | | | | |
| 395 | Mid-State Bank & Trust Co., Altoona | 524,985,011 | 502,463,000 | 387 | |
| 3420 | Merchants National Bank, Bangor | 65,211,698 | 60,006,020 | 3491 | +71 |
| 3473 | First National Bank, Bath | 64,325,934 | 58,493,000 | 3584 | + 111 |
| 1592 | Beaver Trust Co., Beaver | 126,050,861 | 118,017,469 | 1597 | +5 |
| 2402 | National Bank of Western Pa., Berlin | 89,405,134 | 88,396,000 | 2257 | |
| 3053 | First National Bank, Berwick | 72,016,000 | 66,665,847 | 3096 | +43 |
| 569 | Union Bank & Trust Co., Bethlehem | 339,061,000 | 288,802,000 | 612 | +43 |
| 2463 | Bloomsburg Bank-Columbia Trust Co., Bloomsburg | 87,555,600 | 83,591,395 | 2398 | |
| 1560 | Blue Ball National Bank, Blue Ball | 128,345,943 | 116,940,539 | 1613 | +53 |
| 722 | National Bank, Boyertown | 267,243,120 | 225,727,176 | 792 | +70 |
| 1893 | Bridgeville Trust Co., Bridgeville | 108,328,764 | 102,320,913 | 1891 | |
| 1402 | Bryn Mawr Trust Co., Bryn Mawr | 142,330,189 | 121,302,000 | 1544 | + 142 |
| | **BUTLER** | | | | |
| 285 | First Seneca Bank, Butler | 815,195,000 | 742,741,000 | 276 | |
| 1462 | First National Bank, Carbondale | 136,796,000 | 137,265,702 | 1337 | |
| 4955 | Liberty Discount & Savings Bank, Carbondale | 46,133,000 | 42,223,653 | 5121 | + 166 |
| 1169 | Farmers Trust Co., Carlisle | 167,302,567 | 149,206,658 | 1211 | +42 |
| 3488 | First National Bank, Carmichaels | 64,040,660 | 61,327,000 | 3421 | |

➜ Continued on Next Page

| Rank 12/84 | PENNSYLVANIA (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1112 | Valley Bank & Trust Co., Chambersburg | 174,907,048 | 152,857,830 | 1183 | +71 |
| 1546 | Farmers & Merchants Trust Co., Chambersburg | 129,407,174 | 124,980,000 | 1476 | |
| 2330 | Chambersburg Trust Co., Chambersburg | 91,572,027 | 88,182,363 | 2265 | |
| 1016 | Cheltenham Bank, Cheltenham | 190,960,000 | 164,222,000 | 1093 | +77 |
| 1199 | County National Bank, Clearfield | 164,021,660 | 148,174,553 | 1218 | +19 |
| 2617 | Clearfield Bank & Trust Co., Clearfield | 82,650,459 | 78,616,178 | 2570 | |
| 4438 | Curwensville State Bank, Curwensville | 51,499,000 | 49,241,384 | 4360 | |
| 2949 | First National Bank, Danville | 74,129,112 | 65,901,821 | 3142 | +193 |
| 2501 | Denver National Bank, Denver | 86,109,000 | 75,554,000 | 2683 | +182 |
| 2753 | Downington National Bank, Downington | 78,683,702 | 77,993,461 | 2595 | |
| 1046 | Deposit Bank, Du Bois | 186,571,435 | 183,692,000 | 969 | |
| 1717 | Union Banking & Trust Co., Du Bois | 117,855,728 | 109,614,845 | 1738 | +21 |
| 2137 | Fidelity Deposit & Discount Bank, Dunmore | 98,592,274 | 89,156,492 | 2234 | +97 |
| 2879 | First National Bank, Dunmore | 75,642,000 | 65,567,153 | 3160 | +281 |
| 784 | Easton National Bank & Trust Co., Easton | 247,646,894 | 227,325,033 | 789 | +5 |
| 3751 | Lafayette Trust Bank, Easton | 59,901,768 | 54,609,214 | 3892 | +141 |
| 1127 | Laurel Bank, Ebensburg | 173,162,786 | 171,176,000 | 1042 | |
| 4432 | Peoples National Bank, Edwardsville | 51,557,000 | 51,310,000 | 4183 | |
| 1524 | Ephrata National Bank, Ephrata | 131,211,000 | 124,160,211 | 1487 | |
| 932 | Pennbank/Erie, Erie | 207,835,000 | 204,725,000 | 876 | |
| 2026 | Citizens National Bank, Evans City | 102,473,000 | 95,241,810 | 2059 | +33 |
| 3819 | First National Bank, Everett | 59,080,304 | 54,775,330 | 3879 | +60 |
| 3506 | Community National Bank, Forest City | 63,742,117 | 54,317,776 | 3916 | +410 |
| 4522 | Valley National Bank, Freeport | 50,661,000 | 48,125,765 | 4482 | |
| 889 | Adams County National Bank, Gettysburg | 218,319,000 | 196,290,000 | 903 | +14 |
| 1508 | Gettysburg National Bank, Gettysburg | 132,166,688 | 118,883,000 | 1575 | +67 |
| 2702 | Peoples Bank, Glen Rock | 80,232,249 | 71,624,935 | 2861 | +159 |
| 2633 | Citizens National Bank, Greencastle | 82,108,599 | 77,441,248 | 2622 | |
| 3634 | First National Bank, Greencastle | 61,727,880 | 57,468,000 | 3671 | +37 |
| 532 | Southwest National Bank, Greensburg | 373,028,000 | 346,536,000 | 529 | |
| 559 | First National Bank of Mercer Cty., Greenville | 345,903,924 | 320,071,078 | 559 | |
| 4143 | Peoples National Bank of Susquehanna Cty., Hallstead | 54,644,000 | 46,599,000 | 4637 | +494 |
| 3426 | Hamburg Savings & Trust Co., Hamburg | 65,118,787 | 57,260,510 | 3685 | +259 |
| 883 | Farmers' Bank & Trust Co., Hanover | 220,077,000 | 192,765,000 | 919 | +36 |
| 1469 | Bank of Hanover & Trust Co., Hanover | 136,304,605 | 116,208,000 | 1624 | +155 |
| 1467 | Harleysville National Bank & Trust Co., Harleysville | 136,566,787 | 110,077,430 | 1726 | +259 |
| | **HARRISBURG** | | | | |
| 184 | Dauphin Deposit Bank & Trust Co., Harrisburg | 1,342,421,000 | 1,257,521,166 | 170 | |
| 223 | Commonwealth National Bank, Harrisburg | 1,044,482,000 | 998,974,000 | 204 | |
| 2237 | Jefferson Bank, Haverford | 94,780,236 | 76,375,000 | 2649 | +412 |
| 897 | Peoples First Nat'l B&T Co., Hazleton | 216,254,746 | 208,487,076 | 858 | |
| 2898 | First National Bank, Herminie | 75,266,000 | 67,501,359 | 3047 | +149 |
| 1759 | Hershey Bank, Hershey | 115,678,440 | 102,304,495 | 1893 | +134 |
| 2095 | Central Bank, Hollidaysburg | 100,087,499 | 95,069,901 | 2062 | |
| 2280 | Hollidaysburg Trust Co., Hollidaysburg | 93,090,803 | 86,659,623 | 2320 | +40 |
| 2825 | Homer City State Bank, Homer City | 76,763,735 | 76,653,708 | 2643 | |
| 2432 | Wayne County Bank & Trust Co., Honesdale | 88,495,680 | 79,127,000 | 2548 | +116 |
| 3565 | Honesdale National Bank, Honesdale | 62,773,552 | 52,261,068 | 4089 | +524 |
| 4930 | Farmers & Merchants Bank, Honesdale | 46,414,000 | 43,225,050 | 5004 | +74 |
| 2636 | Farmer's Bank & Trust Co., Hummelstown | 82,082,201 | 70,073,000 | 2666 | +30 |
| 2138 | Penn Central National Bank, Huntington | 98,563,696 | 92,996,791 | 2121 | |
| 570 | Savings & Trust Co., Indiana | 337,777,000 | 322,016,000 | 554 | |
| 727 | National Bank of the Commonwealth, Indiana | 266,562,261 | 254,513,055 | 708 | |
| 2093 | Irwin Bank & Trust Co., Irwin | 100,120,000 | 98,775,000 | 1969 | |
| 2691 | Three Rivers Bank & Trust Co., Jefferson Borough | 80,506,886 | 71,468,000 | 2869 | +178 |
| 4001 | Peoples Bank & Trust Co., Jennerstown | 56,457,291 | 49,679,933 | 4326 | +325 |
| 1907 | First National Bank, Jermyn | 107,717,873 | 101,314,760 | 1909 | +2 |
| 3044 | Jersey Shore State Bank, Jersey Shore | 72,188,000 | 63,356,000 | 3296 | +252 |
| | **JOHNSTOWN** | | | | |
| 436 | United States National Bank, Johnstown | 468,778,591 | 453,152,275 | 420 | |
| 567 | Johnstown Bank & Trust Co., Johnstown | 340,075,203 | 324,331,539 | 549 | |
| 2174 | Dale National Bank, Johnstown | 96,895,131 | 92,674,454 | 2127 | |
| 2448 | Moxham National Bank, Johnstown | 88,086,515 | 80,301,678 | 2524 | +76 |
| 4838 | Jonestown Bank & Trust Co., Jonestown | 47,280,080 | 40,390,000 | 5356 | +518 |
| 2391 | Royal Bank of Pennsylvania, King of Prussia | 89,768,764 | 62,936,545 | 3335 | +944 |
| 3567 | Merchants National Bank, Kittanning | 62,739,198 | 53,028,121 | 4024 | +457 |
| | **LANCASTER** | | | | |
| 122 | Hamilton Bank, Lancaster | 1,988,765,000 | 1,810,772,000 | 119 | |
| 362 | Fulton Bank, Lancaster | 583,612,000 | 515,921,000 | 378 | +16 |
| | **LANSFORD** | | | | |
| 353 | First Valley Bank, Lansford | 604,797,232 | 586,489,115 | 338 | |
| 1929 | Commercial Nat'l Bank of Westmoreland Cty., Latrobe | 106,706,098 | 96,413,262 | 2025 | +96 |
| 758 | Lebanon Valley National Bank, Lebanon | 256,227,902 | 236,634,789 | 761 | +3 |
| 2340 | People's National Bank, Lebanon | 91,279,942 | 80,518,102 | 2513 | +173 |
| 3698 | Farmers' Trust Co., Lebanon | 60,783,311 | 56,793,235 | 3722 | +24 |
| 2716 | First National Bank, Leechburg | 79,808,265 | 76,128,145 | 2663 | |
| 3168 | First National Bank, Leesport | 69,346,111 | 63,509,073 | 3285 | +117 |
| 1647 | Russell National Bank, Lewistown | 121,766,810 | 113,502,147 | 1664 | +17 |
| 4764 | Lewistown Trust Co., Lewistown | 48,165,456 | 41,980,888 | 5154 | +390 |
| 502 | Farmers First Bank, Lititz | 394,843,000 | 364,959,000 | 502 | |
| 4858 | Community National Bank of Southern Pa., Littlestown | 47,107,112 | 45,944,893 | 4718 | |
| | **MALVERN** | | | | |
| 46 | Fidelity Bank NA, Malvern | 4,720,618,000 | 785,371,590 | 265 | +219 |
| 4023 | Manheim National Bank, Manheim | 56,228,342 | 52,128,241 | 4102 | +79 |
| 3256 | First Citizens National Bank, Mansfield | 67,551,577 | 64,328,832 | 3234 | |
| 2920 | Mars National Bank, Mars | 74,813,516 | 68,147,246 | 3018 | +98 |
| 2415 | McKeesport National Bank, McKeesport | 89,031,200 | 86,232,796 | 2331 | |
| | **MEADVILLE** | | | | |
| 389 | First National Bank, Meadville | 533,107,000 | 503,447,000 | 385 | |
| 2475 | First Bank & Trust Co., Mechanicsburg | 87,239,138 | 75,547,000 | 2684 | +209 |
| 2569 | NCB Bank, Middleburg | 84,294,000 | ............ | .... | |
| 2903 | Swineford National Bank, Middleburg | 75,161,000 | 68,250,000 | 3010 | +107 |
| 4202 | Mifflinburg Bank & Trust Co., Mifflinburg | 54,054,956 | 49,790,321 | 4321 | +119 |
| 2172 | Juniata Valley Bank, Mifflintown | 96,923,308 | 90,871,368 | 2185 | +13 |
| 3859 | First National Bank of Pike Cty., Milford | 58,449,000 | 52,217,316 | 4091 | +232 |
| 2803 | Mid Penn Bank, Millersburg | 77,251,000 | 65,558,000 | 3161 | +358 |
| 3102 | Upper Dauphin National Bank, Millersburg | 70,914,000 | 62,750,000 | 3342 | +240 |
| 1509 | Bank of Central Pa., Montoursville | 132,084,881 | 127,314,101 | 1449 | |
| 1877 | County National Bank, Montrose | 108,861,000 | 102,167,000 | 1898 | +21 |
| 3469 | Union National Mount Joy Bank, Mount Joy | 64,343,089 | 59,061,232 | 3543 | +74 |
| 1965 | Nazareth National Bank & Trust Co., Nazareth | 104,893,763 | 101,226,400 | 1912 | |
| 2388 | Second National Bank, Nazareth | 89,817,000 | 82,215,000 | 2450 | +62 |
| 4782 | New Bethlehem Bank, New Bethlehem | 47,867,000 | 44,204,055 | 4895 | +113 |
| 1008 | First National Bank of Western Pa., New Castle | 192,097,251 | 187,191,527 | 956 | |
| 2105 | Peoples Bank of Western Pa., New Castle | 99,599,000 | 94,213,000 | 2086 | |
| 3797 | Citizens National Bank, New Castle | 59,384,000 | 58,727,000 | 3566 | |
| | **NEW CUMBERLAND** | | | | |
| 466 | CCNB Bank NA, New Cumberland | 433,211,000 | 393,650,000 | 474 | +8 |
| 1842 | New Holland Farmers Nat'l Bank, New Holland | 110,284,742 | 100,971,732 | 1919 | +77 |
| 1813 | First National Bank & Trust Co., Newtown | 111,717,000 | 103,657,000 | 1855 | +42 |
| 4710 | First National Bank, Nicholson | 48,766,000 | 42,515,000 | 5086 | +376 |
| | **NORRISTOWN** | | | | |
| 106 | Continental Bank, Norristown | 2,260,023,000 | 2,082,090,000 | 101 | |
| 1060 | Hazleton National Bank, Nuremburg | 184,290,000 | 184,483,000 | 966 | |
| | **OIL CITY** | | | | |
| 308 | Mellon Bank (North) NA, Oil City | 735,293,000 | 433,167,000 | 442 | +134 |
| 2978 | Old Forge Bank, Old Forge | 73,573,000 | 72,531,000 | 2813 | |
| 3546 | National Bank, Olyphant | 63,133,318 | 59,230,000 | 3534 | |
| 4058 | Columbia County Farmers National Bank, Orangeville | 55,804,000 | 51,037,000 | 4212 | +154 |
| 4427 | Orrstown Bank, Orrstown | 51,611,484 | 48,347,248 | 4460 | +33 |
| 4718 | People's Bank, Oxford | 48,632,000 | 42,534,967 | 5080 | +362 |
| 2164 | First National Bank, Palmerton | 97,124,240 | 83,951,023 | 2384 | +220 |
| 4307 | Citizens Bank & Trust Co., Palmerton | 52,770,157 | 47,625,883 | 4532 | +225 |
| 3907 | First National Bank, Peckville | 57,755,035 | 49,827,165 | 4318 | +411 |
| 4971 | Pen Argyl National Bank, Pen Argyl | 45,999,000 | 44,679,922 | 4839 | |
| | **PERKASIE** | | | | |
| 437 | Bucks County Bank & Trust Co., Perkasie | 463,661,000 | 421,291,000 | 449 | +12 |
| | **PHILADELPHIA** | | | | |
| 40 | Philadelphia National Bank, Philadelphia | 5,145,043,000 | 4,363,328,000 | 44 | +4 |
| 62 | First Pennsylvania Bank NA, Philadelphia | 3,903,222,000 | 3,789,992,000 | 56 | |
| 74 | Provident National Bank, Philadelphia | 3,152,934,000 | 2,918,581,000 | 68 | |
| 83 | Mellon Bank (East) NA, Philadelphia | 2,906,504,000 | 2,821,030,000 | 70 | |
| 152 | Industrial Valley Bank & Trust Co., Philadelphia | 1,643,136,192 | 1,559,509,000 | 140 | |
| 265 | Central Penn National Bank, Philadelphia | 881,107,000 | 768,303,000 | 271 | +6 |
| 785 | Frankford Trust Co., Philadelphia | 247,603,000 | 223,165,000 | 797 | +12 |
| | **PITTSBURGH** | | | | |
| 15 | Mellon Bank NA, Pittsburgh | 15,002,320,000 | 12,924,800,000 | 15 | |
| 39 | Pittsburgh National Bank, Pittsburgh | 5,171,956,000 | 4,625,620,000 | 37 | |
| 104 | Equibank, Pittsburgh | 2,281,147,000 | 2,689,247,000 | 75 | |
| 154 | Union National Bank, Pittsburgh | 1,606,324,000 | 1,510,844,000 | 144 | |
| 1955 | North Side Deposit Bank, Pittsburgh | 105,194,618 | 89,920,670 | 2214 | +259 |
| 2624 | Allegheny Valley Bank, Pittsburgh | 82,343,000 | 73,380,000 | 2772 | +148 |
| 2858 | Sheraden Bank, Pittsburgh | 76,144,866 | 69,377,404 | 2958 | +100 |
| 4145 | Iron & Glass Bank, Pittsburgh | 54,636,407 | 52,007,359 | 4115 | |
| 2552 | First Bank of Greater Pittston, Pittston | 84,618,659 | 74,458,447 | 2731 | +179 |
| 3296 | Miners Savings Bank, Pittston | 67,066,275 | 64,529,372 | 3223 | |
| 2720 | Peoples Bank of Unity, Plum | 79,723,926 | 72,466,220 | 2816 | +96 |
| 4369 | Portage National Bank, Portage | 52,111,000 | 49,142,000 | 4372 | +3 |
| | **POTTSVILLE** | | | | |
| 454 | Pennsylvania National Bank & Trust Co., Pottsville | 447,879,000 | 427,364,482 | 446 | |
| 1794 | Miners National Bank, Pottsville | 113,383,000 | 100,109,000 | 1938 | +144 |
| 4979 | Union Bank & Trust Co., Pottsville | 45,932,000 | 43,087,000 | 5020 | +41 |
| 1000 | Keystone National Bank, Punxsutawney | 193,297,267 | 188,960,946 | 945 | |
| 1851 | Quakertown National Bank, Quakertown | 109,682,000 | 100,289,000 | 1931 | +80 |
| 987 | Citizens & Northern Bank, Ralston | 195,365,000 | 181,805,000 | 980 | |
| | **READING** | | | | |
| 89 | American Bank & Trust Co., Reading | 2,665,598,000 | 2,385,768,000 | 83 | |
| 355 | Bank of Pennsylvania, Reading | 600,874,000 | 593,854,477 | 332 | |
| 2759 | Tobias Knoblauch Private Bank, Reading | 78,575,885 | 62,698,720 | 3344 | +585 |
| 2409 | Century National Bk & Tr Co., Rochester | 89,137,326 | 85,497,623 | 2349 | |
| 4167 | Summit Bank, Salix | 54,394,821 | 47,153,557 | 4579 | +412 |
| 3988 | Scottsdale Bank & Trust Co., Scottsdale | 56,607,086 | 24,207,000 | 8100 | +4112 |
| 771 | Third National Bank & Trust Co., Scranton | 251,169,000 | 260,468,000 | 686 | |
| 848 | Penn Security Bank & Trust Co., Scranton | 227,919,981 | 220,113,382 | 813 | |
| 1253 | First State Bank, Scranton | 157,677,000 | 148,910,000 | 1213 | |
| 2088 | Snyder County Trust Co., Selinsgrove | 100,315,000 | 92,067,000 | 2150 | +62 |
| 659 | McDowell National Bank, Sharon | 289,640,216 | 276,833,000 | 642 | |
| 3568 | First National Bank, Slippery Rock | 62,711,000 | 58,185,000 | 3606 | +38 |
| 2598 | Hamlin Bank & Trust Co., Smethport | 83,102,000 | 55,372,000 | 3839 | +1241 |
| 2226 | Somerset Trust Co., Somerset | 95,031,567 | 92,190,000 | 2145 | |
| 588 | Union National Bank & Trust Co., Souderton | 327,092,769 | 284,433,863 | 621 | +33 |
| 4740 | Spring Grove National Bank, Spring Grove | 48,410,000 | 45,954,000 | 4717 | |
| | **STATE COLLEGE** | | | | |
| 407 | Mellon Bank (Central) NA, State College | 514,292,000 | 483,052,000 | 396 | |
| 1613 | Peoples National Bank of Central Penn., State College | 124,800,000 | 113,901,409 | 1660 | +47 |
| 3999 | Farmers Community Bank, State College | 56,480,000 | 53,393,000 | 3981 | |
| 1137 | First National Bank of Lancaster Cty., Strasburg | 171,893,078 | 146,574,503 | 1230 | +93 |
| 1052 | Security Bank & Trust Co., Stroudsburg | 186,019,503 | 186,973,000 | 957 | |
| 1081 | First National Trust Bank, Sunbury | 180,190,156 | 163,994,568 | 1097 | +16 |
| 2723 | First National Bank of Bradford Cty., Towanda | 79,574,454 | 71,496,690 | 2867 | +144 |
| 3631 | First Bank of Troy, Troy | 61,753,985 | 54,547,477 | 3899 | +268 |
| | **UNIONTOWN** | | | | |
| 317 | Gallatin National Bank, Uniontown | 712,370,000 | 647,772,000 | 314 | |
| 1697 | Fayette Bank & Trust Co., Uniontown | 119,083,818 | 116,635,884 | 1616 | |
| | **WARREN** | | | | |
| 287 | Marine Bank, Warren | 810,717,000 | 790,855,000 | 261 | |
| 349 | Pennbank, Warren | 612,560,000 | 562,235,000 | 353 | +4 |
| 636 | First National Bank & Trust Co., Washington | 303,214,000 | 267,916,000 | 666 | +30 |
| 1923 | First National Bank & Trust Co., Waynesboro | 107,032,306 | 107,738,197 | 1786 | |
| 4139 | Citizens National Bank & Trust Co., Waynesboro | 54,671,417 | 51,838,000 | 4132 | |
| 1708 | First National Bank, West Chester | 118,367,469 | 104,827,716 | 1834 | +126 |
| 4768 | West Milton State Bank, West Milton | 48,125,705 | 39,746,823 | 5458 | +690 |
| | **WILKES-BARRE** | | | | |
| 176 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 1,386,022,000 | 1,091,168,127 | 194 | +18 |
| 231 | First Eastern Bank NA, Wilkes-Barre | 1,012,300,000 | 843,852,000 | 245 | +14 |
| 334 | United Penn Bank, Wilkes-Barre | 670,515,000 | 667,901,000 | 308 | |
| 573 | Wyoming National Bank, Wilkes-Barre | 335,153,004 | 320,763,653 | 558 | |
| 2130 | Hanover Bank of Pennsylvania, Wilkes-Barre | 98,827,917 | 93,575,000 | 2104 | |
| | **WILLIAMSPORT** | | | | |
| 391 | Commonwealth Bank & Trust Co. NA, Williamsport | 531,268,000 | 451,956,000 | 423 | +32 |
| 408 | Northern Central Bank, Williamsport | 512,857,000 | 515,789,000 | 379 | |
| 1350 | Williamsport National Bank, Williamsport | 146,540,757 | 136,675,491 | 1345 | |
| 1680 | Bank & Trust Co. of Old York Road, Willow Grove | 119,880,000 | 99,130,000 | 1957 | +277 |
| 2754 | Unitas National Bank, Willow Hill | 78,683,398 | 71,230,000 | 2880 | +126 |
| 2579 | Citizens National Bank, Windber | 83,823,169 | 75,783,100 | 2676 | +97 |
| | **YORK** | | | | |
| 342 | York Bank & Trust Co., York | 640,595,000 | 597,472,000 | 330 | |
| 1231 | Drovers & Mechanics Bank, York | 160,048,000 | 140,080,000 | 1296 | +65 |

| Rank 12/84 | PUERTO RICO | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **HATO REY** | | | | |
| 246 | Banco de Santander-Puerto Rico, Hato Rey | 948,514,161 | 847,820,673 | 241 | |
| 309 | Banco Central Corp., Hato Rey | 730,474,056 | 809,945,350 | 250 | |
| 550 | Scotiabank de Puerto Rico, Hato Rey | 354,767,109 | 351,384,000 | 524 | |
| 577 | Royal Bank de Puerto Rico, Hato Rey | 332,432,000 | 332,906,000 | 541 | |
| 4818 | Banco Cooperativo, Hato Rey | 47,550,125 | 44,943,306 | 4813 | |
| 1096 | Roig Commercial Bank, Humacao | 177,621,116 | 144,174,065 | 1259 | +163 |
| | **PONCE** | | | | |
| 151 | Banco de Ponce, Ponce | 1,653,753,635 | 1,403,426,593 | 157 | +6 |
| 1699 | Banco Financiero de Puerto Rico, Ponce | 118,769,712 | 63,134,725 | 3317 | +1618 |
| | **SAN JUAN** | | | | |
| 84 | Banco Popular de Puerto Rico, San Juan | 2,870,671,318 | 2,347,449,307 | 88 | +4 |
| 716 | Banco Comercial de Mayaguez, San Juan | 268,623,912 | 236,725,404 | 760 | +44 |

| Rank 12/84 | RHODE ISLAND | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2530 | Newport National Bank, Newport | 85,440,657 | 61,044,506 | 3435 | +905 |
| 1913 | Pawtucket Trust Co., Pawtucket | 107,551,194 | 41,729,103 | 5186 | +3273 |
| | **PROVIDENCE** | | | | |
| 75 | Fleet National Bank, Providence | 3,119,754,000 | 3,542,902,000 | 58 | |
| 139 | Rhode Island Hospital Trust National Bank, Providence | 1,763,561,000 | 1,445,340,000 | 152 | +13 |
| 678 | Citizens Trust Co., Providence | 283,621,997 | 250,981,269 | 715 | +37 |
| 1007 | Washington Trust Co., Westerly | 192,453,415 | 158,465,088 | 1144 | +137 |
| 4394 | Woonsocket Institution Trust Co., Woonsocket | 51,883,040 | 49,278,427 | 4358 | |

| Rank 12/84 | SOUTH CAROLINA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3549 | Andrews Bank & Trust Co., Andrews | 63,044,000 | 52,816,000 | 4039 | + 490 |
| 4549 | Capital Bank & Trust, Belton | 50,424,000 | 47,409,000 | 4555 | +6 |
| | **CHARLESTON** | | | | |
| 128 | Citizens & Southern National Bank, Charleston | 1,878,833,000 | 1,674,454,771 | 127 | |
| 4693 | Liberty National Bank, Charleston | 48,906,000 | 15,221,268 | 1 | |
| 3460 | M.S. Bailey & Son-Bankers, Clinton | 64,479,324 | 56,185,000 | 3772 | + 312 |
| | **COLUMBIA** | | | | |
| 80 | South Carolina National Bank, Columbia | 2,969,915,000 | 1,625,252,000 | 134 | +54 |
| 166 | Bankers Trust of South Carolina, Columbia | 1,464,820,000 | 1,256,581,613 | 171 | +5 |
| 399 | First-Citizens Bank & Trust Co., Columbia | 521,596,000 | 410,839,775 | 459 | +60 |
| 4550 | First Palmetto State Bank & Trust Co., Columbia | 50,345,000 | 35,961,000 | 5985 | +1435 |
| 2057 | Conway National Bank, Conway | 101,517,000 | 88,832,655 | 2241 | + 184 |
| | **GREENVILLE** | | | | |
| 261 | Southern Bank & Trust Co., Greenville | 891,556,000 | 766,389,000 | 273 | +12 |
| 1282 | Community Bank, Greenville | 154,157,000 | 127,899,676 | 1442 | + 160 |
| 4026 | County Bank, Greenwood | 56,188,000 | 46,814,000 | 4615 | + 589 |
| 1937 | Bank of Greer, Greer | 106,265,000 | 94,376,000 | 2080 | + 143 |
| 4994 | Bank of Hartsville, Hartsville | 45,751,235 | 38,263,000 | 5656 | + 662 |
| 4536 | First National Bank, Holly Hill | 50,520,087 | 45,921,000 | 4722 | + 186 |
| 3708 | Carolina Bank & Trust Co., Lamar | 60,600,000 | 31,353,000 | 6703 | +2995 |
| 2155 | Palmetto Bank, Laurens | 97,451,799 | 83,544,803 | 2400 | + 245 |
| 1161 | Lexington State Bank, Lexington | 168,665,000 | 131,383,212 | 1406 | + 245 |
| 1260 | First National Bank, Orangeburg | 157,259,491 | 118,288,045 | 1585 | + 325 |
| 1505 | Rock Hill National Bank, Rock Hill | 132,501,116 | 107,655,643 | 1787 | + 282 |
| 867 | National Bank of South Carolina, Sumter | 222,706,000 | 212,832,560 | 838 | |
| 3539 | Farmers & Merchants Bank, Walterboro | 63,272,236 | 58,668,837 | 3574 | +35 |
| S.D. | | | | | |
| 3748 | Farmers & Merchants Bank & Trust Co., Aberdeen | 59,959,000 | 51,723,704 | 4143 | + 395 |
| 2994 | Bank of Belle Fourche, Bell Fourche | 73,165,000 | 69,916,000 | 2938 | |
| 2228 | First National Bank, Brookings | 94,999,000 | 94,294,000 | 2084 | |
| 2538 | Farmers & Merchants Bank, Huron | 85,153,470 | 81,958,000 | 2461 | |
| 2097 | Commercial Trust & Savings Bank, Mitchell | 99,938,000 | 97,233,633 | 2009 | |
| 3381 | Live Stock State Bank, Mitchell | 65,785,244 | 24,283,000 | 8089 | +4708 |
| 4512 | Farmers State Bank, Parkston | 50,729,601 | 46,225,409 | 4689 | + 177 |
| 1563 | BankWest NA, Pierre | 127,984,122 | 101,378,665 | 1908 | + 345 |
| 3816 | First National Bank, Pierre | 59,092,000 | 50,334,000 | 4269 | + 453 |
| | **SIOUX FALLS** | | | | |
| 87 | Citibank (South Dakota) NA, Sioux Falls | 2,757,946,000 | 2,191,285,000 | 96 | +9 |
| 182 | Norwest Bank South Dakota NA, Sioux Falls | 1,355,572,000 | 606,192,000 | 326 | + 144 |
| 229 | First Bank of South Dakota NA, Sioux Falls | 1,016,025,000 | 966,456,000 | 219 | |
| 1036 | First National Bank, Sioux Falls | 187,305,737 | 177,734,821 | 1000 | |
| 1120 | Western Bank, Sioux Falls | 173,943,094 | 155,830,000 | 1162 | +42 |
| 2768 | Valley National Bank, Sioux Falls | 78,107,139 | 73,927,314 | 2757 | |
| 4719 | United National Bank, Sioux Falls | 48,619,690 | 129,523,000 | 1424 | |
| 2407 | Farmers & Merchants Bank & Trust, Watertown | 89,155,000 | 81,199,635 | 2484 | +77 |
| 3082 | Farmers State Bank, Winner | 71,233,145 | 67,594,771 | 3044 | |
| 3117 | American State Bank, Yankton | 70,373,669 | 80,336,438 | 2522 | |

| Rank 12/84 | TENNESSEE | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3280 | First National Bank & Trust Co., Athens | 67,212,136 | 60,295,544 | 3472 | + 192 |
| 1726 | Barretville Bank & Trust Co., Barretville | 117,244,433 | 110,497,414 | 1722 | |
| 1229 | Tri-City Bank & Trust Co., Blountville | 160,426,000 | 113,861,000 | 1661 | + 432 |
| 3795 | Hardeman County Bank, Bolivar | 59,396,239 | 57,055,925 | 3705 | |
| 3458 | Brownsville Bank, Brownsville | 64,542,000 | 61,184,000 | 3427 | |
| 4028 | First State Bank, Brownsville | 56,185,372 | 46,643,000 | 4629 | + 601 |
| 4150 | Bank of Camden, Camden | 54,603,260 | 48,504,766 | 4440 | + 290 |
| 2410 | Citizens Bank, Carthage | 89,126,301 | 81,083,076 | 2489 | +79 |
| 4917 | First National Bank, Centerville | 46,517,776 | 41,998,001 | 5151 | + 234 |
| | **CHATTANOOGA** | | | | |
| 286 | American National Bank & Trust Co., Chattanooga | 813,642,603 | 699,916,000 | 296 | +10 |
| 713 | Pioneer Bank, Chattanooga | 269,204,000 | 246,123,000 | 727 | +14 |
| 2056 | Commerce Union Bank-Chattanooga, Chattanooga | 101,523,000 | 91,631,896 | 2166 | + 110 |
| 1307 | First National Bank, Clarksville | 150,982,842 | 133,952,123 | 1369 | +62 |
| 1426 | Northern Bank of Tennessee, Clarksville | 139,777,990 | 124,128,879 | 1490 | +64 |
| 2571 | Commerce Union Bank, Clarksville | 84,204,432 | 88,412,000 | 2256 | |
| 2108 | Cleveland Bank & Trust Co., Cleveland | 99,443,261 | 93,783,629 | 2100 | |
| 2195 | Merchants Bank, Cleveland | 96,189,000 | 90,968,687 | 2184 | |
| 2421 | First American National Bank, Cleveland | 88,810,932 | 76,310,568 | 2654 | + 233 |
| 3434 | First Citizens Bank, Cleveland | 64,951,726 | 56,333,000 | 3762 | + 328 |
| 1479 | First Farmers & Merchants Nat'l Bank, Columbia | 135,405,030 | 117,056,981 | 1612 | + 133 |
| 1934 | Middle Tennessee Bank, Columbia | 106,388,869 | 102,263,628 | 1894 | |
| 1619 | Citizens Bank, Cookeville | 124,056,313 | 109,422,796 | 1745 | + 126 |
| 2741 | American Bank & Trust, Cookeville | 78,999,204 | 72,341,000 | 2824 | +83 |
| 3773 | Bank of Putnam Cty., Cookeville | 59,653,137 | 56,702,394 | 3732 | |
| 1995 | Tipton County Bank, Covington | 103,637,500 | 104,127,000 | 1850 | |
| 4182 | First State Bank, Covington | 54,229,292 | 48,446,366 | 4450 | + 268 |
| 2666 | First National Bank, Crossville | 81,320,672 | 70,353,914 | 2919 | + 253 |
| 4610 | Cumberland County Bank, Crossville | 49,806,000 | 46,067,150 | 4704 | +94 |
| 4959 | First National Bank of Franklin Cty., Decherd | 46,095,538 | 41,033,385 | 5272 | + 313 |
| 2905 | First National Bank, Dickson | 75,149,000 | 66,839,000 | 3089 | + 184 |
| 4995 | Bank of Dickson, Dickson | 45,743,231 | 40,113,034 | 5408 | + 413 |
| 1427 | First-Citizens National Bank, Dyersburg | 139,742,000 | 128,436,483 | 1435 | +8 |
| 2906 | Carter County Bank, Elizabethton | 75,133,283 | 63,036,000 | 3327 | + 421 |
| 2966 | Citizens Bank, Elizabethton | 73,778,533 | 65,639,000 | 3158 | + 192 |
| 2829 | Union National Bank, Fayetteville | 76,686,095 | 78,074,549 | 2591 | |
| 928 | Williamson County Bank, Franklin | 208,698,086 | 165,367,064 | 1085 | + 157 |
| 3391 | Commerce Union Bank Sumner Cty., Gallatin | 65,658,000 | 57,551,000 | 3663 | + 272 |
| 3792 | First National Bank, Gatlinburg | 59,457,000 | 63,837,429 | 3263 | |
| 4933 | Tennessee State Bank, Gatlinburg | 46,403,000- | 44,012,255 | 4916 | |
| 2986 | Community Bank, Germantown | 73,299,000 | 54,452,000 | 3906 | + 920 |
| 2392 | Bank of Goodlettsville, Goodlettsville | 89,711,000 | 79,492,000 | 2539 | + 147 |
| 1397 | Greene County Bank, Greeneville | 142,610,814 | 132,488,414 | 1390 | |
| 2131 | Commerce Union Bank, Greeneville | 98,789,677 | 85,201,034 | 2355 | + 224 |
| 2261 | Bank of Roane County, Harriman | 93,979,213 | 87,211,782 | 2296 | +35 |
| 4069 | First State Bank, Henderson | 55,622,000 | 51,574,000 | 4153 | +84 |
| 3126 | Merchants State Bank, Humboldt | 70,176,484 | 60,515,260 | 3463 | + 337 |
| 2969 | Bank of Huntingdon, Huntingdon | 73,749,581 | 70,363,606 | 2918 | |
| 795 | First American National Bank of Jackson, Jackson | 245,801,000 | 124,951,000 | 1477 | + 682 |
| 1373 | Jackson National Bank, Jackson | 144,722,218 | 134,181,000 | 1365 | |
| 4752 | First National Bank, Jefferson City | 48,300,000 | 44,831,000 | 4826 | +74 |
| 1115 | Hamilton Bank of Upper E. Tenn., Johnson City | 174,663,689 | 166,171,026 | 1078 | |
| | **KINGSPORT** | | | | |
| 449 | First American National Bank, Kingsport | 451,699,000 | 451,764,000 | 424 | |
| 3534 | Bank of Tennessee, Kingsport | 63,341,000 | 34,873,203 | 6119 | +2585 |
| | **KNOXVILLE** | | | | |
| 321 | First American National Bank, Knoxville | 704,885,824 | 598,749,760 | 328 | +7 |
| 687 | Valley Fidelity Bank & Trust Co., Knoxville | 279,568,694 | 246,702,359 | 724 | +37 |
| 691 | Third National Bank in Knoxville, Knoxville | 276,688,300 | 290,379,814 | 606 | |
| 4315 | Peoples National Bank, La Follette | 52,687,195 | 47,798,161 | 4557 | + 242 |
| 4062 | Macon Bank & Trust Co., Lafayette | 55,741,680 | 51,339,639 | 4179 | + 117 |
| 2707 | First National Bank, Lawrenceburg | 80,063,130 | 74,256,773 | 2744 | +37 |
| 3974 | Commerce Union Bank, Lawrenceburg | 56,714,000 | 54,476,000 | 3905 | |
| 2252 | Lebanon Bank, Lebanon | 94,315,000 | 83,709,000 | 2391 | + 139 |
| 4278 | Peoples Bank, Lebanon | 53,217,876 | 44,458,000 | 4862 | + 584 |
| 2663 | First National Bank of Loudon Cty., Lenoir City | 81,496,097 | 73,838,812 | 2759 | +96 |
| 4251 | Bank of Loudon Cty., Lenoir City | 53,596,000 | 48,517,579 | 4437 | + 186 |
| 4290 | Peoples & Union Bank, Lewisburg | 53,040,000 | 50,982,000 | 4220 | |
| 4737 | First National Bank, Lewisburg | 48,448,000 | 47,619,000 | 4533 | |
| 3371 | Central State Bank, Lexington | 65,938,790 | 57,786,678 | 3640 | + 269 |
| 3362 | Union Bank & Trust Co., Livingston | 66,050,940 | 64,514,198 | 3224 | |
| 3793 | Bank of Madisonville, Madisonville | 59,452,805 | 52,986,844 | 4029 | + 236 |
| 1362 | Blount National Bank, Maryville | 145,517,166 | 139,725,235 | 1299 | |
| 3651 | Citizens Bank of Blount Cty., Maryville | 61,494,000 | 52,420,000 | 4075 | + 424 |
| 1661 | City Bank & Trust Co., McMinnville | 120,976,387 | 107,360,000 | 1794 | + 133 |
| 2910 | First National Bank, McMinnville | 75,038,654 | 68,515,857 | 2997 | +87 |
| | **MEMPHIS** | | | | |
| 65 | First Tennessee Bank NA, Memphis | 3,648,932,000 | 1,573,713,000 | 136 | +71 |
| 171 | Union Planters National Bank, Memphis | 1,419,279,000 | 1,314,593,000 | 162 | |
| 264 | National Bank of Commerce, Memphis | 883,189,000 | 791,530,000 | 259 | |
| 492 | Commercial & Industrial Bank, Memphis | 406,258,676 | 319,033,799 | 561 | +69 |
| 556 | Midland Bank & Trust Co., Memphis | 351,392,000 | 343,237,228 | 532 | |
| 1205 | Commerce Union Bank, Memphis | 163,047,000 | 122,624,000 | 1515 | + 310 |
| 1787 | United American Bank, Memphis | 114,002,000 | 109,839,000 | 1734 | |
| 3036 | First American Nat'l Bank of Memphis, Memphis | 72,319,000 | 55,580,000 | 3814 | + 778 |
| 4766 | Milan Banking Co., Milan | 48,158,253 | 43,227,867 | 5003 | + 237 |
| 2458 | Hamilton Bank, Morristown | 87,799,621 | 79,277,612 | 2543 | +85 |
| 2592 | Bank of Commerce, Morristown | 83,254,000 | 80,681,000 | 2505 | |
| 631 | Mid-South Bank & Trust Co., Murfreesboro | 304,055,343 | 241,572,187 | 744 | + 113 |
| 2005 | Commerce Union Bank, Murfreesboro | 103,312,000 | 94,811,000 | 2067 | +62 |
| | **NASHVILLE** | | | | |
| 137 | Third National Bank, Nashville | 1,777,791,000 | 1,453,095,000 | 151 | +14 |
| 158 | First American National Bank, Nashville | 1,575,541,000 | 1,350,785,000 | 159 | +1 |
| 178 | Commerce Union Bank, Nashville | 1,374,802,000 | 1,163,309,359 | 183 | +5 |
| 425 | Nashville City Bank & Trust Co., Nashville | 483,160,000 | 284,482,645 | 620 | + 195 |
| 4505 | Citizens Bank, New Tazewell | 50,770,000 | 48,590,819 | 4429 | |
| 2615 | Merchants & Planters Bank, Newport | 82,740,000 | 58,164,000 | 3607 | + 992 |
| 1196 | Energy Bank, Oak Ridge | 164,188,265 | 131,841,000 | 1398 | + 202 |
| 4408 | First National Bank, Oneida | 51,771,446 | 47,956,036 | 4497 | +89 |
| 2102 | Commercial Bank & Trust Co., Paris | 99,735,929 | 96,997,962 | 2012 | |
| 4225 | Farmers Bank, Portland | 53,868,278 | 46,568,000 | 4641 | + 416 |
| 4412 | Volunteer State Bank, Portland | 51,725,788 | 43,670,308 | 4961 | + 549 |
| 2234 | First National Bank, Pulaski | 94,829,634 | 88,897,433 | 2239 | +5 |
| 3010 | Union Bank, Pulaski | 72,909,178 | 68,607,788 | 2994 | |
| 4124 | Bank of Ripley, Ripley | 54,920,153 | 48,253,371 | 4469 | + 345 |
| 2262 | First National Bank & Trust Co., Rockwood | 93,941,000 | 42,689,000 | 5062 | +2800 |
| 1622 | Citizens Union Bank, Rogersville | 123,523,000 | 113,388,000 | 1667 | +45 |
| 2788 | Third National Bank of Sevier Cty., Sevierville | 77,658,987 | 66,407,000 | 3110 | + 322 |
| 2973 | Sevier County Bank, Sevierville | 73,656,601 | 64,349,784 | 3233 | + 260 |
| 2813 | First National Bank, Shelbyville | 76,971,534 | 70,590,000 | 2904 | +91 |
| 3139 | Peoples National Bank, Shelbyville | 69,946,314 | 66,078,681 | 3133 | |
| 4984 | Somerville Bank & Trust Co., Somerville | 45,885,373 | 42,625,418 | 5067 | +83 |
| 3078 | First Bank of Marion Cty., South Pittsburg | 71,292,922 | 43,622,661 | 4969 | +1891 |
| 3076 | First National Bank, Sparta | 71,327,601 | 66,068,344 | 3134 | +58 |
| 4193 | First National Bank, Springfield | 54,130,000 | 48,872,000 | 4397 | + 204 |
| 3517 | Sweetwater Valley Bank, Sweetwater | 63,533,964 | 59,394,141 | 3527 | +10 |
| 4624 | Claiborne County Bank, Tazewell | 49,652,000 | 41,784,000 | 5178 | + 554 |
| 2824 | Commerce Union Bank, Union City | 76,769,000 | 72,485,000 | 2815 | |
| 3226 | Bank of Commerce, Woodbury | 68,258,000 | 62,873,000 | 3339 | + 113 |

| Rank 12/84 | TEXAS | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| | **ABILENE** | | | | |
| 453 | First State Bank, Abilene | 448,009,344 | 458,269,683 | 415 | |
| 545 | MBank Abilene NA, Abilene | 362,005,897 | 315,642,000 | 565 | +20 |
| 604 | First National Bank, Abilene | 319,683,787 | 335,402,210 | 537 | |
| 913 | InterFirst Bank Abilene NA, Abilene | 211,125,000 | 176,826,000 | 1009 | +96 |
| 1574 | Bank of Commerce, Abilene | 127,397,265 | 110,977,402 | 1715 | + 141 |
| 1863 | Allied Addicks Bank, Addicks | 109,248,678 | 90,282,933 | 2203 | + 340 |
| 3279 | InterFirst Bank Addison, Addison | 67,237,318 | 57,323,331 | 3680 | + 401 |
| 3949 | RepublicBank North Dallas NA, Addison | 57,086,000 | 62,171,000 | 3374 | |
| 3454 | Alamo Bank of Texas, Alamo | 64,622,418 | 57,391,432 | 3676 | + 222 |
| 1752 | Alice National Bank, Alice | 115,811,218 | 117,501,651 | 1604 | |
| 1886 | First City Bank, Alice | 108,597,793 | 99,094,115 | 1960 | +74 |
| 2141 | Alvin State Bank, Alvin | 98,377,494 | 97,364,925 | 2004 | |
| 3794 | First National Bank, Alvin | 59,411,266 | 58,933,141 | 3551 | |
| | **AMARILLO** | | | | |
| 289 | First National Bank, Amarillo | 796,281,661 | 806,596,000 | 253 | |
| 396 | Amarillo National Bank, Amarillo | 524,304,545 | 519,945,518 | 375 | |
| 881 | Texas American Bank/Amarillo NA, Amarillo | 220,136,000 | 214,312,000 | 835 | |
| 1801 | Texas Commerce Bank-Amarillo, Amarillo | 112,683,938 | 92,388,557 | 2139 | + 338 |
| 1862 | Tascosa National Bank, Amarillo | 109,263,966 | 98,839,944 | 1967 | + 105 |
| 3595 | BancCentral, Amarillo | 62,394,000 | 47,991,894 | 4494 | + 899 |
| 4844 | Commercial State Bank, Andrews | 47,207,424 | 43,181,000 | 5007 | + 163 |
| 2798 | Allied First National Bank, Angleton | 77,405,854 | 63,614,392 | 3276 | + 478 |
| 4494 | Angleton Bank of Commerce, Angleton | 50,893,067 | 57,785,217 | 3641 | |
| 614 | Texas Commerce Bank-Arlington, Arlington | 314,220,000 | 294,929,212 | 597 | |
| 786 | First City National Bank, Arlington | 247,338,901 | 210,225,758 | 849 | +63 |
| 1931 | MBank Arlington, Arlington | 106,580,664 | 93,181,772 | 2110 | + 179 |
| 3129 | First City Bank-Central Arlington NA, Arlington | 70,155,697 | 56,414,826 | 3754 | + 625 |
| 3322 | Bank of Arlington, Arlington | 66,710,835 | 59.923,000 | 3497 | + 175 |
| 1867 | First National Bank, Athens | 109,167,663 | 92,210,161 | 2142 | + 275 |
| 4128 | First State Bank, Athens | 54,867,637 | 46,560,442 | 4642 | + 514 |
| | **AUSTIN** | | | | |
| 181 | InterFirst Bank Austin NA, Austin | 1,357,044,000 | 1,100,938,000 | 190 | + 9 |
| 248 | Texas Commerce Bank-Austin NA, Austin | 943,829,972 | 791,673,447 | 258 | +10 |
| 323 | First City National Bank, Austin | 699,394,075 | 503,415,933 | 386 | +63 |
| 412 | MBank Austin NA, Austin | 509,000,000 | 396,602,000 | 473 | +61 |
| 700 | United Bank of Texas, Austin | 274,211,000 | 208,620,000 | 857 | + 157 |
| 990 | RepublicBank Austin, Austin | 194,944,000 | 150,710,000 | 1201 | + 211 |
| 1281 | Texas American Bank/Austin, Austin | 154,218,850 | 117,391,023 | 1608 | + 327 |
| 1826 | Bank of the Hills, Austin | 111,021,642 | 66,138,000 | 3128 | +1302 |
| 1962 | RepublicBank South Austin, Austin | 104,940,000 | 90,083,308 | 2210 | + 248 |
| 2221 | InterFirst Bank Oak Hill NA, Austin | 95,155,000 | 73,022,499 | 2788 | + 567 |
| 2841 | InterFirst Bank NW Austin NA, Austin | 76,438,335 | 56,213,498 | 3768 | + 927 |
| 2928 | Alliance Bank NA, Austin | 74,715,665 | 41,990,137 | 5152 | +2224 |
| 3477 | Travis Bank & Trust, Austin | 64,272,518 | 50,782,752 | 4230 | + 753 |
| 3569 | MBank Austin North NA, Austin | 62,708,102 | 56,275,000 | 3764 | + 195 |
| 4007 | Community National Bank, Austin | 56,414,124 | 45,582,056 | 4757 | + 750 |
| 4008 | Chase National Bank, Austin | 56,412,478 | 39,877,000 | 5443 | +1435 |
| 4190 | Texas American Bank/Westlake NA, Austin | 54,166,000 | 38,769,524 | 5579 | +1389 |
| 4194 | National Bank of Commerce, Austin | 54,126,000 | 35,878,817 | 5995 | +1801 |
| 4576 | Austin Bank of Commerce NA, Austin | 50,134,000 | 33,016,000 | 6390 | +1814 |
| 4826 | Azle State Bank, Azle | 47,417,533 | 43,893,506 | 4931 | + 105 |
| 4486 | First National Bank, Ballinger | 51,018,305 | 52,741,911 | 4045 | |
| 4326 | First National Bank, Bastrop | 52,559,000 | 43,568,632 | 4976 | + 650 |
| 1725 | First National Bank, Bay City | 117,278,407 | 107,470,880 | 1791 | +66 |
| 2038 | Bay City Bank & Trust Co., Bay City | 102,220,059 | 103,581,888 | 1858 | |
| 1943 | Citizens Bank & Trust Co., Baytown | 105,850,360 | 102,394,440 | 1887 | |
| 3257 | InterFirst Bank Baytown, Baytown | 67,547,713 | 58,275,427 | 3600 | + 343 |
| 521 | First City National Bank, Beaumont | 379,728,000 | 368,584,000 | 497 | |
| 793 | Texas Commerce Bank-Beaumont NA, Beaumont | 245,867,228 | 247,617,690 | 722 | |
| 1564 | InterFirst Bank Beaumont, Beaumont | 127,898,665 | 121,748,546 | 1534 | |
| 1694 | Allied Bank Beaumont NA, Beaumont | 119,182,455 | 100,888,660 | 1921 | + 227 |
| 3629 | MBank Beaumont, Beaumont | 61,774,000 | 71,178,000 | 2881 | |
| 2745 | Allied Bank, Bedford | 78,819,589 | 68,881,694 | 2981 | + 236 |
| 3110 | Commercial National Bank, Beeville | 70,707,080 | 69,050,779 | 2977 | |
| 4775 | State Bank & Trust Co., Beeville | 48,017,464 | 46,309,985 | 4673 | |
| 4819 | First National Bank, Beeville | 47,533,295 | 46,115,000 | 4699 | |
| 1330 | InterFirst Bank SW Houston NA, Bellaire | 148,607,000 | 150,433,000 | 1204 | |
| 3083 | Commonwealth Bank, Bellaire | 71,229,394 | 72,106,323 | 2839 | |
| 3325 | First National Bank, Bellaire | 66,688,642 | 69,137,393 | 2973 | |
| 3806 | First National Bank, Bellville | 59,225,000 | 54,357,000 | 3912 | + 106 |

➜ Continued on Next Page

| Rank 12/84 | TEXAS (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1269 | First National Bank, Big Spring | 155,932,235 | 132,842,061 | 1384 | + 115 |
| 2153 | State National Bank, Big Spring | 97,574,224 | 89,594,959 | 2222 | +69 |
| 3471 | Boerne State Bank, Boerne | 64,328,676 | 56,585,636 | 3742 | + 271 |
| 3215 | Bonham State Bank, Bonham | 68,396,567 | 67,764,297 | 3034 | |
| 2214 | First Bank & Trust Co., Booker | 95,497,338 | 99,087,046 | 1962 | |
| 1686 | Panhandle Bank & Trust Co., Borger | 119,411,330 | 119,096,532 | 1572 | |
| 2274 | First National Bank, Borger | 93,472,788 | 96,844,942 | 2017 | |
| 2352 | First National Bank, Bowie | 90,787,937 | 86,720,427 | 2317 | |
| 3982 | New Braunfels National Bank, Braunfels | 56,655,129 | 50,141,098 | 4292 | + 310 |
| 2459 | Texas American Bank/Breckenridge NA, Breckenridge | 87,757,023 | 91,199,687 | 2176 | |
| 4808 | Citizens National Bank, Breckenridge | 47,602,428 | 46,575,464 | 4640 | |
| 2122 | Washington County State Bank, Brenham | 98,983,911 | 95,816,490 | 2044 | |
| 2597 | MBank Brenham NA, Brenham | 83,147,772 | 97,639,035 | 1999 | |
| 2773 | Brenham National Bank, Brenham | 77,958,459 | 66,632,231 | 3098 | + 325 |
| 3448 | First National Bank, Brownfield | 64,746,698 | 62,061,909 | 3381 | |
| | **BROWNSVILLE** | | | | |
| 385 | MBank Brownsville NA, Brownsville | 538,535,249 | 453,387,256 | 419 | +34 |
| 633 | Texas Commerce Bank-Brownsville, Brownsville | 303,980,927 | 266,097,282 | 673 | +40 |
| 4557 | Brownsville National Bank, Brownsville | 50,311,573 | 41,222,000 | 5248 | + 691 |
| 4997 | National Bank of Commerce, Brownsville | 45,718,000 | 42,454,627 | 5092 | +95 |
| 2270 | RepublicBank Brownwood NA, Brownwood | 93,622,000 | 86,992,078 | 2308 | +38 |
| 4179 | Citizens National Bank, Brownwood | 54,243,000 | 54,658,000 | 3885 | |
| 4299 | InterFirst Bank Brownwood, Brownwood | 52,883,000 | 49,343,000 | 4347 | +48 |
| 1066 | First Bank & Trust Co., Bryan | 182,673,109 | 169,601,031 | 1054 | |
| 1128 | First City National Bank, Bryan | 173,145,669 | 154,580,000 | 1173 | +45 |
| 2372 | First National Bank, Bryan | 90,276,000 | 87,444,000 | 2288 | |
| 4696 | First National Bank, Burkburnett | 48,837,467 | 44,457,847 | 4863 | + 167 |
| 4219 | Farmers & Merchants State Bank, Burleson | 53,915,676 | 45,745,673 | 4744 | + 525 |
| 4669 | Burleson State Bank, Burleson | 49,183,313 | 39,491,475 | 5484 | + 815 |
| 4595 | First State Bank, Burnet | 49,900,680 | 42,956,027 | 5030 | + 435 |
| 3880 | Citizens National Bank, Cameron | 58,097,115 | 53,433,000 | 3978 | +98 |
| 4221 | First State Bank, Canadian | 53,905,238 | 51,434,058 | 4170 | |
| 2575 | First National Bank, Canyon | 83,966,957 | 81,568,158 | 2470 | |
| 1217 | InterFirst Bank Carrollton, Carrollton | 161,895,000 | 143,725,000 | 1263 | +46 |
| 2805 | RepublicBank Carrollton, Carrollton | 77,243,168 | 55,499,377 | 3825 | +1020 |
| 3826 | BancTEXAS Carrollton NA, Carrollton | 58,936,000 | 50,582,000 | 4254 | + 428 |
| 2703 | First State Bank & Trust Co., Carthage | 80,178,665 | 72,205,976 | 2833 | + 130 |
| 3885 | First National Bank, Carthage | 58,002,781 | 55,567,736 | 3816 | |
| 2681 | Farmers State Bank, Center | 80,838,120 | 68,995,089 | 2978 | + 297 |
| 3300 | Channelview Bank, Channelview | 67,018,000 | 68,328,000 | 3005 | |
| 3809 | First City Bank, Clear Lake City | 59,127,613 | 55,989,000 | 3786 | |
| 2177 | First National Bank, Cleburne | 96,748,000 | 83,628,000 | 2396 | + 219 |
| 2535 | InterFirst Bank Cleburne NA, Cleburne | 85,208,000 | 86,127,000 | 2333 | |
| 3131 | First Bank & Trust, Cleveland | 70,099,089 | 60,653,524 | 3458 | + 327 |
| 4385 | InterFirst Bank Clifton, Clifton | 51,956,004 | 48,387,730 | 4457 | +72 |
| 4416 | First Coleman National Bank, Coleman | 51,707,920 | 47,627,094 | 4531 | + 115 |
| 3095 | RepublicBank A&M, College Station | 71,034,000 | 75,218,000 | 2702 | |
| 3558 | University National Bank, College Station | 62,957,850 | 67,254,639 | 3062 | |
| 4346 | City National Bank, Colorado City | 52,283,008 | 53,724,552 | 3960 | |
| 4500 | First State Bank, Columbus | 50,826,039 | 45,375,874 | 4778 | + 278 |
| 4260 | Comanche National Bank, Comanche | 53,507,612 | 49,743,489 | 4323 | +63 |
| 1037 | InterFirst Bank Conroe NA, Conroe | 187,117,000 | 158,164,000 | 1147 | + 110 |
| 1332 | Allied Conroe Bank, Conroe | 147,998,378 | 132,665,508 | 1387 | +55 |
| 4542 | Texas Commerce Bank-Conroe NA, Conroe | 50,486,703 | 42,385,739 | 5102 | + 560 |
| | **CORPUS CHRISTI** | | | | |
| 360 | MBank Corpus Christi NA, Corpus Christi | 587,537,000 | 584,069,000 | 343 | |
| 503 | First City Bank, Corpus Christi | 394,026,915 | 366,037,000 | 501 | |
| 696 | Texas Commerce Bank-Corpus Christi NA, Corpus Christi | 275,219,122 | 168,563,076 | 1058 | + 362 |
| 1279 | Citizens State Bank, Corpus Christi | 154,225,000 | 136,132,377 | 1355 | +76 |
| 1496 | Parkdale Bank, Corpus Christi | 133,296,302 | 122,960,372 | 1509 | +13 |
| 2303 | American National Bank, Corpus Christi | 92,431,262 | 81,338,000 | 2475 | + 172 |
| 2755 | First State Bank, Corpus Christi | 78,621,772 | 80,452,563 | 2515 | |
| 3040 | First National Bank, Corpus Christi | 72,221,000 | 65,352,000 | 3177 | + 137 |
| 3314 | First Commerce Bank NA, Corpus Christi | 66,831,000 | 61,679,000 | 3399 | +85 |
| 4814 | Texas Commerce Bank-Gulfway NA, Corpus Christi | 47,567,019 | 48,449,358 | 4449 | |
| 1170 | InterFirst Bank Corsicana NA, Corsicana | 167,107,410 | 155,179,000 | 1165 | |
| 4487 | MBank Corsicana NA, Corsicana | 50,997,000 | 48,292,779 | 4464 | |
| 4592 | Corsicana National Bank, Corsicana | 49,920,000 | 46,775,488 | 4617 | +25 |
| 3801 | Allied First National Bank, Crockett | 59,332,524 | 54,181,281 | 3927 | + 126 |
| 4101 | Farmers State Bank & Trust Co., Cuero | 55,133,507 | 44,329,434 | 4874 | + 773 |
| 3372 | Citizens State Bank, Dalhart | 65,913,962 | 54,085,274 | 3935 | + 563 |
| | **DALLAS** | | | | |
| 19 | RepublicBank Dallas NA, Dallas | 9,758,084,000 | 8,754,883,000 | 19 | |
| 25 | InterFirst Bank Dallas NA, Dallas | 7,105,781,000 | 7,577,289,000 | 22 | |
| 41 | MBank Dallas NA, Dallas | 4,953,320,000 | 3,922,482,000 | 51 | +10 |
| 258 | First City Bank, Dallas | 897,218,000 | 768,143,000 | 272 | +14 |
| 310 | BancTexas Dallas NA, Dallas | 729,974,000 | 865,237,000 | 236 | |
| 377 | MBank Preston, Dallas | 553,668,000 | 480,237,924 | 399 | +22 |
| 443 | Allied Lakewood Bank, Dallas | 456,076,000 | 448,124,197 | 427 | |
| 529 | Northpark National Bank, Dallas | 374,110,214 | 320,913,067 | 557 | +28 |
| 543 | Texas American Bank/Dallas, Dallas | 363,657,021 | 310,453,000 | 570 | +27 |
| 561 | Texas Commerce Bank-Dallas NA, Dallas | 343,702,267 | 317,996,370 | 563 | + 2 |
| 611 | InterFirst Bank Park Cities, Dallas | 316,038,000 | 275,202,000 | 645 | +34 |
| 676 | RepublicBank Oak Cliff, Dallas | 283,796,470 | 279,206,805 | 636 | |
| 777 | Bank of Dallas, Dallas | 248,515,742 | 195,007,676 | 912 | + 135 |
| 886 | North Dallas Bank & Trust Co., Dallas | 219,630,075 | 175,415,166 | 1018 | + 132 |
| 903 | RepublicBank Greenville Avenue, Dallas | 213,922,063 | 171,932,035 | 1034 | + 131 |
| 952 | Cullen/Frost Bank of Dallas NA, Dallas | 203,360,782 | 177,711,713 | 1001 | +49 |
| 1012 | Grand Bank, Dallas | 191,581,000 | 160,933,971 | 1123 | + 111 |
| 1363 | Capital Bank, Dallas | 145,427,568 | 123,796,411 | 1494 | + 131 |
| 1428 | InterFirst Bank Oak Cliff, Dallas | 139,689,000 | 129,734,000 | 1422 | |
| 1791 | Allied Bank, Dallas | 113,431,000 | 104,162,000 | 1849 | +58 |
| 1805 | Guaranty Bank, Dallas | 112,466,489 | 104,277,604 | 1845 | +40 |
| 1954 | Merchants State Bank, Dallas | 105,210,862 | 110,627,000 | 1720 | |
| 1991 | First Citizens Bank, Dallas | 103,773,121 | 96,847,256 | 2016 | +25 |
| 2002 | MBank Market Center, Dallas | 103,424,000 | 86,543,000 | 2323 | + 321 |
| 2011 | Texas Independent Bank, Dallas | 103,091,000 | 89,176,655 | 2233 | + 222 |
| 2075 | Texas Commerce Bank-Campbell Centre NA, Dallas | 100,765,000 | 74,139,000 | 2748 | + 673 |
| 2190 | Texas Commerce Bank-Hillcrest, Dallas | 96,322,000 | 89,335,000 | 2228 | +38 |
| 2377 | Bank of Texas, Dallas | 90,088,394 | 70,762,592 | 2893 | + 516 |
| 2381 | MBank-Lincoln Centre NA, Dallas | 90,000,000 | 73,221,120 | 2779 | + 398 |
| 2553 | Bent Tree National Bank, Dallas | 84,566,860 | 88,338,980 | 2259 | |
| 2604 | BancTEXAS White Rock NA, Dallas | 82,973,000 | 76,258,000 | 2657 | +53 |
| 2623 | Inwood National Bank, Dallas | 82,345,434 | 75,377,490 | 2692 | +69 |
| 3034 | Allied Bank-Oak Cliff, Dallas | 72,380,249 | 67,122,269 | 3068 | +34 |
| 3035 | Texas Commerce Bank-Park Central NA, Dallas | 72,325,000 | 52,381,000 | 4079 | +1044 |
| 3166 | RepublicBank Dallas East NA, Dallas | 69,386,000 | 64,808,000 | 3203 | +37 |
| 3181 | InterFirst Bank Pleasant Grove, Dallas | 69,048,000 | 58,373,000 | 3594 | + 413 |
| 3287 | First City Bank-Valley View, Dallas | 67,176,585 | 69,433,589 | 2956 | |
| 3402 | Texas American Bank/LBJ, Dallas | 65,506,000 | 52,319,000 | 4085 | + 683 |
| 3497 | First City Bank-East Dallas, Dallas | 63,897,380 | 59,502,124 | 3522 | +25 |
| 3523 | First Texas Bank, Dallas | 63,468,109 | 51,254,000 | 4187 | + 664 |
| 3561 | Commonwealth National Bank, Dallas | 62,893,412 | 55,358,894 | 3840 | + 279 |
| 3562 | Texas Commerce Bank-Northwest NA, Dallas | 62,881,776 | 48,747,508 | 4414 | + 852 |
| 3668 | First City Bank-Market Center NA, Dallas | 61,247,174 | 49,114,533 | 4378 | + 710 |
| 3678 | Turtle Creek National Bank, Dallas | 61,118,000 | 28,294,096 | 7248 | +3570 |
| 3920 | Texas Commerce Bank-Casa Linda NA, Dallas | 57,529,744 | 63,106,067 | 3323 | |
| 4074 | Forestwood National Bank, Dallas | 55,510,843 | 49,587,315 | 4332 | + 258 |
| 4163 | Texas American Bank/Prestonwood NA, Dallas | 54,452,000 | 50,472,810 | 4262 | +99 |
| 4207 | Wynnewood Bank & Trust, Dallas | 54,037,000 | 43,431,000 | 4993 | + 786 |
| 4230 | Texas Commerce Bank-Preston Royal NA, Dallas | 53,832,486 | 51,993,095 | 4117 | |
| 4266 | InterFirst Bank Galleria NA, Dallas | 53,417,229 | 37,658,374 | 5731 | +1465 |
| 4671 | Reunion Bank, Dallas | 49,136,000 | 45,966,037 | 4714 | +43 |
| 4698 | Grand Bank Woodall Rogers NA, Dallas | 48,832,000 | 43,726,000 | 4955 | + 257 |
| 4856 | Texas Commerce Bank-Quorum NA, Dallas | 47,110,713 | 39,955,000 | 5431 | + 575 |
| 4883 | Gateway National Bank, Dallas | 46,803,000 | 28,317,420 | 7242 | +2359 |
| 4928 | First City Bank-Addison, Dallas | 46,422,000 | 36,078,000 | 5970 | +1042 |
| 4947 | Liberty National Bank, Dallas | 46,228,247 | 28,301,610 | 7246 | +2299 |
| 4899 | Dayton State Bank, Dayton | 46,650,309 | 44,225,727 | 4891 | |
| 4850 | De Soto State Bank, De Soto | 47,167,385 | 35,871,000 | 6000 | +1150 |
| 3770 | First National Bank, Decatur | 59,688,116 | 52,692,686 | 4050 | + 280 |
| 2539 | Allied Deer Park Bank, Deer Park | 85,142,821 | 65,933,971 | 3140 | + 601 |
| 2013 | Del Rio Bank & Trust Co., Del Rio | 103,031,237 | 104,942,662 | 1833 | |
| 3515 | Del Rio National Bank, Del Rio | 63,588,776 | 63,026,172 | 3328 | |
| 2014 | InterFirst Bank Denison NA, Denison | 102,976,000 | 97,072,000 | 2011 | |
| 2199 | Texas American Bank/Denison, Denison | 96,029,662 | 82,891,204 | 2423 | + 224 |
| 666 | First State Bank, Denton | 287,174,548 | 227,892,518 | 788 | + 122 |
| 2981 | MBank Denton NA, Denton | 73,383,446 | 73,123,002 | 2785 | |
| 3252 | USBank, Denton | 67,589,587 | 55,413,943 | 3834 | + 582 |
| 4877 | Yoakum County State Bank, Denver City | 46,862,359 | 42,176,103 | 5125 | + 248 |
| 2812 | Citizens State Bank, Dickinson | 77,023,603 | 72,592,375 | 2810 | |
| 4135 | First State Bank, Dimmitt | 54,745,462 | 52,757,608 | 4044 | |
| 4006 | First State Bank, Dumas | 56,416,874 | 49,652,454 | 4326 | + 322 |
| 1582 | Texas American Bank/Duncanville NA, Duncanville | 126,788,000 | 101,527,020 | 1907 | + 325 |
| 4816 | First National Bank, Eagle Lake | 47,554,557 | 42,737,251 | 5059 | + 243 |
| 1641 | First National Bank, Eagle Pass | 122,022,138 | 102,739,350 | 1878 | + 237 |
| 4044 | Union State Bank, East Bernard | 55,972,975 | 48,871,880 | 4398 | + 354 |
| 4732 | Eastland National Bank, Eastland | 48,511,668 | 46,295,420 | 4675 | |
| 1599 | First State Bank & Trust Co., Edinburg | 125,547,120 | 101,754,046 | 1904 | + 305 |
| 4453 | First National Bank, Edinburg | 51,271,484 | 59,158,278 | 3537 | |
| 4488 | Jackson County State Bank, Edna | 50,980,635 | 48,027,000 | 4491 | + 3 |
| 2610 | Commercial State Bank, El Campo | 82,864,302 | 75,415,337 | 2688 | +78 |
| 4146 | First National Bank, El Campo | 54,619,579 | 54,423,172 | 3909 | |
| | **EL PASO** | | | | |
| 295 | MBank El Paso NA, El Paso | 779,876,000 | 729,045,768 | 280 | |
| 330 | El Paso National Bank, El Paso | 679,912,000 | 682,513,000 | 301 | |
| 613 | First City National Bank, El Paso | 315,638,523 | 273,409,325 | 652 | +39 |
| 1444 | InterFirst Bank El Paso NA, El Paso | 138,185,000 | 125,634,000 | 1466 | +22 |
| 1676 | American Bank of Commerce, El Paso | 120,115,037 | 100,620,789 | 1925 | + 249 |
| 1951 | MBank Bassett NA, El Paso | 105,322,000 | 85,533,000 | 2348 | + 397 |
| 3123 | Coronado Bank, El Paso | 70,204,000 | 71,510,355 | 2866 | |
| 3401 | First State Bank, El Paso | 65,509,831 | 69,313,000 | 2963 | |
| 4448 | Continental National Bank, El Paso | 51,353,370 | 49,156,058 | 4371 | |
| 4757 | Texas National Bank, El Paso | 48,253,629 | | | |
| 2630 | InterFirst Bank Ennis NA, Ennis | 82,199,000 | 70,468,000 | 2913 | + 283 |
| 4957 | Ennis State Bank, Ennis | 46,127,378 | 37,163,435 | 5801 | + 844 |
| 4697 | MBank Euless NA, Euless | 48,834,000 | 44,872,000 | 4823 | + 126 |
| 1261 | First City Bank-Farmers Branch, Farmers Branch | 157,114,000 | 133,194,000 | 1376 | + 115 |
| 4268 | Town North National Bank, Farmers Branch | 53,360,629 | 61,457,389 | 3415 | |
| 3757 | Pecos County State Bank, Fort Stockton | 59,783,673 | 54,254,000 | 3922 | + 165 |
| | **FORT WORTH** | | | | |
| 118 | Texas American Bank/Fort Worth NA, Fort Worth | 2,072,458,000 | 1,708,256,000 | 124 | + 6 |
| 215 | InterFirst Bank Fort Worth NA, Fort Worth | 1,074,880,000 | 1,083,109,000 | 197 | |
| 398 | MBank Fort Worth NA, Fort Worth | 522,936,000 | 622,396,782 | 323 | |
| 801 | RepublicBank Ridglea, Fort Worth | 242,775,312 | 208,727,136 | 856 | +55 |
| 1102 | Central Bank & Trust, Fort Worth | 176,382,620 | 165,014,894 | 1087 | |
| 1114 | Texas American Bank/West Side, Fort Worth | 174,800,063 | 168,519,000 | 1059 | |
| 1222 | InterFirst Bank University Drive, Fort Worth | 161,331,374 | 139,832,140 | 1298 | +76 |
| 1223 | Texas American Bank/Riverside, Fort Worth | 161,241,007 | 147,733,000 | 1220 | |
| 1266 | Texas Commerce Bank-Fort Worth, Fort Worth | 156,525,272 | 134,605,046 | 1362 | +96 |
| 1590 | Republic Bank Ft. Worth East NA, Fort Worth | 126,200,761 | 118,195,684 | 1588 | |
| 1606 | North Fort Worth Bank, Fort Worth | 125,205,728 | 115,565,260 | 1636 | +30 |
| 1659 | Haltom City State Bank, Fort Worth | 121,080,398 | 111,164,265 | 1707 | +48 |
| 1840 | MBank Fort Worth East, Fort Worth | 110,292,000 | 104,494,000 | 1841 | + 1 |
| 2312 | Bank of Commerce, Fort Worth | 92,117,768 | 87,903,324 | 2275 | |
| 2414 | Southwest Bank, Fort Worth | 89,082,220 | 75,494,532 | 2685 | + 271 |
| 2665 | InterFirst Bank Gateway NA, Fort Worth | 81,392,172 | 69,749,588 | 2943 | + 278 |
| 2880 | Summit National Bank, Fort Worth | 75,591,938 | 67,112,000 | 3071 | + 191 |
| 3227 | Seminary State Bank, Fort Worth | 68,210,670 | 61,087,000 | 3433 | + 206 |
| 3272 | InterFirst Bank River Oaks, Fort Worth | 67,316,098 | 60,607,000 | 3460 | + 188 |
| 3447 | Meadowbrook National Bank, Fort Worth | 64,750,000 | 48,588,000 | 4430 | + 983 |
| 3679 | Overton Park National Bank, Fort Worth | 61,117,000 | 54,182,000 | 3926 | + 247 |
| 3702 | First City National Bank, Fort Worth | 60,666,412 | 52,014,685 | 4113 | + 411 |
| 4297 | Tarrant Bank, Fort Worth | 52,929,081 | 47,505,810 | 4547 | + 250 |
| 4465 | Northwest Bank, Fort Worth | 51,179,309 | 41,686,000 | 5195 | + 730 |
| 4552 | Everman National Bank, Fort Worth | 50,331,000 | 44,210,617 | 4893 | + 341 |
| 4845 | River Plaza National Bank, Fort Worth | 47,198,587 | 29,188,979 | 7068 | +2223 |
| 2139 | Texas American Bank/Fredericksburg, Fredericksburg | 98,491,000 | 87,360,000 | 2289 | + 150 |
| 4011 | Security State Bank & Trust, Fredericksburg | 56,360,379 | 52,059,762 | 4109 | +98 |
| 3150 | First Freeport National Bank, Freeport | 69,760,000 | 76,199,000 | 2660 | |
| 3270 | Brazosport Bank of Texas, Freeport | 67,319,816 | 58,353,963 | 3597 | + 327 |
| 4638 | Texas Commerce Bank-Friendswood, Friendswood | 49,449,715 | 46,388,590 | 4667 | +29 |
| 4594 | Friona State Bank, Friona | 49,907,154 | 50,776,065 | 4231 | |
| 4554 | First State Bank, Frisco | 50,320,000 | 43,810,233 | 4944 | + 390 |
| 4633 | Allied Live Oak Bank, Fulton | 49,494,000 | 43,859,084 | 4936 | + 303 |
| 1890 | First State Bank, Gainesville | 108,398,909 | 98,881,265 | 1966 | +76 |
| 2336 | Gainesville National Bank, Gainesville | 91,379,000 | 94,770,644 | 2068 | |
| 754 | InterFirst Bank Galveston NA, Galveston | 256,844,000 | 257,939,000 | 699 | |
| 1437 | United States National Bank, Galveston | 138,880,248 | 126,730,135 | 1452 | +15 |
| 1445 | Moody National Bank, Galveston | 138,083,236 | 109,909,639 | 1732 | + 287 |
| 4389 | Bank of Galveston NA, Galveston | 51,915,112 | 51,166,512 | 4199 | |
| 1401 | RepublicBank Garland NA, Garland | 142,351,000 | 141,573,000 | 1280 | |
| 1748 | Texas Commerce Bank-Garland, Garland | 116,232,273 | 113,092,865 | 1673 | |
| 2219 | First City Bank of Garland NA, Garland | 95,280,843 | 92,932,845 | 2124 | |
| 3425 | MBank Garland, Garland | 65,151,000 | 61,354,166 | 3419 | |
| 3583 | MBank Centerville NA, Garland | 62,588,887 | 55,754,000 | 3798 | + 215 |
| 4777 | MBank Belt Line, Garland | 47,951,000 | 45,779,000 | 4741 | |
| 4413 | National Bank, Gatesville | 51,721,836 | 46,808,143 | 4616 | + 203 |
| 4474 | Guaranty Bank & Trust Co., Gatesville | 51,102,672 | 42,044,398 | 5142 | + 668 |
| 4056 | First National Bank, Georgetown | 55,842,241 | 41,878,317 | 5165 | +1109 |
| 4108 | Citizens State Bank, Georgetown | 55,064,257 | 45,554,489 | 4760 | + 652 |
| 2815 | Allied First National Bank, Giddings | 76,946,000 | 70,642,412 | 2900 | +85 |
| 4429 | Citizens State Bank, Giddings | 51,586,200 | 45,918,147 | 4723 | + 294 |
| 3518 | First National Bank, Gilmer | 63,519,277 | 54,298,038 | 3918 | + 400 |
| 4133 | Gilmer National Bank, Gilmer | 54,779,822 | 49,750,327 | 4322 | + 189 |
| 3779 | Mills County State Bank, Goldthwaite | 59,594,278 | 54,888,354 | 3868 | +89 |
| 4458 | First National Bank, Gonzales | 51,227,587 | 48,505,005 | 4439 | |
| 2017 | Graham National Bank, Graham | 102,901,850 | 93,111,162 | 2117 | + 100 |
| 2992 | First National Bank, Graham | 73,225,055 | 68,870,948 | 2983 | |
| 3329 | Granbury State Bank, Granbury | 66,648,888 | 58,079,000 | 3617 | + 288 |
| 3421 | First National Bank, Granbury | 65,211,593 | 61,898,133 | 3388 | |
| 2427 | MBank Grand Prairie, Grand Prairie | 88,631,076 | 87,216,000 | 2295 | |
| 3003 | RepublicBank Grand Prairie NA, Grand Prairie | 72,971,000 | 60,701,000 | 3452 | + 449 |
| 4583 | First City National Bank, Grand Prairie | 50,062,841 | 43,570,000 | 4975 | + 392 |
| 3212 | First National Bank, Grapevine | 68,421,000 | 59,662,000 | 3509 | + 297 |
| 2537 | Colonial Bank, Greenville | 85,190,659 | 65,215,908 | 3187 | + 650 |
| 3207 | InterFirst Bank Greenville NA, Greenville | 68,507,000 | 59,044,000 | 3547 | + 340 |
| 3502 | MBank Greenville NA, Greenville | 63,837,000 | 66,241,001 | 3121 | |
| 1771 | First Bank & Trust, Groves | 114,929,477 | 109,298,513 | 1746 | |
| 1062 | InterFirst Bank Harlingen NA, Harlingen | 183,611,000 | 149,276,000 | 1209 | + 147 |
| 2389 | Harlingen National Bank, Harlingen | 89,809,035 | 84,855,875 | 2364 | |
| 4005 | Harlingen State Bank, Harlingen | 56,417,205 | 47,633,770 | 4530 | + 525 |
| 4751 | Haskell National Bank, Haskell | 48,300,741 | 51,786,194 | 4136 | |
| 1504 | Citizens National Bank, Henderson | 132,530,119 | 121,096,611 | 1549 | +45 |
| 2512 | Republic Bank Henderson NA, Henderson | 85,899,091 | 83,484,359 | 2402 | |
| 2251 | First National Bank, Hereford | 94,335,527 | 83,406,626 | 2403 | + 152 |
| 3615 | Hereford State Bank, Hereford | 61,972,564 | 55,172,879 | 3849 | + 234 |
| 4589 | Border Bank, Hidalgo | 49,933,961 | 43,943,013 | 4926 | + 337 |
| | **HOUSTON** | | | | |
| 27 | Texas Commerce Bank NA, Houston | 6,775,313,000 | 6,243,431,000 | 28 | + 1 |
| 31 | First City National Bank, Houston | 6,060,855,000 | 7,974,072,000 | 20 | |
| 77 | Allied Bank of Texas, Houston | 3,080,358,000 | 2,376,695,000 | 85 | + 8 |
| 78 | MBank Houston NA, Houston | 3,046,690,000 | 861,036,000 | 239 | + 161 |
| 145 | RepublicBank Houston NA, Houston | 1,731,302,000 | 1,527,497,000 | 143 | |
| 230 | InterFirst Bank Houston NA, Houston | 1,015,940,000 | 1,100,666,000 | 191 | |
| 420 | Allied Bank Memorial, Houston | 494,904,910 | 173,182,001 | 1028 | + 608 |
| 422 | InterFirst Bank Fannin, Houston | 489,562,000 | 492,170,000 | 391 | |
| 472 | Cullen Center Bank & Trust Co., Houston | 427,140,000 | 462,401,817 | 412 | |
| 540 | Texas American Bank/Houston NA, Houston | 365,091,535 | 354,211,319 | 518 | |
| 580 | Western Bank-Westheimer, Houston | 330,379,472 | 270,818,368 | 660 | +80 |
| 622 | Texas Commerce Bank-Reagan, Houston | 308,920,853 | 310,748,112 | 569 | |
| 651 | Allied Mercantile Bank, Houston | 293,353,939 | 256,963,010 | 702 | +51 |
| 693 | River Oaks Bank, Houston | 275,796,456 | 237,016,935 | 759 | +66 |
| 721 | Heights State Bank, Houston | 267,423,376 | 220,975,000 | 809 | +88 |
| 741 | Unitedbank-Houston, Houston | 261,309,000 | 220,911,000 | 810 | +69 |

| | | | | | |
|---|---|---|---|---|---|
| 819 | Allied Champions Bank, Houston | 236,554,313 | 205,733,903 | 867 | +48 |
| 831 | Charter National Bank-Westheimer, Houston | 232,038,105 | 199,393,518 | 892 | +61 |
| 853 | Texas American Bank/Galleria, Houston | 226,692,029 | 191,494,392 | 932 | +79 |
| 865 | Allied American Bank, Houston | 223,019,702 | 200,941,859 | 890 | +25 |
| 900 | RepublicBank Spring Branch, Houston | 214,903,568 | 216,414,118 | 829 | |
| 1057 | Post Oak Bank, Houston | 185,340,850 | 145,247,864 | 1247 | + 190 |
| 1155 | University State Bank, Houston | 169,284,696 | 154,671,460 | 1171 | +16 |
| 1165 | Texas Commerce Medical Bank, Houston | 167,846,366 | 157,776,458 | 1149 | |
| 1191 | Med Center Bank, Houston | 164,359,000 | 162,266,000 | 1112 | |
| 1197 | MBank Greenway, Houston | 164,073,000 | 143,269,516 | 1268 | +71 |
| 1214 | InterFirst San Felipe Bank NA, Houston | 162,180,000 | 141,022,000 | 1290 | +76 |
| 1238 | BancTexas Houston, Houston | 159,096,130 | 168,390,000 | 1060 | |
| 1288 | South Main Bank, Houston | 153,361,561 | 146,353,539 | 1236 | |
| 1331 | Allied Bank-West Loop NA, Houston | 148,166,336 | 146,023,454 | 1239 | |
| 1357 | Enterprise Bank-Houston, Houston | 146,035,007 | 157,521,000 | 1150 | |
| 1406 | First City Bank of Highland Village, Houston | 141,616,881 | 129,892,191 | 1421 | +15 |
| 1412 | Charter National Bank-Houston, Houston | 141,078,000 | 164,584,000 | 1092 | |
| 1527 | Oak Forest Bank, Houston | 130,919,398 | 110,353,828 | 1723 | + 196 |
| 1601 | First City Bank-Gulfgate, Houston | 125,579,385 | 117,494,334 | 1605 | + 4 |
| 1620 | InterFirst Bank East Houston, Houston | 123,995,074 | 109,275,000 | 1748 | + 128 |
| 1703 | Allied Fairbanks Bank, Houston | 118,628,876 | 105,489,293 | 1822 | + 119 |
| 1722 | Northwest Bank & Trust, Houston | 117,451,996 | 104,343,595 | 1844 | + 122 |
| 1779 | Allied Beltway Bank, Houston | 114,631,618 | 107,215,475 | 1798 | +19 |
| 1792 | Texas Commerce Bank-Airline, Houston | 113,393,342 | 108,512,900 | 1764 | |
| 1798 | InterFirst Bank Nassau Bay NA, Houston | 112,937,000 | 103,597,000 | 1857 | +59 |
| 1803 | Union Bank, Houston | 112,529,254 | 120,156,175 | 1561 | |
| 1847 | Allied Jetero Bank, Houston | 109,893,748 | 103,189,538 | 1867 | +20 |
| 1887 | BancTEXAS Westheimer, Houston | 108,560,448 | 108,680,000 | 1758 | |
| 1905 | Texas Commerce Bank-Chemical, Houston | 107,791,890 | 111,890,533 | 1693 | |
| 1947 | Harrisburg Bank, Houston | 105,537,871 | 108,340,152 | 1768 | |
| 1952 | Texas Commerce Bank-Tanglewood, Houston | 105,303,220 | 84,597,673 | 2367 | + 415 |
| 1983 | Allied Cypress Bank, Houston | 104,135,626 | 91,610,093 | 2167 | + 184 |
| 2048 | Texas Commerce Bank-Greenway Plaza NA, Houston | 101,601,294 | 77,816,532 | 2605 | + 557 |
| 2109 | Harris County Bank-Houston NA, Houston | 99,438,115 | 125,863,676 | 1461 | |
| 2143 | MBank Long Point NA, Houston | 98,279,000 | 98,666,860 | 1973 | |
| 2151 | Bank of Houston, Houston | 97,600,343 | 94,572,895 | 2075 | |
| 2256 | InterFirst Bank Greenspoint, Houston | 94,302,000 | 91,286,000 | 2175 | |
| 2304 | Lockwood National Bank, Houston | 92,410,478 | 106,578,301 | 1805 | |
| 2474 | American Bank, Houston | 87,261,873 | 34,778,000 | 6130 | +3656 |
| 2497 | Texas Commerce Bank-Lakeside, Houston | 86,224,960 | 75,390,430 | 2691 | + 194 |
| 2551 | Industrial Bank, Houston | 84,625,128 | 86,948,000 | 2310 | |
| 2593 | Houston Bank of Commerce, Houston | 83,248,197 | 69,880,401 | 2939 | + 346 |
| 2721 | Texas Commerce Bank-Southeast, Houston | 79,669,256 | 72,537,189 | 2812 | +91 |
| 2787 | Liberty Bank, Houston | 77,671,234 | 66,989,959 | 3080 | + 293 |
| 2816 | Allied Bank Southwest Freeway, Houston | 76,929,000 | 63,888,383 | 3259 | + 443 |
| 2819 | InterFirst Bank Post Oak, Houston | 76,875,158 | 63,238,782 | 3306 | + 487 |
| 2826 | Merchants Park Bank, Houston | 76,706,173 | 74,158,468 | 2747 | |
| 2925 | Guardian Bank, Houston | 74,766,000 | 74,655,148 | 2725 | |
| 2997 | Western Bank-Port City, Houston | 73,120,000 | 71,173,620 | 2882 | |
| 3057 | MBank Westchase NA, Houston | 71,838,000 | 93,332,000 | 2109 | |
| 3097 | Charter National Bank-Colonial, Houston | 71,011,091 | 72,831,167 | 2799 | |
| 3176 | MBank Memorial NA, Houston | 69,118,657 | 69,959,666 | 2936 | |
| 3239 | Commercial State Bank, Houston | 67,854,721 | 67,343,232 | 3056 | |
| 3247 | BancTEXAS Allen Parkway NA, Houston | 67,717,727 | 66,841,000 | 3088 | |
| 3264 | National Bank of Commerce, Houston | 67,409,207 | 67,209,271 | 3063 | |
| 3354 | BancTEXAS North Side Houston NA, Houston | 66,155,310 | 60,830,000 | 3445 | +91 |
| 3468 | Peoples Bank, Houston | 64,355,000 | 63,622,577 | 3275 | |
| 3739 | MBank San Felipe NA, Houston | 60,089,000 | 54,021,000 | 3944 | + 205 |
| 3781 | Texas Commerce Bank-Del Oro NA, Houston | 59,564,670 | 53,046,515 | 4021 | + 240 |
| 3783 | Texas Commerce Bank-North Freeway, Houston | 59,529,354 | 58,718,640 | 3568 | |
| 3802 | Riverway National Bank, Houston | 59,308,253 | 21,872,433 | 8642 | +4840 |
| 3888 | MBank Westbury NA, Houston | 58,000,000 | 57,929,409 | 3629 | |
| 3957 | Texas Commerce Bank-Westwood, Houston | 57,007,494 | 51,274,560 | 4186 | + 229 |
| 3958 | Texas Investment Bank NA, Houston | 56,977,745 | 52,395,819 | 4078 | + 120 |
| 3968 | North Houston Bank, Houston | 56,841,730 | 50,588,344 | 4253 | + 285 |
| 4092 | Texas National Bank, Houston | 55,224,000 | ............ | .... | |
| 4159 | Texas American Bank/Fondren, Houston | 54,480,000 | 56,022,000 | 3783 | |
| 4189 | Pinemont Bank, Houston | 54,169,000 | 58,039,000 | 3620 | |
| 4257 | Doctors Center Int'l Bank, Houston | 53,538,261 | 25,204,026 | 7881 | +3624 |
| 4300 | First National Bank of West University Place, Houston | 52,882,166 | 41,696,000 | 5193 | + 893 |
| 4318 | OMNIBANC South NA, Houston | 52,652,075 | 54,057,766 | 3939 | |
| 4378 | Tanglewood Bank NA, Houston | 52,003,994 | 40,194,467 | 5389 | +1011 |
| 4483 | Texas American Bank/Spring Branch, Houston | 51,025,000 | 50,626,261 | 4249 | |
| 4534 | Spring Woods Bank, Houston | 50,543,000 | 57,580,270 | 3661 | |
| 4545 | Park Tower National Bank, Houston | 50,461,294 | 23,801,707 | 8198 | +3653 |
| 4567 | First Bank, Houston | 50,220,808 | 52,580,562 | 4061 | |
| 4573 | Jersey Village Bank, Houston | 50,154,328 | 40,368,580 | 5361 | + 788 |
| 4597 | First City Bank-Medical Center NA, Houston | 49,874,837 | 45,513,663 | 4767 | + 170 |
| 4635 | Ameriway Bank Brookhollow NA, Houston | 49,479,243 | 45,529,402 | 4764 | + 129 |
| 4673 | First City Bank of Northline, Houston | 49,117,268 | 46,830,111 | 4612 | |
| 4682 | Ameriway Bank/Woodway NA, Houston | 48,999,484 | 37,611,286 | 5743 | +1061 |
| 4708 | Northshore Bank, Houston | 48,778,609 | 50,503,692 | 4258 | |
| 4769 | West Belt National Bank, Houston | 48,106,030 | 31,702,452 | 6648 | +1879 |
| 4796 | First City Bank-Inwood Forest NA, Houston | 47,721,000 | 41,134,000 | 5256 | + 460 |
| 4802 | Northwest Crossing National Bank, Houston | 47,645,000 | 34,212,609 | 6221 | +1419 |
| 4946 | Allied Mission Bend Bank, Houston | 46,252,497 | 38,969,320 | 5547 | + 601 |
| 4991 | MBank Ashford, Houston | 45,804,656 | 46,274,229 | 4678 | |
| 2037 | Allied Humble Bank NA, Humble | 102,226,000 | 85,709,703 | 2344 | + 307 |
| 2546 | First City Bank, Humble | 84,915,724 | 83,628,719 | 2395 | |
| 3411 | Texas Commerce Bank-Kingwood, Humble | 65,314,990 | 55,012,472 | 3860 | + 449 |
| 1854 | First National Bank, Huntsville | 109,648,978 | 98,010,745 | 1987 | + 133 |
| 2418 | Huntsville National Bank, Huntsville | 88,912,859 | 75,185,242 | 2704 | + 286 |
| 4397 | Sam Houston National Bank of Walker Cty., Huntsville | 51,848,741 | 39,718,413 | 5463 | +1066 |
| 1568 | Texas Commerce Bank-Hurst NA, Hurst | 127,618,850 | 121,120,000 | 1548 | |
| 911 | InterFirst Bank Irving, Irving | 211,611,000 | 178,021,000 | 998 | +87 |
| 1277 | Texas Commerce Bank-Las Colinas, Irving | 154,276,000 | 179,431,000 | 992 | |
| 1806 | Allied Bank Irving, Irving | 112,376,000 | 97,886,000 | 1991 | + 185 |
| 4004 | InterFirst Bank Las Colinas NA, Irving | 56,431,277 | 43,485,253 | 4986 | + 982 |
| 4998 | First National Bank, Jacksboro | 45,715,316 | 41,431,627 | 5224 | + 226 |
| 2842 | Allied Texas Bank, Jacksonville | 76,436,149 | 65,122,000 | 3190 | + 348 |
| 3052 | First National Bank, Jacksonville | 72,048,000 | 61,804,000 | 3393 | + 341 |
| 2439 | Katy National Bank, Katy | 88,356,000 | 74,881,000 | 2715 | + 276 |
| 4381 | BancTexas Kaufman NA, Kaufman | 51,997,000 | 42,567,000 | 5077 | + 696 |
| 4471 | Kermit State Bank, Kermit | 51,127,357 | 47,618,776 | 4534 | +63 |
| 792 | Chas Schreiner Bank, Kerrville | 246,284,160 | 211,352,565 | 847 | +55 |
| 1738 | First National Bank, Kerrville | 116,704,882 | 104,652,603 | 1838 | + 100 |
| 4523 | Bank of Kerrville, Kerrville | 50,644,575 | 54,785,030 | 3878 | |
| 2206 | Allied Citizens Bank, Kilgore | 95,788,388 | 85,931,613 | 2339 | + 133 |
| 2275 | Kilgore First National Bank, Kilgore | 93,446,779 | 90,835,780 | 2190 | |
| 1552 | First National Bank, Killeen | 128,736,928 | 116,552,479 | 1618 | +66 |
| 3981 | American State Bank, Killeen | 56,684,308 | 45,902,994 | 4727 | + 746 |
| 3115 | Highland Lakes Bank, Kingsland | 70,398,377 | 67,922,553 | 3028 | |
| 2050 | Kleberg First National Bank, Kingsville | 101,571,357 | 90,993,000 | 2181 | + 131 |
| 3646 | First National Bank, La Grange | 61,542,857 | 49,611,919 | 4329 | + 683 |
| 3736 | La Grange State Bank, La Grange | 60,217,554 | 49,374,152 | 4344 | + 608 |
| 3400 | Bayshore National Bank, LaPorte | 65,514,000 | 58,281,621 | 3599 | + 199 |
| 4661 | First City Bank-Lake Jackson, Lake Jackson | 49,263,761 | 45,240,388 | 4789 | + 128 |
| 2494 | Lamesa National Bank, Lamesa | 86,393,650 | 88,503,656 | 2252 | |
| 2785 | First National Bank, Lamesa | 77,677,539 | 76,297,909 | 2655 | |
| 4013 | First National Bank, Lampasas | 56,322,834 | 48,543,551 | 4432 | + 419 |
| 3753 | First City Bank, Lancaster | 59,876,444 | 61,144,431 | 3428 | |
| | **LAREDO** | | | | |
| 284 | Laredo National Bank, Laredo | 817,594,000 | 744,400,130 | 275 | |
| 488 | International Bank of Commerce, Laredo | 409,080,937 | 338,523,000 | 535 | +47 |
| 764 | Union National Bank, Laredo | 253,631,340 | 235,278,784 | 763 | |
| 3729 | City National Bank, Laredo | 60,257,420 | 58,974,972 | 3548 | |
| 2940 | League City Bank & Trust Co., League City | 74,294,657 | 63,003,023 | 3330 | + 390 |
| 1270 | Texas American Bank/Levelland, Levelland | 155,916,000 | 143,078,000 | 1269 | |
| 3127 | First National Bank, Levelland | 70,174,000 | 67,692,000 | 3035 | |
| 2441 | First City Bank, Lewisville | 88,223,000 | 72,183,000 | 2835 | + 394 |
| 3474 | MBank Lewisville NA, Lewisville | 64,307,000 | 53,468,000 | 3974 | + 500 |
| 4362 | North Texas Bank, Lewisville | 52,196,000 | 41,967,000 | 5156 | + 794 |
| 2657 | First State Bank, Liberty | 81,619,426 | 70,452,714 | 2914 | + 257 |
| 2874 | First Liberty National Bank, Liberty | 75,728,693 | 68,010,760 | 3025 | + 151 |
| 4888 | Security State Bank, Littlefield | 46,777,382 | 44,072,300 | 4907 | +19 |
| 2210 | First State Bank, Livingston | 95,718,652 | 87,612,811 | 2281 | +71 |
| 2823 | First National Bank, Livingston | 76,769,224 | 70,340,008 | 2920 | +97 |
| 4913 | First-Lockhart National Bank, Lockhart | 46,535,340 | 38,653,243 | 5596 | + 683 |
| 1042 | Texas Commerce Bank-Longview NA, Longview | 186,836,505 | 181,367,227 | 982 | |
| 1061 | MBank Longview NA, Longview | 184,135,731 | 167,621,480 | 1064 | + 3 |
| 1152 | Longview Bank & Trust Co., Longview | 169,790,030 | 145,694,228 | 1244 | +92 |
| 4598 | Texas American Bank/Longview, Longview | 49,863,489 | 43,089,895 | 5019 | + 421 |

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|---|---|---|---|---|---|
| | **LUBBOCK** | | | | |
| 423 | First National Bank, Lubbock | 487,198,964 | 439,420,969 | 436 | +13 |
| 481 | RepublicBank Lubbock NA, Lubbock | 418,802,950 | 390,762,658 | 479 | |
| 645 | American State Bank, Lubbock | 298,448,950 | 276,462,699 | 643 | |
| 1010 | Plains National Bank, Lubbock | 191,651,217 | 181,407,526 | 981 | |
| 1393 | Texas Commerce Bank NA, Lubbock | 142,995,481 | 154,590,531 | 1172 | |
| 3080 | Southwest Lubbock National Bank, Lubbock | 71,260,093 | 60,125,321 | 3482 | + 402 |
| 4973 | Bank of the West, Lubbock | 45,986,000 | 38,963,515 | 5549 | + 576 |
| 1163 | RepublicBank Lufkin, Lufkin | 168,379,288 | 156,358,050 | 1158 | |
| 1460 | First City National Bank, Lufkin | 137,160,448 | 115,554,952 | 1638 | + 178 |
| 3178 | First City National Bank, Madisonville | 69,100,139 | 64,652,067 | 3214 | +36 |
| 4364 | MBank Mansfield, Mansfield | 52,163,567 | 44,808,903 | 4829 | + 465 |
| 1180 | Allied Bank of Marble Falls, Marble Falls | 165,591,000 | 127,449,525 | 1447 | + 267 |
| 4371 | Marlin National Bank, Marlin | 52,092,000 | 52,883,000 | 4037 | |
| 4459 | First State Bank, Marlin | 51,224,715 | 44,377,000 | 4871 | + 412 |
| 1870 | First National Bank, Marshall | 109,026,533 | 118,046,660 | 1596 | |
| 2661 | MBank Marshall NA, Marshall | 81,510,623 | 81,184,404 | 2485 | |
| 4042 | Allied Marshall Bank, Marshall | 56,032,868 | 40,529,875 | 5339 | +1297 |
| | **McALLEN** | | | | |
| 344 | McAllen State Bank, McAllen | 635,350,000 | 536,467,650 | 366 | +22 |
| 546 | Texas Commerce Bank-McAllen NA, McAllen | 358,647,656 | 301,070,469 | 585 | +39 |
| 4680 | Texas State Bank, McAllen | 49,005,545 | 38,307,148 | 5646 | + 966 |
| 1386 | Texas American Bank/McKinney NA, McKinney | 143,629,431 | 107,455,267 | 1792 | + 406 |
| 1575 | BancTEXAS McKinney NA, McKinney | 127,259,000 | 99,240,000 | 1956 | + 381 |
| 2189 | Allied First National Bank, Mesquite | 96,348,000 | 82,386,025 | 2438 | + 249 |
| | **MIDLAND** | | | | |
| 320 | RepublicBank First National Midland, Midland | 707,981,000 | 724,035,993 | 284 | |
| 455 | First City National Bank, Midland | 445,831,218 | 445,851,880 | 430 | |
| 1305 | Texas American Bank/Midland, Midland | 151,138,907 | 160,681,282 | 1125 | |
| 1689 | ClayDesta National Bank, Midland | 119,289,337 | 92,641,553 | 2128 | + 439 |
| 2420 | United Bank NA, Midland | 88,891,920 | 23,822,000 | 8192 | +5772 |
| 2423 | Western Bank, Midland | 88,748,213 | 71,575,873 | 2862 | + 439 |
| 3016 | RepublicBank Midland NA, Midland | 72,652,000 | 72,161,000 | 2837 | |
| 1906 | RepublicBank Mineral Wells NA, Mineral Wells | 107,735,748 | 95,582,499 | 2055 | + 149 |
| 3328 | City National Bank, Mineral Wells | 66,670,000 | 60,151,000 | 3481 | + 153 |
| 1224 | First State Bank & Trust Co., Mission | 161,239,648 | 139,661,191 | 1303 | +79 |
| 3405 | First National Bank, Mission | 65,479,127 | 58,800,003 | 3557 | + 152 |
| 4571 | Allied Bank Missouri City, Missouri City | 50,175,670 | 46,967,145 | 4599 | +28 |
| 3776 | First National Bank, Monahans | 59,625,097 | 53,889,000 | 3953 | + 177 |
| 4206 | First State Bank, Monahans | 54,041,793 | 48,139,468 | 4480 | + 274 |
| 1713 | Guaranty Bank, Mount Pleasant | 118,013,117 | 101,214,678 | 1913 | + 200 |
| 2160 | InterFirst Bank Mount Pleasant NA, Mount Pleasant | 97,354,277 | 89,891,286 | 2216 | +56 |
| 1835 | Stone Fort National Bank, Nacogdoches | 110,597,000 | 111,777,441 | 1699 | |
| 2028 | Fredonia State Bank, Nacogdoches | 102,433,713 | 92,126,419 | 2146 | + 118 |
| 2332 | Commercial National Bank, Nacogdoches | 91,534,230 | 91,022,232 | 2180 | |
| 2907 | InterFirst Bank Nederland, Nederland | 75,130,000 | 74,457,000 | 2732 | |
| 3895 | First National Bank, New Boston | 57,894,000 | 50,007,000 | 4306 | + 411 |
| 2639 | Texas Commerce Bank-New Braunfels NA, New Braunfels | 82,007,232 | 73,935,949 | 2756 | + 117 |
| 4502 | MBank New Braunfels, New Braunfels | 50,816,511 | 50,447,969 | 4264 | |
| 4329 | Community Bank, New Caney | 52,519,759 | 48,748,802 | 4413 | +84 |
| 1159 | Allied Northeast Bank NA, North Richland Hills | 168,704,000 | 133,539,101 | 1371 | + 212 |
| 2596 | Bank of North Texas, North Richland Hills | 83,154,497 | 76,035,129 | 2667 | +71 |
| 887 | InterFirst Bank Odessa NA, Odessa | 219,471,000 | 221,005,000 | 808 | |
| 991 | MBank Odessa NA, Odessa | 194,942,426 | 181,055,060 | 983 | |
| 1339 | Texas Commerce Bank-Odessa, Odessa | 147,334,851 | 148,287,994 | 1217 | |
| 2573 | First State Bank NA, Odessa | 84,076,000 | 74,380,002 | 2737 | + 164 |
| 4631 | Permian Bank, Odessa | 49,540,496 | 64,561,929 | 3217 | |
| 3081 | First City National Bank, Orange | 71,259,045 | 70,566,122 | 2905 | |
| 3727 | Unitedbank Orange, Orange | 60,267,550 | 54,696,560 | 3882 | + 155 |
| 3839 | MBank Orange NA, Orange | 58,685,912 | 57,135,959 | 3698 | |
| 4712 | Ozona National Bank, Ozona | 48,725,624 | 49,187,042 | 4366 | |
| 3087 | First National Bank, Palestine | 71,185,249 | 64,480,136 | 3227 | + 140 |
| 3302 | East Texas National Bank, Palestine | 66,957,311 | 66,176,880 | 3126 | |
| 1239 | First National Bank, Pampa | 158,848,206 | 139,402,465 | 1307 | +68 |
| 2556 | Citizens Bank & Trust Co., Pampa | 84,488,000 | 73,884,119 | 2758 | + 202 |
| 2467 | Liberty National Bank, Paris | 87,486,933 | 76,195,189 | 2661 | + 194 |
| 3752 | First National Bank, Paris | 59,885,174 | 57,888,065 | 3633 | |
| 4728 | InterFirst Bank, Paris | 48,543,000 | 44,187,000 | 4899 | + 171 |
| 875 | MBank Pasadena, Pasadena | 221,634,330 | 225,540,000 | 794 | |
| 1565 | Allied Pasadena National Bank, Pasadena | 127,773,419 | 117,462,025 | 1606 | +41 |
| 1677 | InterFirst Bank Pasadena, Pasadena | 120,011,000 | 119,642,365 | 1565 | |
| 3430 | Pearland State Bank, Pearland | 65,038,517 | 60,853,982 | 3442 | +12 |
| 3449 | Security State Bank, Pearsall | 64,717,517 | 55,630,261 | 3810 | + 361 |
| 3994 | Security State Bank, Pecos | 56,525,568 | 52,423,161 | 4074 | +80 |
| 4968 | First National Bank, Pecos | 46,015,437 | 45,828,958 | 4731 | |
| 2426 | First National Bank, Perryton | 88,646,000 | 85,836,000 | 2342 | |
| 4211 | Security State Bank, Pharr | 54,013,551 | 50,667,580 | 4242 | +31 |
| 2476 | Hale County State Bank, Plainview | 87,164,201 | 77,752,347 | 2606 | + 130 |
| 2799 | City National Bank, Plainview | 77,383,744 | 85,249,777 | 2353 | |
| 3586 | First National Bank, Plainview | 62,516,845 | 56,219,000 | 3767 | + 181 |
| 1118 | Plano Bank & Trust Co., Plano | 174,226,646 | 144,282,112 | 1255 | + 137 |
| 2112 | City National Bank, Plano | 99,369,000 | 82,557,000 | 2433 | + 321 |
| 3185 | RepublicBank Plano NA, Plano | 68,975,303 | 56,714,920 | 3729 | + 544 |
| 929 | Allied Merchants Bank, Port Arthur | 208,532,000 | 172,721,507 | 1030 | + 101 |
| 933 | MBank Port Arthur NA, Port Arthur | 207,468,000 | 199,249,000 | 894 | |
| 2566 | Sabine Bank, Port Arthur | 84,368,343 | 77,469,668 | 2618 | +52 |
| 2203 | First State Bank & Trust Co., Port Lavaca | 95,933,726 | 87,186,746 | 2300 | +97 |
| 4915 | First National Bank, Port Lavaca | 46,522,696 | 44,472,824 | 4861 | |
| 3301 | First National Bank of Mid-Cty., Port Neches | 66,996,000 | 49,306,000 | 4354 | +1053 |
| 4875 | First National Bank, Post | 46,906,036 | 41,769,659 | 5181 | + 306 |
| 3571 | First National Bank, Quitman | 62,694,385 | 56,206,918 | 3769 | + 198 |
| 4368 | Raymondville State Bank, Raymondville | 52,113,755 | 50,280,729 | 4276 | |
| 4455 | First National Bank, Refugio | 51,263,886 | 47,095,094 | 4583 | + 128 |
| 1064 | First City Bank of Richardson, Richardson | 183,408,000 | 164,672,000 | 1090 | +26 |
| 1265 | BancTEXAS Richardson NA, Richardson | 156,759,000 | 123,729,000 | 1499 | + 234 |
| 2003 | Promenade National Bank, Richardson | 103,381,731 | 89,619,594 | 2221 | + 218 |
| 3147 | Richardson Bank & Trust, Richardson | 69,791,000 | 77,698,983 | 2609 | |
| 4304 | Richardson National Bank, Richardson | 52,823,395 | 54,668,808 | 3883 | |
| 4082 | RepublicBank Richmond NA, Richmond | 55,354,000 | 49,420,000 | 4342 | + 260 |
| 4658 | First City National Bank, Richmond | 49,264,912 | 45,827,769 | 4732 | +74 |
| 3590 | First National Bank, Rio Grande City | 62,417,000 | 52,916,305 | 4035 | + 445 |
| 2343 | First State Bank, Rio Vista | 91,148,459 | 79,168,639 | 2546 | + 203 |
| 3441 | State National Bank, Robstown | 64,843,753 | 58,489,664 | 3585 | + 144 |
| 4530 | Rockdale State Bank, Rockdale | 50,578,000 | 43,680,442 | 4934 | + 404 |
| 3345 | First National Bank, Rockport | 66,332,678 | 61,399,980 | 3417 | +72 |
| 4428 | First National Bank, Rosenberg | 51,605,925 | 49,317,000 | 4351 | |
| 2403 | MBank Round Rock, Round Rock | 89,390,561 | 78,270,320 | 2582 | + 179 |
| 4803 | First Bank, Rowlett | 47,644,000 | 43,890,672 | 4932 | + 129 |
| 772 | Central National Bank, San Angelo | 250,827,275 | 238,290,753 | 754 | |
| 838 | Texas Commerce Bank-San Angelo NA, San Angelo | 230,308,186 | 233,747,000 | 766 | |
| 1780 | First City National Bank, San Angelo | 114,622,904 | 102,565,037 | 1883 | + 103 |
| 2601 | Bank of the West, San Angelo | 83,035,150 | 74,832,754 | 2720 | + 119 |
| 3856 | Southwest Bank, San Angelo | 58,462,813 | 53,203,411 | 4001 | + 145 |
| 4078 | Texas State Bank, San Angelo | 55,399,582 | 48,856,369 | 4401 | + 323 |
| | **SAN ANTONIO** | | | | |
| 165 | Frost National Bank, San Antonio | 1,482,077,000 | 1,296,767,322 | 165 | |
| 236 | National Bank of Commerce, San Antonio | 991,769,735 | 888,125,000 | 231 | |
| 318 | MBank Alamo NA, San Antonio | 710,052,000 | 560,850,262 | 354 | +36 |
| 493 | National Bank of Fort Sam Houston, San Antonio | 405,639,000 | 413,588,970 | 456 | |
| 512 | InterFirst Bank San Antonio NA, San Antonio | 386,876,972 | 300,125,632 | 587 | +75 |
| 581 | RepublicBank San Antonio NA, San Antonio | 330,021,710 | 274,055,085 | 647 | +66 |
| 641 | Broadway National Bank, San Antonio | 301,134,380 | 269,974,000 | 662 | +21 |
| 980 | Texas Commerce Bank-San Antonio, San Antonio | 197,066,042 | 176,119,534 | 1015 | +35 |
| 1011 | First City Bank-Central Park, San Antonio | 191,594,140 | 168,730,000 | 1057 | +46 |
| 1451 | National Bank of Commerce-Brooksfield, San Antonio | 137,737,922 | 122,106,668 | 1524 | +73 |
| 1723 | Mercantile Bank & Trust, San Antonio | 117,436,620 | 106,465,646 | 1807 | +84 |
| 1833 | First City Bank-Windsor Park, San Antonio | 110,695,000 | 105,931,000 | 1816 | |

➞ Continued on Next Page

| Rank 12/84 | TEXAS (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1908 | InterFirst Bank Alamo Heights NA, San Antonio | 107,700,198 | 84,815,000 | 2365 | + 457 |
| 1930 | Citizens Frost Bank NA, San Antonio | 106,618,812 | 96,287,110 | 2030 | + 100 |
| 1970 | Groos Bank NA, San Antonio | 104,597,339 | 80,556,107 | 2510 | + 540 |
| 2165 | Allied American Bank, San Antonio | 97,086,277 | 81,024,999 | 2493 | + 328 |
| 2176 | Westside Bank, San Antonio | 96,799,334 | 90,456,712 | 2198 | +22 |
| 2456 | San Pedro State Bank, San Antonio | 87,919,204 | 67,317,466 | 3057 | + 601 |
| 2545 | Kelly Field National Bank, San Antonio | 84,963,063 | 79,106,764 | 2549 | + 4 |
| 2577 | Texas Bank, San Antonio | 83,891,783 | 69,159,000 | 2972 | + 395 |
| 2583 | Colonial Frost Bank NA, San Antonio | 83,694,775 | 72,939,000 | 2792 | + 209 |
| 2695 | Northside Bank, San Antonio | 80,413,000 | 67,013,319 | 3076 | + 381 |
| 2876 | Bank of San Antonio, San Antonio | 75,714,498 | 71,908,000 | 2850 | |
| 2951 | North Frost Bank NA, San Antonio | 74,094,272 | 59,545,456 | 3517 | + 566 |
| 3251 | Union State Bank, San Antonio | 67,614,921 | 58,885,271 | 3554 | + 303 |
| 3432 | National Bank of Commerce-North, San Antonio | 64,993,047 | 46,249,619 | 4684 | +1252 |
| 3536 | Harlandale Bank of Commerce, San Antonio | 63,313,950 | 63,386,501 | 3468 | |
| 3648 | Jefferson State Bank, San Antonio | 61,533,085 | 53,942,904 | 3947 | + 299 |
| 3935 | Security National Bank, San Antonio | 57,275,951 | 53,043,837 | 4022 | +87 |
| 3942 | Liberty Frost Bank NA, San Antonio | 57,180,309 | 56,344,509 | 3760 | |
| 4333 | San Benito Bank & Trust Co., San Benito | 52,472,337 | 47,737,908 | 4517 | + 184 |
| 3061 | State Bank & Trust Co., San Marcos | 71,728,000 | 66,123,000 | 3129 | +68 |
| 3068 | First National Bank, San Marcos | 71,508,815 | 55,836,000 | 3793 | + 725 |
| 4155 | Allied Seabrook Bank, Seabrook | 54,553,383 | 43,988,279 | 4920 | + 765 |
| 3909 | Seagoville State Bank, Seagoville | 57,711,026 | 51,528,140 | 4156 | + 247 |
| 3067 | Citizens State Bank, Sealy | 71,541,000 | 67,490,000 | 3049 | |
| 2580 | Seguin State Bank & Trust Co., Seguin | 83,811,000 | 78,242,000 | 2584 | + 4 |
| 2944 | First National Bank, Seguin | 74,232,000 | 65,701,000 | 3153 | + 209 |
| 4345 | Nolte National Bank, Seguin | 52,299,549 | 44,249,167 | 4889 | + 544 |
| 1105 | MBank Sherman NA, Sherman | 175,986,000 | 171,860,000 | 1037 | |
| 2378 | Grayson County State Bank, Sherman | 90,088,328 | 70,738,781 | 2894 | + 516 |
| 4630 | American Bank of Sherman NA, Sherman | 49,559,861 | 50,235,000 | 4283 | |
| 4725 | Silsbee State Bank, Silsbee | 48,573,409 | 47,845,369 | 4509 | |
| 4909 | Commercial State Bank, Sinton | 46,558,991 | 43,805,000 | 4946 | +37 |
| 2437 | West Texas State Bank, Snyder | 88,433,532 | 82,189,139 | 2453 | +16 |
| 2529 | Snyder National Bank, Snyder | 85,472,945 | 80,366,140 | 2520 | |
| 3318 | Southern State Bank, South Houston | 66,734,636 | 58,375,715 | 3593 | + 275 |
| 4085 | First State Bank, Spearman | 55,311,098 | 47,286,067 | 4566 | + 481 |
| 2243 | Allied Spring Bank, Spring | 94,681,661 | 84,410,254 | 2371 | + 128 |
| 1351 | Texas Commerce Bank-Stafford NA, Stafford | 146,501,020 | 141,305,286 | 1284 | |
| 3241 | Southwestern Bank, Stafford | 67,826,108 | 74,404,948 | 2735 | |
| 4703 | American National Bank, Stafford | 48,789,832 | 36,359,000 | 5918r | +1215 |
| 2192 | InterFirst Bank Stephenville NA, Stephenville | 96,267,290 | 96,826,454 | 2018 | |
| 4407 | Stephenville Bank & Trust Co., Stephenville | 51,775,978 | 46,095,020 | 4702 | + 295 |
| 4615 | First State Bank, Stratford | 49,759,628 | 43,804,768 | 4947 | + 332 |
| 2499 | Sugar Creek National Bank, Sugar Land | 86,144,112 | 73,445,017 | 2768 | + 269 |
| 3705 | Cullen Bank Sugar Land, Sugar Land | 60,662,481 | 60,280,548 | 3473 | |
| 2218 | Sulphur Springs State Bank, Sulphur Springs | 95,371,474 | 89,493,732 | 2224 | + 6 |
| 4224 | City National Bank, Sulphur Springs | 53,888,152 | 47,447,883 | 4552 | + 328 |
| 3118 | First National Bank, Sweetwater | 70,362,628 | 68,397,000 | 3000 | |
| 3313 | Texas Bank & Trust Co., Sweetwater | 66,851,078 | 71,425,944 | 2871 | |
| 2445 | First-Taylor National Bank, Taylor | 88,128,940 | 78,464,450 | 2578 | + 133 |
| 4470 | City National Bank, Taylor | 51,136,859 | 48,527,636 | 4434 | |
| 1417 | InterFirst Bank Temple NA, Temple | 140,571,000 | 123,970,000 | 1493 | +76 |
| 1536 | First National Bank, Temple | 130,311,201 | 122,162,904 | 1522 | |
| 4724 | Texas Bank & Trust, Temple | 48,588,473 | 42,419,015 | 5096 | + 372 |
| 4986 | Texas American Bank/Temple NA, Temple | 45,878,717 | 33,531,525 | 6314 | +1328 |
| 1483 | American National Bank, Terrell | 134,546,000 | 131,975,000 | 1394 | |
| 981 | Texarkana National Bank, Texarkana | 196,649,449 | 153,341,164 | 1180 | + 199 |
| 2315 | Oaklawn Bank, Texarkana | 92,019,764 | 99,948,632 | 1941 | |
| 4650 | American National Bank, Texarkana | 49,319,000 | 42,444,000 | 5094 | + 444 |
| 3685 | Texas City National Bank, Texas City | 61,011,471 | 64,891,000 | 3198 | |
| 4295 | Mainland Bank, Texas City | 52,938,467 | 54,329,935 | 3915 | |
| 3939 | Montgomery County Bank NA, The Woodlands | 57,241,824 | 53,068,081 | 4017 | +78 |
| 2750 | InterFirst Bank Tomball, Tomball | 78,720,000 | 72,896,682 | 2795 | +45 |
| 3548 | First Bank & Trust, Tomball | 63,045,227 | 49,915,000 | 4312 | + 764 |
| 2877 | First National Bank, Tulia | 75,676,048 | 74,014,630 | 2753 | |
| 534 | InterFirst Bank Tyler NA, Tyler | 372,443,000 | 364,442,000 | 503 | |
| 616 | First City National Bank, Tyler | 312,528,470 | 299,831,971 | 588 | |
| 760 | RepublicBank Tyler, Tyler | 255,273,201 | 239,619,496 | 751 | |
| 925 | Southside State Bank, Tyler | 208,893,000 | 188,423,055 | 952 | +27 |
| 1853 | BancTEXAS Tyler NA, Tyler | 109,665,000 | 98,736,000 | 1972 | + 119 |
| 3504 | Rose Capital Bank, Tyler | 63,776,509 | 50,145,178 | 4291 | + 787 |
| 1243 | First State Bank, Uvalde | 158,686,313 | 164,788,445 | 1088 | |
| 2167 | Waggoner National Bank, Vernon | 96,992,609 | 87,860,726 | 2276 | + 109 |
| 3173 | Herring National Bank, Vernon | 69,224,293 | 67,668,000 | 3036 | |
| | **VICTORIA** | | | | |
| 392 | Victoria Bank & Trust Co., Victoria | 526,999,663 | 520,691,170 | 374 | |
| 609 | First Victoria National Bank, Victoria | 316,946,171 | 289,205,515 | 609 | |
| 1257 | InterFirst Bank Victoria, Victoria | 157,325,000 | 140,718,000 | 1294 | +37 |
| 575 | RepublicBank Waco, Waco | 334,218,800 | 323,481,000 | 551 | |
| 720 | MBank Waco NA, Waco | 267,612,755 | 253,690,000 | 711 | |
| 1650 | United Bank of Waco NA, Waco | 121,613,000 | 96,152,781 | 2034 | + 384 |
| 1698 | InterFirst Bank Waco NA, Waco | 118,862,745 | 106,579,828 | 1804 | + 106 |
| 2528 | Texas National Bank, Waco | 85,539,297 | 81,851,869 | 2465 | |
| 3984 | Central National Bank of Woodway-Hewitt, Waco | 56,637,785 | 38,024,000 | 5685 | +1701 |
| 4351 | American Bank, Waco | 52,257,814 | 47,183,079 | 4576 | + 225 |
| 4753 | Community State Bank, Waco | 48,296,482 | 45,483,459 | 4771 | +18 |
| 2807 | Citizens National Bank, Waxahachie | 77,215,370 | 60,276,000 | 3474 | + 667 |
| 3201 | Waxahachie Bank & Trust Co., Waxahachie | 68,633,000 | 64,276,730 | 3238 | +37 |
| 1860 | Merchants & Farmers State Bank, Weatherford | 109,325,246 | 95,696,735 | 2052 | + 192 |
| 3396 | First National Bank, Weatherford | 65,601,000 | 57,655,296 | 3656 | + 260 |
| 3667 | Citizens National Bank, Weatherford | 61,267,229 | 57,305,324 | 3682 | +15 |
| 2360 | Bay Area Bank & Trust, Webster | 90,047,233 | 87,205,996 | 2298 | |
| 1928 | First National Bank, Weslaco | 106,729,322 | 96,870,234 | 2015 | +87 |
| 4662 | Mid Valley Bank, Weslaco | 49,259,915 | 49,448,214 | 4337 | |
| 4097 | Security Bank & Trust Co., Wharton | 55,182,028 | 56,415,379 | 3753 | |
| 501 | MBank Wichita Falls NA, Wichita Falls | 395,715,000 | 386,513,110 | 484 | |
| 555 | InterFirst Bank Wichita Falls NA, Wichita Falls | 352,014,000 | 357,717,000 | 513 | |
| 1660 | Parker Square State Bank, Wichita Falls | 120,997,835 | 108,677,058 | 1759 | +99 |
| 3397 | MBank Wichita Falls Southwest NA, Wichita Falls | 65,593,906 | 52,989,112 | 4028 | + 631 |
| 3163 | First National Bank, Winnsboro | 69,447,459 | 63,693,122 | 3274 | + 111 |
| 4779 | American Bank of Commerce, Wolfforth | 47,887,483 | 37,039,275 | 5817 | +1038 |
| 2491 | MBank The Woodlands NA, Woodlands | 86,610,000 | 69,616,692 | 2948 | + 457 |
| 4216 | Yoakum National Bank, Yoakum | 53,951,641 | 53,317,841 | 3988 | |

| Rank 12/84 | UTAH | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 4204 | Bank of American Fork, American Fork | 54,049,000 | 47,408,000 | 4556 | + 352 |
| 4191 | Utah Bank & Trust, Bountiful | 54,157,000 | 51,896,000 | 4127 | |
| 4603 | State Bank of Southern Utah, Cedar City | 49,841,561 | 42,854,662 | 5041 | + 438 |
| 4813 | Draper Bank & Trust, Draper | 47,573,533 | 36,422,000 | 5909 | +1096 |
| | **OGDEN** | | | | |
| 114 | First Security Bank of Utah NA, Ogden | 2,137,121,000 | 2,066,028,000 | 103 | |
| 359 | Commercial Security Bank, Ogden | 592,224,000 | 560,817,611 | 355 | |
| 1762 | Bank of Utah, Ogden | 115,580,000 | 107,318,000 | 1796 | +34 |
| 2492 | Citizens Bank, Ogden | 86,523,000 | 70,641,000 | 2901 | + 409 |
| 2945 | Deseret Bank, Pleasant Grove | 74,226,945 | 68,358,478 | 3003 | +58 |
| | **SALT LAKE CITY** | | | | |
| 147 | Zions First National Bank, Salt Lake City | 1,682,723,000 | 1,564,730,000 | 139 | |
| 293 | First Interstate Bank of Utah NA, Salt Lake City | 787,345,000 | 724,023,000 | 285 | |
| 397 | Valley Bank & Trust Co., Salt Lake City | 523,034,000 | 460,764,000 | 414 | +17 |
| 788 | Tracy-Collins Bank & Trust Co., Salt Lake City | 247,304,000 | 264,575,000 | 675 | |
| 796 | Continental Bank & Trust Co., Salt Lake City | 245,118,000 | 237,062,000 | 758 | |
| 3253 | Central Bank & Trust Co., Springville | 67,586,000 | 63,075,000 | 3325r | +72 |

| Rank 12/84 | VERMONT | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 2490 | Granite Savings Banks & Trust Co., Barre | 86,690,638 | 78,854,074 | 2566 | +76 |
| 508 | Vermont National Bank, Brattleboro | 389,476,000 | 337,430,000 | 536 | +28 |
| 542 | First Vermont Bank & Trust Co., Brattleboro | 364,013,402 | 332,185,121 | 542 | |
| | **BURLINGTON** | | | | |
| 313 | Chittenden Trust Co., Burlington | 722,659,000 | 634,390,000 | 319 | + 6 |
| 533 | Howard Bank NA, Burlington | 372,632,000 | 344,769,596 | 530 | |
| 677 | Merchants Bank, Burlington | 283,785,627 | 262,318,000 | 679 | + 2 |
| 3707 | Community National Bank, Derby | 60,603,819 | 52,610,392 | 4059 | + 352 |
| 4203 | Lyndonville Savings Bank & Trust Co., Lyndonville | 54,053,000 | 46,448,388 | 4658 | + 455 |
| 3510 | Factory Point National Bank, Manchester Center | 63,626,691 | 54,554,244 | 3896 | + 386 |
| 4160 | Union Bank, Morrisville | 54,468,730 | 46,866,254 | 4610 | + 450 |
| 4388 | Randolph National Bank, Randolph | 51,925,617 | 43,523,586 | 4979 | + 591 |
| 1706 | Proctor Bank, Rutland | 118,527,000 | 108,519,000 | 1761 | +55 |
| 1291 | Franklin-Lamoille Bank, St. Albans | 152,862,128 | 137,718,953 | 1332 | +41 |
| 4305 | Peoples Trust Co., St. Albans | 52,802,064 | 47,885,379 | 4502 | + 197 |
| 3324 | First National Bank, Springfield | 66,689,000 | 64,154,000 | 3244 | |
| 3873 | First Twin-State Bank, White River Jct. | 58,209,000 | 51,727,293 | 4141 | + 268 |

| Rank 12/84 | VIRGINIA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1273 | Burke & Herbert Bank & Trust Co., Alexandria | 155,493,000 | 125,410,000 | 1471 | + 198 |
| 4568 | First Virginia Bank-Hanover, Ashland | 50,197,000 | ............ | .... | |
| 2943 | Patrick Henry National Bank, Bassett | 74,233,000 | 33,012,000 | 6391 | +3448 |
| 3436 | National Bank, Blacksburg | 64,908,004 | 54,552,382 | 3897 | + 461 |
| 3658 | Citizens Bank & Trust Co., Blackstone | 61,415,000 | 55,021,000 | 3859 | + 201 |
| 2416 | Union Bank & Trust Co., Bowling Green | 89,000,025 | 73,369,800 | 2773 | + 357 |
| 4795 | First Virginia Bank-Planters, Bridgewater | 47,733,000 | 40,824,731 | 5297 | + 502 |
| 2581 | Bank of Southside Virginia, Carson | 83,766,153 | 74,506,559 | 2729 | + 148 |
| 592 | National Bank & Trust Co., Charlottesville | 325,394,586 | 303,427,186 | 578 | |
| 4328 | People's Bank, Chesapeake | 52,538,000 | 43,974,000 | 4923 | + 595 |
| 1829 | First National Bank, Christiansburg | 110,812,256 | 100,106,664 | 1939 | + 110 |
| 3199 | First Virginia Bank of the Southwest, Christiansburg | 68,654,000 | 63,596,205 | 3280 | +81 |
| 4017 | Central Fidelity Bank, Christiansburg | 56,273,000 | 52,128,000 | 4103 | +86 |
| 960 | Piedmont Trust Bank, Collinsville | 201,608,000 | 168,773,000 | 1056 | +96 |
| 2839 | First Virginia Bank-Highlands, Covington | 76,460,000 | 74,972,000 | 2710 | |
| 2323 | Second National Bank, Culpeper | 91,775,512 | 80,413,347 | 2518 | + 195 |
| 1621 | American Nat'l Bank & Trust Co., Danville | 123,943,558 | 110,685,688 | 1718 | +97 |
| 3038 | Peoples Bank, Danville | 72,236,000 | 63,125,000 | 3319 | + 281 |
| 2065 | Guaranty Bank & Trust Co., Fairfax | 101,165,531 | 88,177,438 | 2267 | + 202 |
| 3021 | George Mason Bank, Fairfax | 72,609,770 | 52,027,748 | 4111 | +1090 |
| | **FALLS CHURCH** | | | | |
| 211 | First Virginia Bank, Falls Church | 1,127,852,000 | 960,554,000 | 222 | +11 |
| 2982 | First National Bank, Farmville | 73,381,815 | 71,564,999 | 2863 | |
| 1672 | Planters Bank & Trust Co. of Virginia, Fishersville | 120,402,000 | 92,533,000 | 2132 | + 460 |
| 3709 | Bank of Floyd, Floyd | 60,591,468 | 55,542,000 | 3818 | + 109 |
| 1939 | National Bank, Fredericksburg | 106,155,916 | 95,013,000 | 2063 | + 124 |
| 4921 | Bank of Goochland, Goochland | 46,489,491 | 43,800,341 | 4948 | +27 |
| 2431 | Grundy National Bank, Grundy | 88,544,000 | 83,208,000 | 2410 | |
| 4953 | Farmers & Merchants National Bank, Hamilton | 46,167,000 | 29,910,000 | 6939 | +1986 |
| 1945 | Old Point National Bank of Phoebus, Hampton | 105,565,319 | 93,162,615 | 2113 | + 168 |
| 594 | Dominion Bank of Shenandoah Valley NA, Harrisonburg | 324,695,000 | 180,560,000 | 985 | + 391 |
| 849 | Dominion Bank of the Cumberlands NA, Haysi | 227,836,378 | 211,788,779 | 843 | |
| 3169 | First Virginia Bank-South, Hurt | 69,345,954 | 65,500,031 | 3168 | |
| 4652 | Powell Valley National Bank, Jonesville | 49,313,395 | 44,798,862 | 4830 | + 178 |
| 3979 | Bank of Lancaster, Kilmarnock | 56,688,657 | 50,524,971 | 4257 | + 278 |
| 4519 | Bank of Marion, Marion | 50,676,318 | 44,599,000 | 4851 | + 332 |
| | **McLEAN** | | | | |
| 142 | First American Bank of Virginia, McLean | 1,749,330,000 | 1,559,112,000 | 141 | |
| 2433 | McLean Bank, McLean | 88,492,000 | 73,130,000 | 2783 | + 350 |
| 3987 | Middleburg National Bank, Middleburg | 56,619,000 | 44,309,000 | 4878 | + 891 |
| 553 | Dominion Bank of Greater Hampton Roads NA, Norfolk | 352,276,000 | 289,614,000 | 608 | +55 |
| 839 | First Virginia Bank of Tidewater, Norfolk | 230,112,000 | 236,417,932 | 762 | |
| 4104 | First Virginia Bank-Eastern Shore, Onancock | 55,112,203 | 30,880,589 | 6796 | +2692 |
| 3075 | Farmers & Merchants Bank-Eastern Shore, Onley | 71,352,000 | 66,246,058 | 3119 | +44 |
| 4075 | Lee Bank & Trust Co., Pennington Gap | 55,499,912 | 50,867,815 | 4225 | + 150 |
| 1404 | Citizens Trust Bank, Portsmouth | 141,892,000 | 123,523,000 | 1504 | + 100 |
| 4771 | Bank of Powhatan, Powhatan | 48,080,206 | 43,851,922 | 4937 | + 166 |
| 4245 | Clinch Valley Bank & Trust Co., Richlands | 53,700,891 | 48,900,068 | 4394 | + 149 |
| | **RICHMOND** | | | | |
| 30 | Sovran Bank NA, Richmond | 6,245,413,000 | 5,576,104,000 | 32 | + 2 |
| 52 | United Virginia Bank, Richmond | 4,473,747,000 | 4,161,072,000 | 46 | |
| 71 | Bank of Virginia, Richmond | 3,212,370,000 | 3,032,889,000 | 66 | |
| 105 | Central Fidelity Bank NA, Richmond | 2,274,493,000 | 1,286,787,000 | 168 | +63 |
| 749 | Southern Bank, Richmond | 258,037,873 | 259,379,259 | 692 | |
| 803 | Dominion Bank of Richmond NA, Richmond | 241,873,000 | 159,826,000 | 1136 | + 333 |
| 1541 | First Virginia Bank-Colonial, Richmond | 129,888,083 | 106,138,291 | 1815 | + 274 |
| | **ROANOKE** | | | | |
| 141 | Dominion Bank NA, Roanoke | 1,756,469,000 | 1,409,270,000 | 155 | +14 |
| 733 | Colonial American Nat'l Bank, Roanoke | 264,375,537 | 248,511,808 | 720 | |
| 1292 | First Virginia Bank Roanoke-West, Roanoke | 152,616,000 | 138,890,374 | 1315 | +23 |
| 2590 | First Virigina Bank-Franklin Cty., Rocky Mount | 83,365,000 | 80,585,000 | 2509 | |
| 4287 | First National Bank, Rocky Mount | 53,065,794 | 42,925,000 | 5034 | + 747 |
| 4713 | Bank of Speedwell Inc., Speedwell | 48,715,000 | 46,035,000 | 4711 | |
| 3926 | First National Bank, Stuart | 57,416,000 | 48,794,000 | 4409 | + 483 |
| 3927 | Southside Bank, Tappahannock | 57,412,000 | 52,681,576 | 4052 | + 125 |
| 2442 | Bank of Tazewell Cty., Tazewell | 88,217,277 | 82,579,000 | 2432 | |
| 4491 | Tazewell National Bank, Tazewell | 50,952,000 | 45,917,000 | 4724 | + 233 |
| 4958 | Farmers & Merchants Bank of Rockingham, Timberville | 46,119,000 | 40,116,000 | 5407 | + 449 |
| 3833 | Bank of Middlesex, Urbanna | 58,791,000 | 56,641,000 | 3738 | |
| 763 | Dominion NB of Northern Virginia, Vienna | 253,948,091 | 228,572,000 | 786 | +23 |
| 2927 | Bank of Virginia Beach, Virginia Beach | 74,732,000 | 67,643,000 | 3038 | + 111 |
| 3559 | Fauquier National Bank, Warrenton | 62,925,422 | 57,493,000 | 3667 | + 108 |
| 4726 | Northern Neck State Bank, Warsaw | 48,570,000 | 45,379,746 | 4776 | +50 |
| 2464 | Bank of West Point, West Point | 87,508,000 | 80,979,000 | 2496 | +32 |
| 2836 | Citizens & Farmers Bank, West Point | 76,515,920 | 65,717,000 | 3150 | + 314 |
| 823 | Farmers & Merchants National Bank, Winchester | 235,508,254 | 208,990,006 | 855 | +32 |
| 845 | Jefferson National Bank, Winchester | 228,141,182 | 48,503,433 | 4441 | +3596 |
| 2136 | First Virginia Bank-Shenandoah Valley, Woodstock | 98,635,000 | 87,061,000 | 2303 | + 167 |

| Rank 12/84 | WASHINGTON | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1974 | Bellingham National Bank, Bellingham | 104,489,410 | 95,712,000 | 2051 | +77 |
| 3046 | Northwestern Commercial Bank, Bellingham | 72,168,000 | 66,788,000 | 3093 | +47 |
| 1768 | Skagit State Bank, Burlington | 115,053,695 | 104,228,809 | 1847 | +79 |
| 2471 | Cashmere Valley Bank, Cashmere | 87,326,834 | 77,587,251 | 2616 | + 145 |
| 2673 | Security State Bank, Chehalis | 81,132,303 | 75,001,805 | 2709 | +36 |
| 2846 | First National Bank, Enumclaw | 76,295,000 | 72,868,000 | 2798 | |
| 2260 | Security Bank of Washington, Ephrata | 94,002,874 | 77,826,000 | 2604 | + 344 |
| 600 | Olympic Bank, Everett | 321,859,597 | 296,866,000 | 595 | |
| 2506 | Frontier Bank, Everett | 85,971,655 | 72,352,000 | 2823 | + 317 |
| 4853 | San Juan County Bank, Friday Harbor | 47,135,444 | 40,032,000 | 5424 | + 571 |

| | | | | |
|---|---|---|---|---|
| 3243 | South Sound National Bank, Lacey | 67,790,000 | 62,433,667 | 3365 | + 122 |
| 3476 | Peoples State Bank, Lynden | 64,277,000 | 59,136,000 | 3539 | +63 |
| 3232 | City Bank, Lynwood | 68,022,000 | 57,596,000 | 3659 | + 427 |
| 4205 | Mid Valley Bank, Omak | 54,042,000 | 51,407,000 | 4175 | |
| 3624 | Farmers & Merchants Bank, Opportunity | 61,829,000 | 61,511,000 | 3411 | |
| 1843 | Kitsap County Bank, Port Orchard | 110,280,000 | 102,473,000 | 1886 | +43 |
| | **SEATTLE** | | | | |
| 29 | Seattle-First National Bank, Seattle | 6,459,583,000 | 6,311,056,000 | 27 | |
| 36 | Rainier National Bank, Seattle | 5,469,045,000 | 4,811,956,000 | 33 | |
| 103 | First Interstate Bank of Washington NA, Seattle | 2,283,921,000 | 2,176,549,449 | 97 | |
| 136 | Peoples National Bank, Seattle | 1,787,825,624 | 1,745,364,000 | 122 | |
| 374 | Seattle Trust & Savings Bank, Seattle | 558,765,925 | 537,158,932 | 365 | |
| 3775 | NorthWest Bank, Seattle | 59,637,128 | 57,633,000 | 3658 | |
| | **SPOKANE** | | | | |
| 185 | Old National Bank, Spokane | 1,325,503,000 | 1,198,126,000 | 178 | |
| 513 | Washington Trust Bank, Spokane | 385,076,000 | 373,761,113 | 494 | |
| 2444 | First National Bank, Spokane | 88,131,478 | 81,158,031 | 2486 | +42 |
| 4335 | Bank of Stanwood, Stanwood | 52,445,000 | 49,039,000 | 4383 | +48 |
| | **TACOMA** | | | | |
| 212 | Puget Sound National Bank, Tacoma | 1,123,286,131 | 1,036,110,410 | 202 | |
| 4694 | North Pacific Bank, Tacoma | 48,888,425 | 46,472,836 | 4656 | |
| 783 | First Independent Bank, Vancouver | 247,770,489 | 209,580,534 | 853 | +70 |
| 3197 | Northwest National Bank, Vancouver | 68,706,000 | 60,802,000 | 3447 | + 250 |
| 1278 | Baker-Boyer National Bank, Walla Walla | 154,249,193 | 135,158,670 | 1360 | +82 |
| 2473 | Central Washington Bank, Wenatchee | 87,288,000 | 79,831,000 | 2531 | +58 |
| 2908 | American Marine Bank, Winslow | 75,128,312 | 68,522,724 | 2996 | +88 |

| Rank 12/84 | WEST VIRGINIA | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 1111 | Beckley National Bank, Beckley | 174,986,000 | 154,391,110 | 1174 | +63 |
| 1192 | Bank of Raleigh Inc., Beckley | 164,321,000 | 154,993,345 | 1167 | |
| 1440 | Raleigh County National Bank, Beckley | 138,711,649 | 133,190,000 | 1377 | |
| 1525 | Flat Top National Bank, Bluefield | 131,132,217 | 123,235,881 | 1506 | |
| 2080 | First National Bank, Bluefield | 100,534,981 | 103,856,078 | 1853 | |
| 4889 | Bruceton Bank, Bruceton Mills | 46,763,000 | 41,263,000 | 5244 | + 355 |
| 1702 | Central National Bank, Buckhannon | 118,714,000 | 97,171,000 | 2010 | + 308 |
| 2502 | First Bank, Ceredo | 86,104,556 | 87,038,199 | 2305 | |
| 3312 | Bank of Charles Town, Charles Town | 66,860,545 | 57,783,110 | 3642 | + 330 |
| 523 | Kanawha Valley Bank NA, Charleston | 377,608,000 | 368,286,000 | 499 | |
| 655 | Charleston National Bank, Charleston | 292,205,522 | 258,091,385 | 698 | +43 |
| 1084 | Kanawha Banking & Trust Co. NA, Charleston | 179,787,000 | 183,450,000 | 971 | |
| 1306 | National Bank of Commerce, Charleston | 151,064,000 | 145,238,000 | 1248 | |
| 1968 | Bank of West Virginia, Charleston | 104,772,000 | 105,731,000 | 1817 | |
| 2622 | City National Bank, Charleston | 82,350,899 | 78,068,018 | 2592 | |
| 869 | Union National Bank, Clarksburg | 222,403,000 | 217,445,685 | 826 | |
| 1384 | Lowndes Bank, Clarksburg | 143,662,000 | 139,162,447 | 1311 | |
| 2484 | Empire National Bank, Clarksburg | 86,864,412 | 85,096,776 | 2357 | |
| 2435 | Citizens National Bank, Elkins | 88,476,000 | 76,319,000 | 2653 | + 218 |
| 3579 | Davis Trust Co., Elkins | 62,632,000 | 57,110,000 | 3700 | + 121 |
| 1439 | Community Bank & Trust NA, Fairmont | 138,781,736 | 137,844,667 | 1330 | |
| 1873 | First National Bank, Fairmont | 108,977,183 | 110,014,992 | 1728 | |
| 2191 | City National Bank, Fairmont | 96,279,000 | 96,098,301 | 2036 | |
| 4405 | Gilbert Bank & Trust Co., Gilbert | 51,781,778 | 45,681,153 | 4749 | + 344 |
| 4049 | Kanawha Union Bank, Glenville | 55,933,000 | 51,353,000 | 4178 | + 129 |
| 3772 | Blueville Bank, Grafton | 59,656,746 | 55,521,566 | 3822 | +50 |
| 725 | First Huntington National Bank, Huntington | 266,873,000 | 250,294,000 | 717 | |
| 1472 | Twentieth Street Bank Inc., Huntington | 136,134,862 | 131,965,320 | 1395 | |
| 1891 | Guaranty National Bank, Huntington | 108,385,164 | 100,803,038 | 1922 | +31 |
| 2019 | Security Bank, Huntington | 102,827,000 | 104,256,000 | 1846 | |
| 2916 | Huntington Trust & Savings Bank, Huntington | 74,898,000 | 71,815,000 | 2854 | |
| 2317 | Putnam County Bank, Hurricane | 91,994,000 | 80,587,000 | 2508 | + 191 |
| 4799 | Farmers & Merchants Bank, Keyser | 47,674,000 | 44,664,000 | 4840 | +41 |
| 3657 | Albright National Bank, Kingwood | 61,420,629 | 55,713,520 | 3802 | + 145 |
| 1866 | National Bank, Logan | 109,175,610 | 103,135,992 | 1869 | + 3 |
| 3079 | Boone National Bank, Madison | 71,274,000 | 65,352,000 | 3178 | +99 |
| 2298 | Old National Bank, Martinsburg | 92,578,000 | 84,368,559 | 2374 | +76 |
| 3388 | Citizens National Bank, Martinsburg | 65,697,774 | 59,543,571 | 3518 | + 130 |
| 3723 | Peoples National Bank, Martinsburg | 60,275,000 | 57,095,000 | 3701 | |
| 3610 | Matewan National Bank, Matewan | 62,049,839 | 58,685,000 | 3571 | |
| 4226 | Montgomery National Bank, Montgomery | 53,866,292 | 48,745,000 | 4415 | + 189 |
| 4874 | Merchants National Bank, Montgomery | 46,909,469 | 46,116,082 | 4698 | |
| 905 | First National Bank, Morgantown | 213,257,157 | 195,069,563 | 910 | + 5 |
| 1605 | Farmers & Merchant's Bank, Morgantown | 125,347,504 | 120,587,778 | 1555 | |
| 3004 | Mercantile Banking & Trust Co., Moundsville | 72,963,906 | 68,726,185 | 2991 | |
| 3357 | Peoples Bank, Mullens | 66,117,000 | 61,022,000 | 3439 | +82 |
| 3922 | New River Banking & Trust Co., Oak Hill | 57,495,304 | 51,725,546 | 4142 | + 220 |
| 4229 | Merchants & Miners National Bank, Oak Hill | 53,834,999 | 51,580,000 | 4151 | |
| 703 | Parkersburg National Bank, Parkersburg | 273,700,000 | 256,671,000 | 703 | |
| 2686 | Wood County Bank, Parkersburg | 80,672,000 | 72,939,143 | 2791 | + 105 |
| 3028 | Commercial Banking & Trust Co., Parkersburg | 72,479,402 | 76,905,149 | 2633 | |
| 4763 | First Community Bank-Castle Rock, Pineville | 48,188,000 | 45,588,000 | 4755 | |
| 1656 | First Community Bank-Princeton, Princeton | 121,230,000 | 130,165,758 | 1414 | |
| 2452 | Mercer County Bank, Princeton | 87,952,000 | 77,932,000 | 2598 | + 146 |
| 4851 | First National Bank, Ronceverte | 47,155,284 | 44,311,898 | 4877 | +26 |
| 2071 | Bank of St. Albans, St. Albans | 100,954,000 | 94,729,000 | 2069 | |
| 3681 | Citizens National Bank, St. Albans | 61,061,000 | 52,984,000 | 4030 | + 349 |
| 3829 | First Bank, Shinnston | 58,857,000 | 52,668,000 | 4054 | + 225 |
| 4936 | Chemical Bank & Trust Co., South Charlston | 46,388,898 | 47,011,000 | 4593 | |
| 4136 | Traders Bank, Spencer | 54,697,000 | 52,525,000 | 4068 | |
| 3881 | Nicholas County Bank, Summersville | 58,057,000 | 53,293,000 | 3991 | + 110 |
| 4970 | Farmers & Merchants Bank, Summersville | 46,001,000 | 42,812,000 | 5051 | +81 |
| 4887 | Wayne County Bank, Wayne | 46,784,000 | 39,224,233 | 5515 | + 628 |
| 1855 | Bank of Weirton, Weirton | 109,509,928 | 64,754,197 | 3205 | +1350 |
| 3424 | McDowell County National Bank, Welch | 65,166,000 | 64,956,000 | 3196 | |
| 3876 | Citizens Bank, Weston | 58,177,099 | 51,883,000 | 4128 | + 252 |
| 4791 | Weston National Bank, Weston | 47,797,167 | 43,639,000 | 4967 | + 176 |
| 1255 | Wheeling Dollar Savings & Trust Co., Wheeling | 157,558,000 | 154,721,000 | 1170 | |
| 1639 | Security National Bank & Trust Co., Wheeling | 122,235,087 | 117,533,000 | 1603 | |
| 1741 | Wheeling National Bank, Wheeling | 116,606,000 | 117,677,000 | 1602 | |
| 2053 | First National Bank & Trust Co., Wheeling | 101,558,000 | 94,324,000 | 2082 | +29 |
| 3861 | Half Dollar Trust & Savings Bank, Wheeling | 58,431,000 | 54,631,015 | 3888 | +27 |
| 3244 | National Bank of Commerce, Williamson | 67,764,597 | 60,023,958 | 3487 | + 243 |
| 4015 | First National Bank, Williamson | 56,308,000 | 50,042,000 | 4298 | + 283 |

| Rank 12/84 | WISCONSIN | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3540 | First American Bank, Amery | 63,251,000 | 43,981,000 | 4922 | +1382 |
| 924 | Firstar Bank NA, Appleton | 209,217,836 | 191,441,898 | 933 | + 9 |
| 1026 | Valley Bank, Appleton | 188,107,000 | 157,401,912 | 1153 | + 127 |
| 2326 | Outagamie Bank, Appleton | 91,755,000 | 95,772,000 | 2050 | |
| 4374 | Valley Northern Bank, Appleton | 52,064,471 | 46,975,582 | 4598 | + 224 |
| 4037 | Northern State Bank, Ashland | 56,108,258 | 58,951,184 | 3549 | |
| 2967 | Baraboo National Bank, Baraboo | 73,753,000 | 65,965,086 | 3138 | + 171 |
| 3869 | American National Bank, Beaver Dam | 58,298,152 | 58,186,973 | 3605 | |
| 3882 | First National Bank & Trust Co., Beaver Dam | 58,046,000 | 54,544,000 | 3900 | +18 |
| 3978 | Marine Bank, Beaver Dam | 56,694,000 | 54,772,000 | 3880 | |
| 1912 | Heritage Bank Beloit, Beloit | 107,583,000 | 108,120,000 | 1777 | |
| 2213 | First National Bank & Trust Co., Beloit | 95,610,176 | 92,083,392 | 2147 | |
| 4055 | Jackson County Bank, Black River Falls | 55,860,283 | 52,503,069 | 4070 | +15 |
| 4627 | Boscobel State Bank, Boscobel | 49,620,087 | 46,622,000 | 4632 | + 5 |
| 850 | M&I Northern Bank, Brookfield | 227,655,159 | 83,864,000 | 2386 | +1536 |
| 3025 | First Wisconsin National Bank, Brookfield | 72,558,000 | 60,006,000 | 3492 | + 467 |
| 4152 | Brown Deer Bank, Brown Deer | 54,588,000 | 46,164,224 | 4692 | + 540 |
| 2495 | Bank of Burlington, Burlington | 86,262,000 | 77,723,000 | 2607 | + 112 |
| 2777 | First Banking Center-Burlington, Burlington | 77,892,241 | 73,148,000 | 2782 | + 5 |
| 3367 | Cedarburg State Bank, Cedarburg | 66,018,000 | 57,009,000 | 3707 | + 340 |
| 3216 | Northwestern Bank, Chippewa Falls | 68,393,364 | 64,981,000 | 3194 | |
| 3807 | First National Bank, Chippewa Falls | 59,218,000 | 56,400,126 | 3755 | |
| 4864 | M&I Peoples Bank, Coloma | 47,050,334 | 44,658,200 | 4842 | |
| 2974 | State Bank, De Pere | 73,631,000 | 69,544,000 | 2953 | |
| 731 | Marine Bank West, Delafield | 265,166,563 | 222,412,000 | 800 | +69 |
| 4723 | Denmark State Bank, Denmark | 48,599,000 | 44,028,000 | 4911 | + 188 |
| 4715 | Security National Bank, Durand | 48,682,000 | 46,557,000 | 4643 | |
| 1164 | First Wisconsin National Bank, Eau Claire | 168,183,163 | 166,518,250 | 1075 | |
| 1598 | American National Bank & Trust Co., Eau Claire | 125,663,943 | 125,490,714 | 1469 | |
| 2641 | Community State Bank, Eau Claire | 81,985,116 | 38,620,000 | 5602 | +2961 |
| 4214 | Independence Bank Elkhorn NA, Elkhorn | 53,981,000 | 49,805,680 | 4319 | + 105 |
| 3996 | Pierce County Bank & Trust Co., Ellsworth | 56,508,000 | 49,064,503 | 4382 | + 386 |
| 1380 | First Wisconsin National Bank, Fond Du Lac | 143,996,000 | 130,400,000 | 1411 | +31 |
| 1421 | National Exchange Bank & Trust, Fond Du Lac | 140,277,000 | 124,153,000 | 1488 | +67 |
| 4620 | First American Bank & Trust Co., Fort Atkinson | 49,695,621 | 47,552,246 | 4539 | |
| 1716 | First Bank Southeast NA, Franksville | 117,907,214 | 125,634,922 | 1465 | |
| 3710 | First Interstate Bank, Gillett | 60,569,000 | 58,737,000 | 3565 | |
| 2738 | First Bank, Grantsburg | 79,100,634 | 81,872,787 | 2464 | |
| 593 | Kellogg-Citizens National Bank, Green Bay | 324,921,820 | 299,293,909 | 591 | |
| 941 | Peoples Marine Bank, Green Bay | 206,034,990 | 179,173,155 | 994 | +53 |
| 1108 | Valley Bank, Green Bay | 175,243,649 | 159,127,000 | 1139 | +31 |
| 2929 | First Wisconsin Bank, Green Bay | 74,703,000 | 72,870,000 | 2797 | |
| 4039 | University Bank, Green Bay | 56,105,000 | 48,808,000 | 4408 | + 369 |
| 4749 | First Interstate Bank of Wisconsin NA, Green Bay | 48,340,000 | 45,088,000 | 4802 | +53 |
| 3768 | First Wisconsin National Bank, Greenfield | 59,690,000 | 52,425,000 | 4073 | + 305 |
| 2693 | State Bank, Hales Corners | 80,433,000 | 72,388,000 | 2821 | + 128 |
| 4406 | Peoples National Bank, Hayward | 51,779,000 | 50,858,000 | 4226 | |
| 1474 | Bank of Wisconsin, Janesville | 135,993,543 | 141,478,000 | 1281 | |
| 1604 | Marine First National Bank, Janesville | 125,373,000 | 115,717,000 | 1634 | +30 |
| 3970 | Rock County National Bank, Janesville | 56,775,750 | 52,550,010 | 4066 | +96 |
| 4611 | F&M Bank, Kaukauna | 49,790,383 | 46,109,000 | 4700 | +89 |
| 1018 | First National Bank, Kenosha | 190,575,716 | 177,266,939 | 1006 | |
| 2194 | Independence Bank Kenosha NA, Kenosha | 96,194,951 | 104,998,858 | 1830 | |
| 3650 | American State Bank, Kenosha | 61,499,000 | 53,751,305 | 3958 | + 308 |
| 4310 | Valley Bank, Kewaskum | 52,751,815 | 47,661,887 | 4527 | + 217 |
| 1493 | Norwest Bank La Crosse NA, La Crosse | 133,518,559 | 132,209,587 | 1391 | |
| 2586 | State Bank, La Crosse | 83,558,780 | 82,981,980 | 2419 | |
| 2648 | First Bank Southeast of Lake Geneva NA, Lake Geneva | 81,795,444 | 76,693,302 | 2639 | |
| | **MADISON** | | | | |
| 498 | First Wisconsin National Bank, Madison | 402,090,000 | 359,405,000 | 509 | +11 |
| 1092 | M&I Bank of Hilldale, Madison | 178,091,725 | 164,153,912 | 1095 | + 3 |
| 1093 | United Bank, Madison | 177,947,000 | 137,959,000 | 1328 | + 235 |
| 1211 | M&I Bank of Madison, Madison | 162,567,615 | 147,419,500 | 1222 | +11 |
| 1554 | Marine Bank Dane Cty., Madison | 128,697,369 | 122,049,716 | 1526 | |
| 2869 | Monona Grove State Bank, Madison | 75,914,290 | 68,089,000 | 3019 | + 150 |
| 4531 | Randall Bank, Madison | 50,572,000 | 47,346,000 | 4560 | +29 |
| 1352 | Associated Manitowoc Bank NA, Manitowoc | 146,481,155 | 138,285,677 | 1322 | |
| 2204 | Manitowoc County Bank, Manitowoc | 95,847,044 | 90,270,703 | 2204 | |
| 2864 | First National Bank, Manitowoc | 76,030,000 | 75,621,000 | 2682 | |
| 3319 | Farmers & Merchants Bank & Trust, Marinette | 66,731,212 | 59,530,956 | 3520 | + 201 |
| 3854 | Stephenson National Bank & Trust, Marinette | 58,480,337 | 49,030,615 | 4385 | + 531 |
| 2688 | Associated Citizens Bank, Marshfield | 80,568,990 | 79,887,935 | 2527 | |
| 3018 | M&I Central Bank & Trust, Marshfield | 72,627,522 | 66,654,000 | 3097 | +79 |
| 4439 | M&I Bank of Mayville, Mayville | 51,472,746 | 48,054,975 | 4488 | +49 |
| 3012 | State Bank, Medford | 72,828,777 | 69,333,000 | 2960 | |
| 4319 | Security Bank, Menasha | 52,649,883 | 41,281,153 | 5243 | + 924 |
| 1320 | F&M Bank, Menomonee Falls | 149,590,000 | 152,300,000 | 1189 | |
| 4908 | Bank of Menomonie, Menomonie | 46,578,000 | 41,866,000 | 5168 | + 260 |
| 4174 | M&I Citizens American Bank, Merrill | 54,301,000 | 46,038,000 | 4710 | + 536 |
| 2959 | Bank of Middleton, Middleton | 73,916,114 | 67,920,000 | 3029 | +70 |
| | **MILWAUKEE** | | | | |
| 88 | First Wisconsin National Bank, Milwaukee | 2,738,699,000 | 2,485,557,000 | 81 | |
| 209 | M & I Marshall & Ilsley Bank, Milwaukee | 1,134,426,000 | 845,575,000 | 242 | +33 |
| 210 | Marine Bank NA, Milwaukee | 1,130,183,000 | 959,959,000 | 223 | +13 |
| 358 | First Bank NA, Milwaukee | 594,252,000 | 454,855,000 | 418 | +60 |
| 520 | Heritage Bank, Milwaukee | 380,513,744 | 357,957,000 | 512 | |
| 1591 | Continental Bank & Trust Co., Milwaukee | 126,182,000 | 120,091,000 | 1563 | |
| 2078 | Park State Bank, Milwaukee | 100,633,261 | 88,796,182 | 2243 | + 165 |
| 2625 | Milwaukee Western Bank, Milwaukee | 82,314,561 | 82,965,000 | 2420 | |
| 2697 | Bank of Commerce, Milwaukee | 80,385,961 | 77,076,347 | 2630 | |
| 3235 | First National Bank, Milwaukee | 67,986,000 | 46,538,000 | 4647 | +1412 |
| 3814 | M&I Silver Spring Bank, Milwaukee | 59,095,993 | 52,085,000 | 4107 | + 293 |
| 4024 | Lincoln State Bank, Milwaukee | 56,197,873 | 55,883,000 | 3789 | |
| 4359 | Bay View State Bank, Milwaukee | 52,214,363 | 47,063,429 | 4589 | + 230 |
| 4911 | Mitchell Street State Bank, Milwaukee | 46,556,000 | 38,383,000 | 5638 | + 727 |
| 4999 | Greater Milwaukee Bank, Milwaukee | 45,713,053 | 40,529,000 | 5340 | + 341 |
| 4350 | Security State Bank, Minocqua | 52,265,902 | 47,233,091 | 4571 | + 221 |
| 2405 | First National Bank, Monroe | 89,248,430 | 82,904,244 | 2422 | +17 |
| 2771 | Commercial & Savings Bank, Monroe | 78,089,000 | 71,339,000 | 2872 | + 101 |
| 4032 | Citizens Bank, Mukwonago | 56,161,002 | 47,941,000 | 4499 | + 467 |
| 1642 | First National Bank, Neenah | 122,011,000 | 107,125,000 | 1800 | + 158 |
| 4584 | Marine National Bank, Neenah | 50,029,610 | 48,862,574 | 4399 | |
| 3489 | First State Bank, New London | 64,035,565 | 65,443,000 | 3169 | |
| 1308 | First Wisconsin National Bank, Oshkosh | 150,832,365 | 141,279,723 | 1285 | |
| 2731 | M&I Western State Bank, Oshkosh | 79,229,413 | 71,720,678 | 2857 | + 126 |
| 2806 | Valley Bank, Oshkosh | 77,217,000 | 62,435,000 | 3364 | + 558 |
| 3309 | Firstar Bank Oshkosh NA, Oshkosh | 66,880,000 | 59,531,000 | 3519 | + 210 |
| 4395 | Mound City Bank, Platteville | 51,867,637 | 47,198,676 | 4574 | + 179 |
| 4170 | Port Washington State Bank, Port Washington | 54,369,000 | 50,315,000 | 4270 | + 100 |
| 3306 | First National Bank, Portage | 66,910,464 | 63,431,426 | 3290 | |
| 3877 | City Bank & Trust Co., Portage | 58,155,000 | 53,098,273 | 4012 | + 135 |
| 4337 | Prairie City Bank, Prairie Du Chien | 52,430,129 | 50,741,342 | 4234 | |
| 4934 | Peoples State Bank, Prairie Du Chien | 46,400,000 | 46,313,841 | 4672 | |
| 4596 | Pulaski State Bank, Pulaski | 49,896,266 | 46,418,823 | 4663 | +67 |
| 767 | Heritage Bank & Trust, Racine | 253,025,000 | 124,135,000 | 1489 | + 722 |
| 1341 | Marine First National Bank, Racine | 147,269,357 | 132,057,000 | 1393 | +52 |
| 2422 | M&I Bank of Racine, Racine | 88,759,404 | 63,297,866 | 3300 | + 878 |
| 3119 | Bank of Elmwood, Racine | 70,300,388 | 65,682,378 | 3155 | +36 |
| 3307 | First Interstate Bank, Racine | 66,905,697 | 65,401,798 | 3173 | |
| 3355 | First Wisconsin Bank, Racine | 66,122,936 | 57,891,220 | 3632 | + 277 |
| 4787 | Reedsburg Bank, Reedsburg | 47,815,857 | 46,010,309 | 4713 | |
| 4949 | Farmers & Merchants Bank, Reedsburg | 46,195,883 | 43,173,676 | 5008 | +59 |
| 4353 | M&I Merchants Bank, Rhinelander | 52,253,000 | 45,545,000 | 4762 | + 409 |
| 4659 | Valley First National Bank, Rhinelander | 49,264,739 | 50,845,000 | 4227 | |
| 4178 | First Wisconsin National Bank, Rice Lake | 54,261,230 | 53,241,000 | 3996 | |
| 3943 | First National Bank, River Falls | 57,178,000 | 52,349,000 | 4081 | + 138 |
| 4285 | Farmers & Citizens Bank, Sauk City | 53,103,000 | 51,532,000 | 4155 | |
| 4867 | Firstar Bank Seymour NA, Seymour | 46,996,000 | 44,704,098 | 4836 | |
| 2511 | Valley Bank of Shawano NA, Shawano | 85,903,000 | 82,098,000 | 2455 | |
| 2647 | Citizens State Bank, Shawano | 81,832,000 | 76,336,000 | 2651 | + 4 |
| | **SHEBOYGAN** | | | | |
| 490 | First Interstate Bank, Sheboygan | 407,226,000 | 362,656,000 | 505 | +15 |
| 1218 | Security First National Bank, Sheboygan | 161,606,437 | 158,687,079 | 1143 | |
| 4118 | South West State Bank, Sheboygan | 54,962,083 | 50,589,132 | 4252 | + 134 |
| 2767 | First Interstate Bank, Shorewood | 78,141,997 | 72,385,000 | 2822 | +55 |
| 1933 | First National Bank, Stevens Point | 106,404,158 | 102,786,023 | 1876 | |
| 2479 | Citizens National Bank, Stevens Point | 86,996,753 | 82,203,182 | 2451 | |
| 1648 | Bank of Sturgeon Bay, Sturgeon Bay | 121,725,098 | 115,724,926 | 1633 | |
| 3593 | Bank of Sun Prairie, Sun Prairie | 62,400,000 | 56,487,000 | 3747 | + 154 |
| 2294 | National Bank of Commerce, Superior | 92,723,223 | 78,837,258 | 2567 | + 273 |

➡ Continued on Next Page

| Rank 12/84 | WISCONSIN (Continued) | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 3637 | M&I First National Bank, Superior | 61,671,814 | 59,210,000 | 3536 | |
| 4613 | Suring State Bank, Suring | 49,779,364 | 51,478,382 | 4164 | |
| 3433 | Colonial Bank, Thiensville | 64,976,000 | 57,270,000 | 3684 | + 251 |
| 4443 | Farmers & Merchants Bank, Tomah | 51,394,121 | 50,741,834 | 4233 | |
| 4177 | First Wisconsin Bank, Two Rivers | 54,289,000 | 49,996,000 | 4308 | + 131 |
| 4880 | M&I Bank of Watertown, Watertown | 46,843,247 | 43,734,209 | 4954 | +74 |
| 1124 | Independence Bank Waukesha NA, Waukesha | 173,436,000 | 167,022,000 | 1070 | |
| 1578 | Waukesha State Bank, Waukesha | 127,084,368 | 121,950,999 | 1530 | |
| 1003 | First American National Bank, Wausau | 192,808,000 | 180,255,432 | 987 | |
| 3578 | Citizens Bank & Trust, Wausau | 62,634,570 | 57,838,040 | 3635 | +57 |
| 3855 | Peoples State Bank, Wausau | 58,471,619 | 51,703,442 | 4144 | + 289 |
| 3823 | Union State Bank, Wautoma | 59,017,715 | 54,766,000 | 3881 | +58 |
| 1333 | Wauwatosa State Bank, Wauwatosa | 147,949,401 | ............ | .... | |
| 2533 | First Wisconsin Bank, Wauwatosa | 85,333,000 | 75,663,000 | 2679 | + 146 |
| 4149 | Independence Bank Wauwatosa NA, Wauwatosa | 54,605,349 | 56,795,000 | 3721 | |
| 2069 | First Interstate Bank of Wisconsin, West Allis | 101,013,000 | 90,471,000 | 2197 | + 128 |
| 2110 | M&I First National Bank, West Bend | 99,392,035 | 95,265,239 | 2058 | |
| 3440 | West Bend Marine Bank, West Bend | 64,870,527 | 61,750,744 | 3396 | |
| 3865 | Bank of Wisconsin Dells, Wisconsin Dells | 58,358,145 | 55,378,242 | 3838 | |
| 1994 | Wood County National Bank, Wisconsin Rapids | 103,669,000 | 98,383,000 | 1978 | |
| 2169 | First National Bank, Wisconsin Rapids | 96,982,430 | 88,084,131 | 2269 | + 100 |
| 4036 | Lakeland State Bank, Woodruff | 56,113,000 | 56,570,000 | 3743 | |

| Rank 12/84 | WYOMING | Deposits 12/31/84 | Deposits 12/31/83 | Rank 12/83 | Gain |
|---|---|---|---|---|---|
| 684 | First Interstate Bank of Casper NA, Casper | 280,666,345 | 273,204,176 | 653 | |
| 893 | Wyoming National Bank, Casper | 217,009,698 | 222,543,648 | 799 | |
| 3524 | Hilltop National Bank, Casper | 63,451,507 | 55,733,858 | 3800 | + 276 |
| 4754 | First Wyoming Bank-Casper, Casper | 48,279,000 | 43,563,000 | 4977 | + 223 |
| 1832 | American National Bank, Cheyenne | 110,739,401 | 102,244,229 | 1895 | +63 |
| 1894 | First National Bank & Trust Co., Cheyenne | 108,295,483 | 104,587,594 | 1840 | |
| 4033 | First Wyoming Bank NA-Cheyenne, Cheyenne | 56,145,000 | 63,764,000 | 3268 | |
| 2838 | Shoshone First National Bank, Cody | 76,470,100 | 63,600,527 | 3279 | + 441 |
| 3597 | First Wyoming Bank-Cody, Cody | 62,339,000 | 69,069,000 | 2976 | |
| 3486 | Converse County Bank, Douglas | 64,067,000 | 62,794,329 | 3340 | |
| 3980 | First National Bank, Evanston | 56,686,014 | 58,097,000 | 3616 | |
| 4409 | First Wyoming Bank-Evanston, Evanston | 51,769,000 | 52,200,079 | 4092 | |
| 1113 | Stockmens Bank & Trust Co., Gillette | 174,861,000 | 166,158,000 | 1079 | |
| 2548 | First National Bank, Gillette | 84,833,502 | 88,434,797 | 2255 | |
| 3019 | Jackson State Bank, Jackson | 72,620,000 | 65,537,000 | 3163 | + 144 |
| 4981 | First Wyoming Bank NA-Lander, Lander | 45,911,000 | 51,523,000 | 4157 | |
| 2046 | First Interstate Bank of Laramie NA, Laramie | 101,639,613 | 95,178,725 | 2061 | +15 |
| 4892 | First Wyoming Bank NA-Laramie, Laramie | 46,737,840 | 46,439,783 | 4660 | |
| 2671 | First National Bank, Powell | 81,183,000 | 75,302,000 | 2696 | +25 |
| 3581 | Rawlins National Bank, Rawlins | 62,609,000 | 57,990,000 | 3624 | +43 |
| 2217 | First Interstate Bank of Riverton NA, Riverton | 95,390,941 | 89,079,345 | 2235 | +18 |
| 1570 | Rock Springs National Bank, Rock Springs | 127,482,660 | 113,048,311 | 1674 | + 104 |
| 4776 | North Side State Bank, Rock Springs | 47,975,156 | 45,488,658 | 4770 | |
| 4843 | First Security Bank, Rock Springs | 47,216,000 | 42,740,000 | 5058 | + 215 |
| 2116 | First Interstate Bank, Sheridan | 99,128,000 | 94,520,000 | 2077 | |
| 3026 | First National Bank, Sheridan | 72,540,139 | 71,311,026 | 2874 | |
| 4276 | Citizens National Bank & Trust Co., Torrington | 53,279,820 | 47,693,629 | 4522 | + 246 |
| 3731 | Stockgrowers State Bank, Worland | 60,241,000 | 59,051,000 | 3546 | |
| 4645 | First National Bank, Worland | 49,404,659 | 44,896,000 | 4820 | + 175 |

R-Rank that bank would have had if figures were available.
r-Based on revised data. Rank that bank would have had if revised data had been available.

# A Breakdown of the Top 5,000 Banks by State

(Dollar Amounts in Billions)

| State | Deposits 1984 | Deposits 1983 | Percent Change | Number of Banks 1984 | Number of Banks 1983 | Change |
|---|---|---|---|---|---|---|
| Alabama | $ 15.1 | $ 13.5 | +11.9 | 71 | 73 | — 2 |
| Alaska | 3.5 | 2.8 | +25.0 | 13 | 12 | 1 |
| Arizona | 17.9 | 15.5 | +15.5 | 12 | 11 | 1 |
| Arkansas | 10.3 | 9.1 | +13.2 | 89 | 87 | 2 |
| California | 225.2 | 221.1 | + 1.9 | 196 | 177 | 19 |
| Colorado | 14.1 | 13.0 | + 8.5 | 95 | 87 | 8 |
| Connecticut | 17.4 | 15.2 | +14.5 | 33 | 32 | 1 |
| Delaware | 9.6 | 7.5 | +28.0 | 19 | 14 | 5 |
| District of Columbia | 11.1 | 9.8 | +13.3 | 13 | 12 | 1 |
| Florida | 61.3 | 53.5 | +14.6 | 202 | 230 | —28 |
| Georgia | 25.4 | 20.3 | +25.1 | 103 | 101 | 2 |
| Guam | 0.1 | 0.1 | 0 | 1 | 1 | 0 |
| Hawaii | 7.2 | 6.6 | + 9.1 | 8 | 8 | 0 |
| Idaho | 5.5 | 4.9 | +12.2 | 13 | 11 | 2 |
| Illinois | 104.2 | 116.1 | —10.2 | 438 | 439 | — 1 |
| Indiana | 30.5 | 28.4 | + 7.4 | 184 | 189 | — 5 |
| Iowa | 14.1. | 13.5 | + 4.4 | 138 | 143 | — 5 |
| Kansas | 10.7 | 9.8 | + 9.2 | 103 | 106 | — 3 |
| Kentucky | 17.5 | 15.9 | +10.1 | 119 | 115 | 4 |
| Louisiana | 26.2 | 24.8 | + 5.6 | 150 | 154 | — 4 |
| Maine | 3.7 | 3.2 | +15.6 | 15 | 17 | — 2 |
| Maryland | 20.4 | 17.0 | +20.0 | 48 | 49 | — 1 |
| Massachusetts | 44.2 | 37.6 | +17.6 | 89 | 88 | 1 |
| Michigan | 51.7 | 48.1 | + 7.5 | 197 | 191 | 6 |
| Minnesota | 26.5 | 23.4 | +13.2 | 143 | 142 | 1 |
| Mississippi | 11.1 | 10.4 | + 6.7 | 60 | 65 | — 5 |
| Missouri | 27.7 | 24.6 | +12.6 | 194 | 189 | 5 |
| Montana | 3.5 | 3.3 | + 6.1 | 37 | 38 | — 1 |
| Nebraska | 6.9 | 6.2 | +11.3 | 54 | 54 | 0 |
| Nevada | 4.2 | 4.0 | + 5.0 | 6 | 7 | — 1 |
| New Hampshire | 3.9 | 3.1 | +25.8 | 31 | 27 | 4 |
| New Jersey | 44.2 | 39.5 | +11.9 | 104 | 117 | —13 |
| New Mexico | 6.5 | 6.0 | + 8.3 | 47 | 45 | 2 |
| New York | 400.0 | 380.1 | + 5.2 | 120 | 125 | — 5 |
| North Carolina | 30.5 | 27.6 | +10.5 | 31 | 34 | — 3 |
| North Dakota | 3.5 | 3.3 | + 6.1 | 33 | 33 | 0 |
| Ohio | 53.0 | 49.1 | + 7.9 | 150 | 159 | — 9 |
| Oklahoma | 19.9 | 19.1 | + 4.2 | 148 | 148 | 0 |
| Oregon | 12.0 | 11.4 | + 5.3 | 20 | 19 | 1 |
| Pennsylvania | 90.8 | 83.4 | + 8.9 | 207 | 207 | 0 |
| Puerto Rico | 7.5 | 6.8 | +10.3 | 10 | 11 | — 1 |
| Rhode Island | 5.6 | 7.1 | —21.1 | 7 | 8 | — 1 |
| South Carolina | 9.4 | 8.4 | +11.9 | 23 | 20 | 3 |
| South Dakota | 6.6 | 5.9 | +11.9 | 19 | 22 | — 3 |
| Tennessee | 23.3 | 20.7 | +12.6 | 114 | 125 | —11 |
| Texas | 133.6 | 123.9 | + 7.8 | 693 | 662 | 31 |
| Utah | 6.8 | 6.4 | + 6.3 | 15 | 14 | 1 |
| Vermont | 3.0 | 2.6 | +15.4 | 16 | 16 | 0 |
| Virginia | 28.2 | 25.2 | +11.9 | 74 | 75 | — 1 |
| Washington | 21.8 | 20.3 | + 7.4 | 33 | 32 | 1 |
| West Virginia | 7.5 | 7.1 | + 5.6 | 74 | 73 | 1 |
| Wisconsin | 20.2 | 18.0 | +12.2 | 159 | 156 | 3 |
| Wyoming | 2.5 | 2.5 | 0 | 29 | 30 | — 1 |
| Totals | $ 1,767.0* | $ 1,656.3* | + 6.7 | 5,000 | 5,000 | |

* Due to rounding state totals do not equal grand deposit total.

# Deposits of the Top 5,000 By Groups of 100 Banks

(Dollar Amounts in Billions)

| Deposit Rank Groupings Banks Ranked: | Group Deposits 1984 | Group Deposits 1983 | Percent Change | Cummulative Total 1984 | Cummulative Total 1983 | Percent Change |
|---|---|---|---|---|---|---|
| 1- 100 | 922.3 | 883.6 | + 4.4 | 922.3 | 883.6 | +4.4 |
| 101- 200 | 168.4 | 148.0 | +13.8 | 1,090.7 | 1,031.6 | +5.7 |
| 201- 300 | 94.3 | 83.6 | +12.8 | 1,184.9 | 1,115.1 | +6.3 |
| 301- 400 | 62.4 | 57.0 | + 9.5 | 1,247.4 | 1,172.1 | +6.4 |
| 401- 500 | 45.4 | 42.2 | + 7.6 | 1,292.8 | 1,214.2 | +6.5 |
| 501- 600 | 35.6 | 32.7 | + 8.9 | 1,328.4 | 1,247.0 | +6.5 |
| 601- 700 | 29.6 | 27.4 | + 8.0 | 1,358.0 | 1,274.4 | +6.6 |
| 701- 800 | 25.8 | 23.9 | + 7.9 | 1,383.8 | 1,298.3 | +6.6 |
| 801- 900 | 22.8 | 21.0 | + 8.6 | 1,406.6 | 1,319.4 | +6.6 |
| 901-1000 | 20.4 | 18.8 | + 8.5 | 1,426.9 | 1,338.1 | +6.6 |
| 1001-1100 | 18.5 | 17.0 | + 8.8 | 1,445.4 | 1,355.1 | +6.7 |
| 1101-1200 | 17.0 | 15.7 | + 8.3 | 1,462.4 | 1,370.9 | +6.7 |
| 1201-1300 | 15.8 | 14.5 | + 9.0 | 1,478.2 | 1,385.4 | +6.7 |
| 1301-1400 | 14.7 | 13.6 | + 8.1 | 1,492.9 | 1,398.9 | +6.7 |
| 1401-1500 | 13.8 | 12.7 | + 8.7 | 1,506.7 | 1,411.7 | +6.7 |
| 1501-1600 | 12.9 | 12.1 | + 6.6 | 1,519.6 | 1,423.7 | +6.7 |
| 1601-1700 | 12.2 | 11.5 | + 6.1 | 1,531.8 | 1,435.2 | +6.7 |
| 1701-1800 | 11.6 | 10.9 | + 6.4 | 1,543.4 | 1,446.1 | +6.7 |
| 1801-1900 | 11.0 | 10.4 | + 5.8 | 1,554.3 | 1,456.5 | +6.7 |
| 1901-2000 | 10.6 | 10.0 | + 6.0 | 1,564.9 | 1,466.5 | +6.7 |
| 2001-2100 | 10.2 | 9.6 | + 6.3 | 1,575.1 | 1,476.0 | +6.7 |
| 2101-2200 | 9.8 | 9.2 | + 6.5 | 1,584.9 | 1,485.2 | +6.7 |
| 2201-2300 | 9.4 | 8.9 | + 5.6 | 1,594.3 | 1,494.1 | +6.7 |
| 2301-2400 | 9.1 | 8.5 | + 7.1 | 1,603.4 | 1,502.6 | +6.7 |
| 2401-2500 | 8.8 | 8.2 | + 7.3 | 1,612.2 | 1,510.9 | +6.7 |
| 2501-2600 | 8.5 | 7.9 | + 7.6 | 1,620.6 | 1,518.8 | +6.7 |
| 2601-2700 | 8.2 | 7.6 | + 7.9 | 1,628.8 | 1,526.4 | +6.7 |
| 2701-2800 | 7.9 | 7.4 | + 6.8 | 1,636.7 | 1,533.8 | +6.7 |
| 2801-2900 | 7.6 | 7.2 | + 5.6 | 1,644.3 | 1,541.0 | +6.7 |
| 2901-3000 | 7.4 | 7.0 | + 5.7 | 1,651.7 | 1,548.0 | +6.7 |
| 3001-3100 | 7.2 | 6.7 | + 7.5 | 1,658.9 | 1,554.7 | +6.7 |
| 3101-3200 | 7.0 | 6.6 | + 6.1 | 1,665.9 | 1,561.3 | +6.7 |
| 3201-3300 | 6.8 | 6.4 | + 6.3 | 1,672.7 | 1,567.7 | +6.7 |
| 3301-3400 | 6.6 | 6.3 | + 4.8 | 1,679.3 | 1,574.0 | +6.7 |
| 3401-3500 | 6.5 | 6.1 | + 6.6 | 1,685.8 | 1,580.0 | +6.7 |
| 3501-3600 | 6.3 | 5.9 | + 6.8 | 1,692.1 | 1,585.9 | +6.7 |
| 3601-3700 | 6.1 | 5.8 | + 5.2 | 1,698.2 | 1,591.7 | +6.7 |
| 3701-3800 | 6.0 | 5.6 | + 7.1 | 1,704.2 | 1,597.4 | +6.7 |
| 3801-3900 | 5.9 | 5.5 | + 7.3 | 1,710.1 | 1,602.9 | +6.7 |
| 3901-4000 | 5.7 | 5.4 | + 5.6 | 1,715.8 | 1,608.3 | +6.7 |
| 4001-4100 | 5.6 | 5.3 | + 5.7 | 1,721.4 | 1,613.5 | +6.7 |
| 4101-4200 | 5.5 | 5.2 | + 5.8 | 1,726.8 | 1,618.7 | +6.7 |
| 4201-4300 | 5.4 | 5.1 | + 5.9 | 1,732.2 | 1,623.7 | +6.7 |
| 4301-4400 | 5.2 | 4.9 | + 6.1 | 1,737.4 | 1,628.7 | +6.7 |
| 4401-4500 | 5.1 | 4.8 | + 6.3 | 1,742.5 | 1,633.5 | +6.7 |
| 4501-4600 | 5.0 | 4.7 | + 6.4 | 1,747.6 | 1,638.3 | +6.7 |
| 4601-4700 | 4.9 | 4.7 | + 4.3 | 1,752.5 | 1,642.9 | +6.7 |
| 4701-4800 | 4.8 | 4.6 | + 4.3 | 1,757.3 | 1,647.5 | +6.7 |
| 4801-4900 | 4.7 | 4.5 | + 4.4 | 1,762.1 | 1,651.9 | +6.7 |
| 4901-5000 | 4.6 | 4.4 | + 4.5 | 1,766.7 | 1,656.3 | +6.7 |

# Summary of Top 5,000 Banks Survey Findings

Compiled by **American Banker** Copyright 1985

## The Top 25 Deposit Gainers Among the Top 5,000 Commercial Banks

| (Dollar Amounts in Millions) | Deposits 12/31/84 | Deposits 12/31/83 | Percent Increase | Bank's Rank |
|---|---|---|---|---|
| 1 Society Bank of Eastern Ohio NA, Canton | 899.8 | 76.3 | 1,080.1 | 257 |
| 2 Avco National Bank, Anaheim, Calif. | 200.1 | 18.9 | 959.6 | 966 |
| 3 First American Bank of New York | 586.0 | 73.4 | 698.0 | 361 |
| 4 Michigan National Bank-South Metro, Dearborn | 214.9 | 30.2 | 611.3 | 899 |
| 5 Fidelity Bank NA, Malvern, Pa. | 4,720.6 | 785.4 | 501.1 | 46 |
| 6 Jefferson National Bank, Winchester, Va. | 228.1 | 48.5 | 370.4 | 845 |
| 7 Landmark Bank of South County, St. Louis, Mo. | 61.8 | 14.1 | 338.1 | 3,632 |
| 8 Balboa National Bank, National City, Calif. | 92.5 | 23.2 | 299.3 | 2,302 |
| 9 Patriot Bank NA, Boston | 532.7 | 136.8 | 289.3 | 390 |
| 10 First National Bank, Willows, Calif. | 61.6 | 15.9 | 286.6 | 3,638 |
| 11 United Bank NA, Midland, Tex. | 88.9 | 23.8 | 273.2 | 2,420 |
| 12 MBank Houston NA | 3,046.7 | 861.0 | 253.8 | 78 |
| 13 First Jersey NB/South, Atlantic City, N.J. | 725.0 | 206.1 | 251.8 | 312 |
| 14 First National Bank, Wilmington, Del. | 144.7 | 42.5 | 240.3 | 1,372 |
| 15 Liberty National Bank, Charleston, S.C. | 48.9 | 15.2 | 221.3 | 4,693 |
| 16 USTrust/Middlesex, Cambridge, Mass. | 220.2 | 71.2 | 209.4 | 880 |
| 17 First Fidelity Bank NA, Newark, N.J. | 5,735.5 | 1,857.3 | 208.8 | 34 |
| 18 Allied Bank Memorial, Houston | 494.9 | 173.2 | 185.8 | 420 |
| 19 Conejo Valley National Bank, Thousand Oaks, Calif. | 47.4 | 16.6 | 185.2 | 4,828 |
| 20 Horizon Bank NA, Waterloo, N.Y. | 63.6 | 22.6 | 181.5 | 3,509 |
| 21 Pacific Bank NA, San Francisco | 158.0 | 57.0 | 177.4 | 1,248 |
| 22 County Bank, Palmetto, Fla. | 65.4 | 24.0 | 172.4 | 3,407 |
| 23 Princeton Bank, N.J. | 873.8 | 321.3 | 172.0 | 269 |
| 24 M & I Northern Bank, Brookfield, Wis. | 227.7 | 83.9 | 171.5 | 850 |
| 25 Riverway National Bank, Houston | 59.3 | 21.9 | 171.2 | 3,802 |

## The Top 5,000 Commercial Banks 25 Largest Gains in Rank

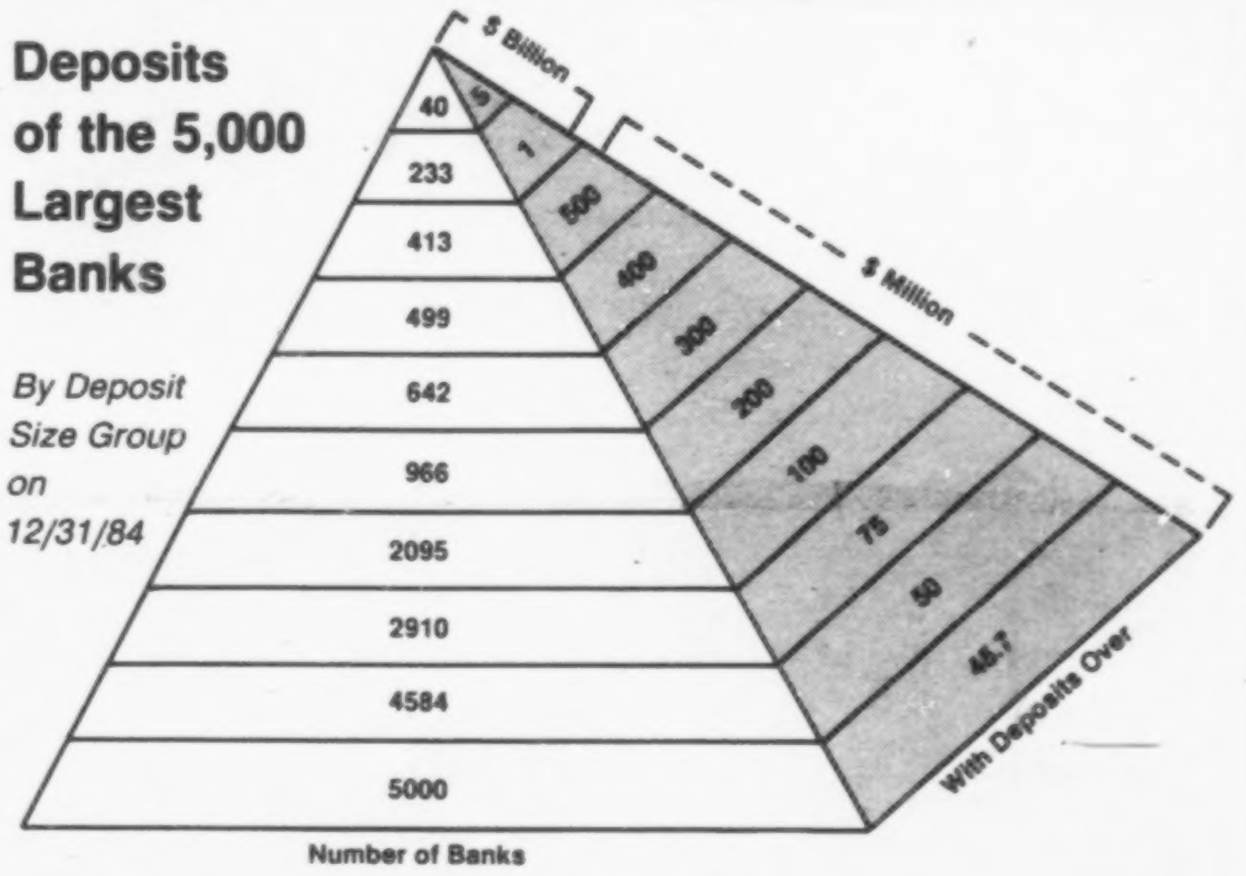
| | Rank | | Rank |
|---|---|---|---|
| | 12/31/84 | 12/31/83 | Increase |
| 1 Balboa National Bank, National City, Calif. | 2,302 | 8,336 | 6,034 |
| 2 Michigan National Bank-South Metro, Dearborn | 899 | 6,891 | 5,992 |
| 3 United Bank NA, Midland, Tex. | 2,420 | 8,192 | 5,772 |
| 4 Horizon Bank NA, Waterloo, N.Y. | 3,509 | 8,494 | 4,985 |
| 5 First Trust Co., St. Paul, Minn. | 4,232 | 9,138 | 4,906 |
| 6 Riverway National Bank, Houston | 3,802 | 8,642 | 4,840 |
| 7 County Bank, Palmetto, Fla. | 3,407 | 8,154 | 4,747 |
| 8 Live Stock State Bank, Mitchell, S.D. | 3,381 | 8,089 | 4,708 |
| 9 Marathon National Bank, Los Angeles | 4,246 | 8,918 | 4,672 |
| 10 Scottsdale Bank & Trust Co., Pa. | 3,988 | 8,100 | 4,112 |
| 11 Olympic National Bank, Los Angeles | 3,186 | 7,192 | 4,006 |
| 12 International Bank of California, Los Angeles | 4,544 | 8,416 | 3,872 |
| 13 Liberty Bank, Glendale, Ariz. | 4,966 | 8,707 | 3,741 |
| 14 First National Bank, Wilmington, Del. | 1,372 | 5,081 | 3,709 |
| 15 American Bank, Houston | 2,474 | 6,130 | 3,656 |
| 16 Park Tower National Bank, Houston | 4,545 | 8,198 | 3,653 |
| 17 Doctors Center International Bank, Houston | 7,881 | 4,257 | 3,624 |
| 18 Jefferson National Bank, Winchester, Va. | 845 | 4,441 | 3,596 |
| 19 Turtle Creek National Bank, Dallas | 3,678 | 7,248 | 3,570 |
| 20 Patrick Henry National Bank, Bassett, Va. | 2,943 | 6,391 | 3,448 |
| 21 First Omni Bank NA, Millsboro, Del. | 4,148 | 7,589 | 3,441 |
| 22 Pawtucket Trust Co., R.I. | 1,913 | 5,186 | 3,273 |
| 23 Los Angeles National Bank | 1,874 | 5,048 | 3,174 |
| 24 Norwest Bank Mesabi NA, Virginia, Minn. | 1,773 | 4,864 | 3,091 |
| 25 Bank of New England-Worcester Cty NA, Athol, Mass | 4,336 | 7,415 | 3,079 |

## The 25 Largest Deposit Losers Among the Top 5,000 Commercial Banks

| (Dollar Amounts in Millions) | Deposits 12/31/84 | Deposits 12/31/83 | Percent Decrease | Bank's Rank |
|---|---|---|---|---|
| 1 United National Bank, Sioux Falls, S.D. | 48.6 | 129.5 | 62.5 | 4,719 |
| 2 Continental Illinois Nat'l Bk & Tr Co., Chicago | 15,598.6 | 30,082.2 | 48.2 | 13 |
| 3 Central Bk & Tr Co., Tulsa, Okla. | 58.9 | 102.8 | 42.7 | 3,828 |
| 4 Barnett Banks Trust Co. NA, Jacksonville, Fla. | 61.1 | 101.0 | 39.5 | 3,680 |
| 5 California Canadian Bank, San Francisco | 373.6 | 528,2 | 29.3 | 530 |
| 6 Great American Bank, Los Angeles | 88.5 | 121.7 | 27.3 | 2,434 |
| 7 Century Bank, Los Angeles | 63.5 | 87.1 | 27.1 | 3,521 |
| 8 BancOhio National Bank, Columbus | 3,492.1 | 4,763.4 | 26.7 | 66 |
| 9 Bank of Orange County, Fountain Valley, Calif. | 46.9 | 63.7 | 26.5 | 4,878 |
| 10 Commercial Center Bank, Santa Ana, Calif. | 322.6 | 438.6 | 26.5 | 597 |
| 11 Chemical Bank, Lake City, Mich. | 47.5 | 64.5 | 26.5 | 4,823 |
| 12 Utica National Bank & Trust Co., Tulsa, Okla. | 245.8 | 328.6 | 25.2 | 794 |
| 13 Sun Bank of Tampa NA, Fla. | 428.3 | 563.7 | 24.0 | 471 |
| 14 First City National Bank, Houston | 6,060.9 | 7,974.1 | 24.0 | 31 |
| 15 Permian Bank, Odessa, Tex. | 49.5 | 64.6 | 23.3 | 4,631 |
| 16 MBank Westchase NA, Houston | 71.8 | 93.3 | 23.0 | 3,057 |
| 17 Redwood Bank, San Francisco | 104.0 | 134.0 | 22.4 | 1,988 |
| 18 Valencia Bank, Santa Ana, Calif. | 127.2 | 162.5 | 21.7 | 1,577 |
| 19 Harris County Bank-Houston NA | 99.4 | 125.9 | 21.0 | 2,109 |
| 20 First National Bank, Artesia, N.M. | 113.0 | 142.6 | 20.8 | 1,796 |
| 21 UBAF Arab American Bank, New York | 894.7 | 1,119.6 | 20.1 | 259 |
| 22 United Orient Bank, New York | 62.8 | 78.6 | 20.1 | 3,564 |
| 23 First National Bk & Tr Co., El Reno, Okla. | 50.3 | 62.7 | 19.8 | 4,561 |
| 24 First National Bank, Hutchinson, Kan. | 120.6 | 146.9 | 17.9 | 1,666 |
| 25 Commonwealth Bank, Torrance, Calif. | 117.7 | 142.4 | 17.3 | 1,718 |

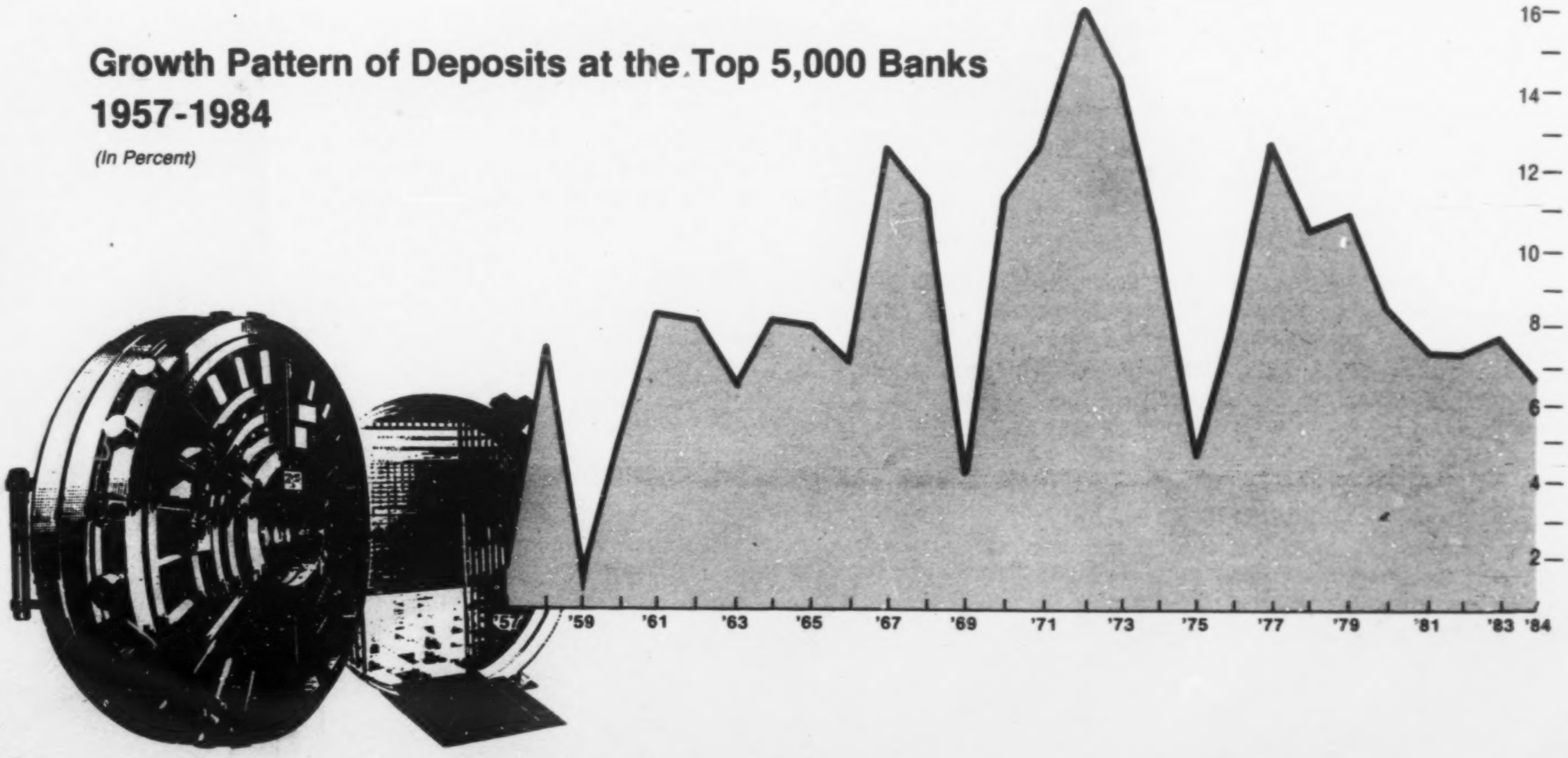
## Deposits of the 5,000 Largest Banks

*By Deposit Size Group on 12/31/84*



## Growth Pattern of Deposits at the Top 5,000 Banks 1957-1984

*(In Percent)*



# Survey Shows Deposits Jumping to $1.76 Trillion at Nation's Top 5,000 Banks

**Continued from Page 1**

the banks ranked 301 to 5,000. Each group rose 7.7%. In 1983, the top 5,000 banks posted a 7.8% deposit gain, with the top 300 banks growing by only 6% and the banks ranked 301 to 5,000 growing by 11.5%.

These are some of the findings of the *American Banker's* annual survey of the top 5,000 banks in total deposits on Dec. 31, 1984, published today.

The survey lists the banks alphabetically by state. Within a state, banks are listed alphabetically by city. Within each city, banks are listed by the size of deposits. The ranking shown for each bank is its national deposit ranking. Bold-faced city subheads are used to identify those cities that have banks ranked among the top 500 in the nation; otherwise, double spacing is used to separate banks in different cities.

Several new summary listings and charts have been added to this year's presentation. On page 52, there are two new tables. One is a breakdown of the top 5,000 banks by state. This table shows the number of banks ranked among the top 5,000 and their total deposits for each of the 50 states; Washington, D.C.; Puerto Rico; and Guam.

Another new table on page 52 lists the deposits of the top 5,000 by groups of 100 banks. The group's deposits and cumulative deposits are shown. Thus, one can quickly find deposit totals for the top 100 banks, the top 200 banks, the top 300 banks, and so on, right up to the top 5,000 banks.

The two tables on page 53 identify banks with large deposit gains — one shows the top 25 in percentage gains and the other the top 25 gainers in rank.

To identify the number of banks within size groups — for example, the number of banks with deposits greater than $5 billion, $1 billion, $500 million, and so on — a chart entitled "Deposits of the 5,000 Largest Banks" is used. This chart, shaped like a pyramid, breaks down the top 5,000 banks into 10 size categories.

Lastly, another chart summarizes deposit growth at the top 5,000 banks since 1957.

- The top 5,000 banks had $1.76 trillion in deposits on Dec. 31, 1984, compared with $1.66 trillion for the top 5,000 banks at yearend 1983. The adjusted growth in deposits of 7.7% for the top 5,000 banks was similar to the growth in adjusted bank reserves.

According to data from the Federal Reserve Bank of St. Louis, bank reserves grew at a rate of 7.9% last year. Adjusted bank reserves are the adjusted monetary base less currency held by the nonbank public. The growth in adjusted bank reserves, according to the St. Louis Fed, acts as the major constraint on the growth of bank deposits.

- The top 5,000 banks held 90.34% of the estimated $1.96 trillion held by all commercial banks in the nation at yearend 1984. In 1983, the top 5,000 banks held 90.25% of all commercial bank deposits. In 1982, this ratio was 89.83%, and in 1981 it was 89.28%. Thus, last year the industry continued to consolidate, but at a rate substantially smaller than 1982 and 1983.

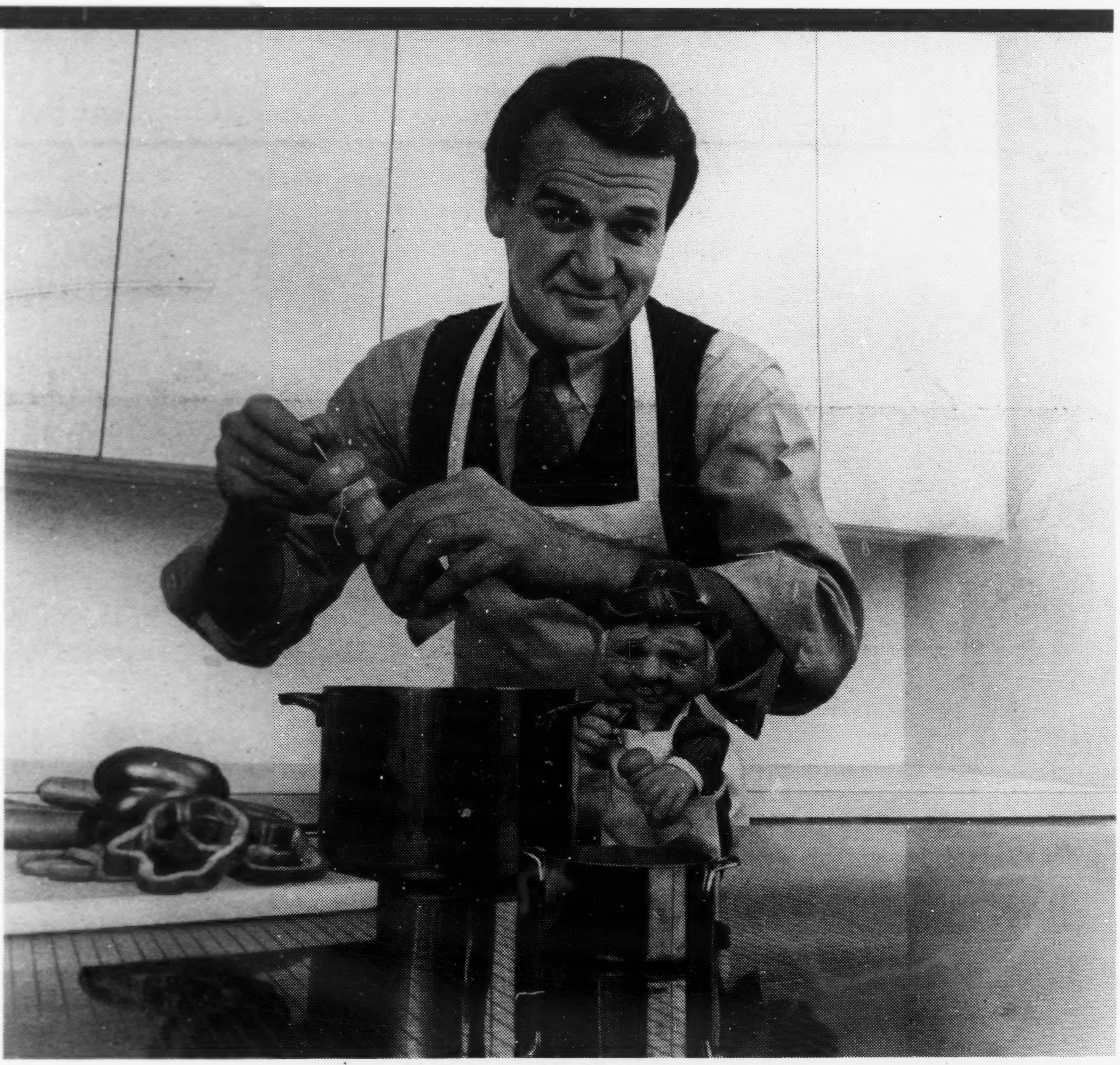
- Over the period 1981 to 1984, the banks ranked 301 to 5,000 in deposits have increased their share of total bank deposits at the expense of both the larger banks and the smaller banks. In 1981, the top 300 banks had 61.6% of all commercial bank deposits; banks ranked 301 to 5,000 had 27.7%; and all other banks had 10.7%.

At yearend 1984, the top 300 banks had 60.6% of all bank deposits; banks ranked 301 to 5,000 had 29.7%; and all of the remaining banks in the nation had 9.7% of total bank deposits.

## Breakdown by State

- A breakdown of deposits of the top 5,000 banks by state shows that the 120 New York banks had the most deposits, $400 billion. New York was followed by California's 196 banks, which had $225.2 billion in deposits; by Texas' 693 banks, which had $133.6 bil-

➞ Deposits: Page 57



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## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 5,000 Banks** survey that appears in today's edition? Over the past year we have incorporated many of your suggestions to provide more meaningful information. Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

(1.) How would you **change** the listing to make it more useful? What would you add?

(2.) What do you like **best** about this tabulation?

(3.) What do you like **least** about this tabulation?

(4.) **How** do you use this information in your work?

(5.) What **new** statistical survey would you like to see?

**Name and Institution (optional)**______________________________

**Title**______________________________

**Company**______________________________

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*Thank you for helping us improve.*

# Top Banks' Share of Nation's Deposits Grows at Slower Pace, Survey Reveals

**Continued from Page 55**

lion; and by Illinois' 438 banks, which had $104.2 billion. These top four deposit-taking states accounted for 48.8% of the deposits of the top 5,000 banks. In 1983, these four states accounted for 50.8%.

- The bank with the largest percentage gain in deposits among the top 5,000 banks was Society Bank of Eastern Ohio NA, Canton. Its deposits were up 1,080%. The gain was attributable to a merger.

- The bank with the second largest percentage gain in deposits was Avco National Bank, Anaheim, Calif., the subsidiary of Avco Financial Services Inc., Newport Beach, Calif., the consumer finance company. The bank's deposits rose 960% last year to $200.1 million.

- The bank with the largest percentage drop in deposits among the top 5,000 banks was United National Bank, Sioux Falls, S.D. Its deposits fell 63%, to $48.6 million from $129.5 million last year. The drop was attributable to the sale of branches to Rushmore State Bank, Rapid City, S.D., and Livestock State Bank, Mitchell, S.D., last July and November, respectively.

- Continental Illinois had the second largest percentage decline of 48.2%, from $30.1 billion to $15.6 billion.

- The largest gain in rank was scored by Balboa National Bank, National City, Calif. It jumped 6,034 places in rank, from 8,336th place in 1983 to 2,302d in 1984. Its deposits rose 299% — the eighth largest deposit gain among the top 5,000 — to $92.5 million at yearend 1984.

- The 5,000th largest bank in the nation was Ames Bank, Omaha, Neb., with $45.7 million in deposits on Dec. 31, 1984. A year earlier, the 5,000th largest bank in the nation was First National Bank of Valley City, N.D., with $43.3 million. This year, First National of Valley City ranked 4,807th, with deposits of $47.6 million.

- In 1982, the 5,000th largest bank in the nation was the Bank of San Felipe Green NA, Houston, with deposits of $39.4 million. At yearend 1984, the bank — now called MBank San Felipe NA — ranked 3,739th, with $60.1 million in deposits. ■

## Comiskey Takes the Helm Of Louisiana Bank Group

NEW ORLEANS — James A. Comiskey, president of the Bank of Louisiana in New Orleans, took office as president of the Louisiana Bankers Association during the organization's 85th annual convention here. For the last year he had served as president-elect.

Elected as the association's new president-elect was Phil K. Livingston, president of the Citizens National Bank in Hammond. Named treasurer of the association was James E. Burt 3d, president of the Commercial National Bank of Shreveport.

New members of the LBA board of directors elected for three-year terms were Jerry Boughton, president of the First National Bank of Shreveport, and Bernard Waite, president of the Richland State Bank in Rayville, representing the Northeast Group of the state. ■

## Banc One Corp. To Acquire Bank In Bellaire, Ohio

By BART FRAUST

The **Banc One Corp.** of Columbus, Ohio, has agreed to acquire **First-Union Bank** of Bellaire, Ohio, for $5.8 million in common stock.

The Bellaire bank has $40 million in assets and three offices. With $8 billion in assets, Banc One is Ohio's second largest bank holding company.

The total purchase price represents 1.04 times First-Union's equity capital and 9.8 times its 1984 earnings. First-Union earned $591,000 in 1984, producing a return on assets of 1.52%. Capital represents 14.2% of assets.

■

The **Citizens Fidelity Corp.** of Louisville, Ky., has acquired options to buy a controlling interest in **Winchester Bancorp.** in Winchester, Ky., for $12 million.

Winchester Bancorp., parent of Winchester Bank, has $84 million in assets and three offices.

The total purchase price represents 1.4 times Winchester's equity capital and 12 times its 1984 earnings. Winchester last year showed net income of $1 million, producing a return on assets of 1.18%. Primary capital represents 10.5% of assets.

■

**CB&T Bancshares Inc.** of Columbus, Ga., has agreed to acquire **First United Bank** of Montezuma, Ga., for an undisclosed amount.

First United has $25 million in assets. CB&T, with $530 million in assets, is Georgia's seventh largest bank holding company. ■

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April 29, 1985

## Ames . . .

Continued from Page 1

loan and which is located in blue collar neighborhoods in the northwest and western sections of Omaha. But chairman, chief executive officer, and major stockholder Robert R. Kruger doesn't think so.

"It's a diversification," he says with a laugh.

So far, diversification is paying off handsomely for Ames Bank. Last year, its deposits grew by more than $3.5 million to hit $45.7 million, something Mr. Kruger attributes to a pick-up in the overall economy rather than any luck with the horses. It also opened a new branch — its third — in the fastest growing area in Omaha, at the corner of 114th and Dodge streets.

Mr. Kruger said the area "has just exploded." He added: "It's kind of a phenomenon, because nothing ever happens in Omaha."

Growth has been just as explosive for the bank since Mr. Kruger bought controlling interest in 1975. In the 10 years since then, it has tripled in size and currently has $48.2 million in assets.

But then, making banks grow is a specialty of Mr. Kruger's, who has owned 20 different banks at one time or other. "I buy troubled banks and clean them up," he said.

The bank also got its connection with horse racing when Mr. Kruger bought the bank. "The reason we do [race horse loans] is I own race horses," explains Mr. Kruger. Making the loans "is something I enjoy," he said, adding that he makes most of the loans — used to finance breeding stock — himself. And he has been able to do it without saddling the bank with a lot of problem loans. "It's a very safe loan," he said.

Typically, the bank will finance the acquisition of brood mares, which is considered safe because the mares are covered by life insurance policies. But even then, the loan is not entirely a risk-free venture.

"You're supposed to know your bloodlines," Mr. Kruger said.

Mr. Kruger said the bank is more involved in the national horse racing scene than local racing, although Nebraska has a track that attracts more than double the attendance of race tracks in larger cities like Chicago. Among those the bank has lent to is Jack Van Berg, who last year won the Eclipse award as the nation's top trainer, and who had a horse — Gate Dancer — win last year's Preakness Stakes.

While making loans on race horses is fun, it only accounts for several million dollars in a nearly $30 million loan portfolio at the bank. The rest of the business comes from the workers and small businesses in the areas the bank and its three branches are located in.

### No Stuffed Shirt

Consumer loans make up about $10 million of the bank's $27 million loan portfolio. "We're a strong installment lender," Mr. Kruger said.

The remainder of the portfolio is made up of commercial loans, mainly to small businesses in the bank's market area, such as retail shops, small electronic firms, plumbers, and small construction firms. It has a loan limit of $500,000.

The bank began business in 1962 in a shopping mall called Ames Plaza, from which it took its name. Though it moved out of the mall about 11 years ago, it has kept the name.

"For 10 years, we've been meaning to change it," Mr. Kruger said.

Currently, the bank has its headquarters on Military Street, which has nothing to do with the military — it is actually an old Indian trail.

Before he became a banker, Mr. Kruger sold both cars and insurance, and he applies some of the sales techniques he learned in those jobs to his bank. He believes most bankers "are stuffed shirts...trying to intimidate the customer instead of finding out what their needs are."

In contrast, officers at Ames Bank spend time at the businesses to which they lend, getting to know the companies and their needs. In addition, the bank applies some of the aggressiveness car and insurance salesman are known for in its pursuit of business. Mr. Kruger says Ames Bank spends a lot of time on direct marketing, with each loan officer spending a specified portion of his time out of the bank calling on customers. He said the bank "knocks on doors" of every business in its market area at least once every couple of months.

The bank also extends the personal touch to consumers. "When I first bought the bank, I put my desk in the middle of the lobby so everybody had to walk by and say hello," he said. He said he still gets angry at officers who don't take the time to meet and talk with customers.

### Growth Expected

Mr. Kruger said the results of his approach speak for itself — Ames Bank has been one of the most profitable lenders in its area for the last five years. Return on assets for the bank last year was about 1.5% after taxes, down a little from its normal area of 1.75% to 2.0% because of the costs associated with building the new branch, Mr. Kruger said.

And he expects that heady rate of growth to continue. "We expect to compound [growth] at 15% to 20% for the next five to 10 years," he said.

But growth will probably come from automated teller machines, not more branches, he forecasted. The bank is part of a shared service with Omaha National Bank — the city and the state's largest bank — that makes 62 ATMs available to its customers.

Mr. Kruger said he sold more than 200 banks as a bank broker before he bought Ames Bank — mainly because it was in his old home town. He has bought over 20 banks in Arizona, Iowa, Kansas, Minnesota, Missouri, and Nebraska.

In addition to Ames Bank, he owns Mesa Bank in Mesa, Ariz. He points out that both banks have the same letters in their names. "The next bank I buy, we'll call the 'Same Bank,' " he jokes.

Whether Ames Bank will continue in his possession is a matter of debate. "I would like to say I'm going to hold on to it, but in this changing environment with regional and interstate banking, it's impossible to say," Mr. Kruger said. ■

American Banker

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## Financial. . .

Continued from Page 3

expenses," said Mr. Popejoy, who did not respond to inquiries from the *American Banker* by press time.

Financial said those expenses may be reduced by more than $75 million this year. The company previously said it expected to reduce general and administrative expenses by $30 million to $35 million in 1985.

### Cost-Reduction Measures

Financial recently announced additional staff cutbacks and the closure of two data processing centers, which it estimated would reduce costs by $15 million annually.

In other matters, the company said it experienced a net deposit outflow of nearly $1.5 billion in the first quarter, reflecting, in part, "a planned runoff of high cost, short maturity 'hot money' funds, seasonal tax fluctuations, and reaction to the company's 1984 loss."

Financial said it is tapping alternative sources of funds, including lower-cost Federal Home Loan Bank borrowings and reverse repurchase agreements with Wall Street brokerage houses and the Federal Home Loan Mortgage Corp. The company said its reverse repurchase position climbed to $4.376 billion from $3.554 billion at Dec. 31.

Mr. Popejoy said American's lending volume in the first quarter totaled $197 million.

"We are expanding our lending activities and plan to lend $3.5 billion in 1985," he said. American's primary spread, or margin, rose to 1.81% at March 31 from 1.38% at Dec. 31. ■

## Ohio House Republicans Propose Investors, Savers Cover Home State Losses

**Special to the American Banker**

AKRON, Ohio — In a break from plans put forward by Ohio Democratic Gov. Richard F. Celeste, as well as their colleagues in the Republican-controlled state Senate, Ohio House Republicans are proposing that investors and depositors in Home State Savings Bank, rather than Ohio taxpayers, cover losses of the savings and loan.

Rep. Thomas Watkins said a bill embodying the House GOP plan would be introduced by Wednesday.

Under the House GOP proposal, Home State's 55,000 depositors would be guaranteed an estimated 80 cents for each dollar they have in deposits.

The remaining 20 cents on the dollar, representing the estimated shortfall of Home State's assets to its liabilities, would become "preferred stock" that the depositors could cash in only if Home State succeeded in recovering on suits against Home State owner Marvin L. Warner and other parties to the savings and loan's collapse.

The plan would wipe out the investments of persons and institutions holding $26.8 million in debentures (a form of unsecured loan) from Home State.

By contrast, depositors and debenture holders would be guaranteed their investments in full under a bill backed by Gov. Celeste and the leadership of the Democratic-controlled House.

The Celeste plan calls for the purchase of Home State by Chemical New York Corp., the nation's sixth largest bank holding company. Chemical would pay $21 million for Home State and put $30 million in capital into the savings and loan. The state would put up $127 million to cover the remaining shortfall.

The burden of covering that shortfall would be shifted to depositors and debenture holders in the House GOP plan.

Chemical has given the state of Ohio until June 15 to approve the sale. Senate president Paul Gillmor and Republican legislators from the Cincinnati and Dayton areas, where Home State has its offices, have expressed support for attempts to reimburse depositors in full.

House GOP members held press conferences around the state Monday in an attempt to rally the public to their plan.

The House GOP plan would reopen bidding for Home State to banks inside and outside of Ohio. ■

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# Banks Trim Mortgage Loan Servicing Purchases

### But Thrifts, Nonfinancial Firms Move in the Opposite Direction

By L. MICHAEL CACACE

THE TOP 100 MORTGAGE SERVICERS

Changes in Market Share: 1984 vs. 1983

| | Number of Firms | | Servicing Total ($Bil.) | | % of Total | |
|---|---|---|---|---|---|---|
| | 1984 | 1983 | 1984 | 1983 | 1984 | 1983 |
| Bank-Related | 41 | 45 | 157.8 | 144.4 | 46.2% | 48.1% |
| Thrift-Related | 25 | 16 | 82.6 | 52.2 | 24.2% | 17.4% |
| All Other | 34 | 39 | 100.9 | 103.4 | 29.6% | 34.5% |
| Total | 100 | 100 | 341.3 | 300.0 | 100.0% | 100.0% |

NEW YORK — Commercial banks significantly reduced their purchases of mortgage loan servicing during the latter part of 1984. And during the first four months of 1985, some began to leave the field altogether.

Thrift institutions have continued to acquire mortgage servicing companies. And nonfinancial companies are entering the financial services industry through mortgage servicing.

These are some of the findings from the *American Banker's* annual survey of the top 100 firms in mortgage servicing among commercial banks and mortgage companies published today.

The primary reason for the banks' shift, according to Lawrence J. Trautman, director of Donaldson, Lufkin & Jenrette's mortgage banking industry practice, was the uncertainty as to whether intangible assets — such as the purchase price of a mortgage servicing portfolio — were to be included

➜ Mortgage: Page 12

# Justice Department Warns on Cash Management Practices

### Agency Is Watching for Illegal Activities in Wake of E.F. Hutton Conviction

By BARTLETT NAYLOR

WASHINGTON — Banks bullied by corporate clients now have some help: A Justice Department newly attuned to the excesses of aggressive cash management.

As a result of the E.F. Hutton & Co. check kiting scheme the government revealed last week, Justice is on guard and will prosecute a number of practices, said Robert Ogren, chief of Justice's fraud division, in an interview.

States Reviewing Hutton Licenses, Page 2

And most importantly, the government is watching for schemes beyond what it nailed Hutton for practicing.

Among the types of fraud being watched for are the following:

- Arbitrary draw-downs: This is where funds unrelated to actual cash needs of a company are taken out of an account, and covered by subsequent deposits. In this way, the account holder creates a "free" loan. In the Hutton case, small banks were confused by the "blizzard of activity" and didn't realize the client was exploiting them, according to Albert Murray Jr., an assistant attorney general who led the probe.
- Criss-cross checks. Here a check is written on an account in Bank A with insufficient funds and sent to Bank B. An equal check is written simultaneously on an account with insufficient funds in Bank B and sent to Bank A. Mr. Ogren said the checks "wash each other out," but there's the "illusion of creating money."

➜ Justice: Page 39

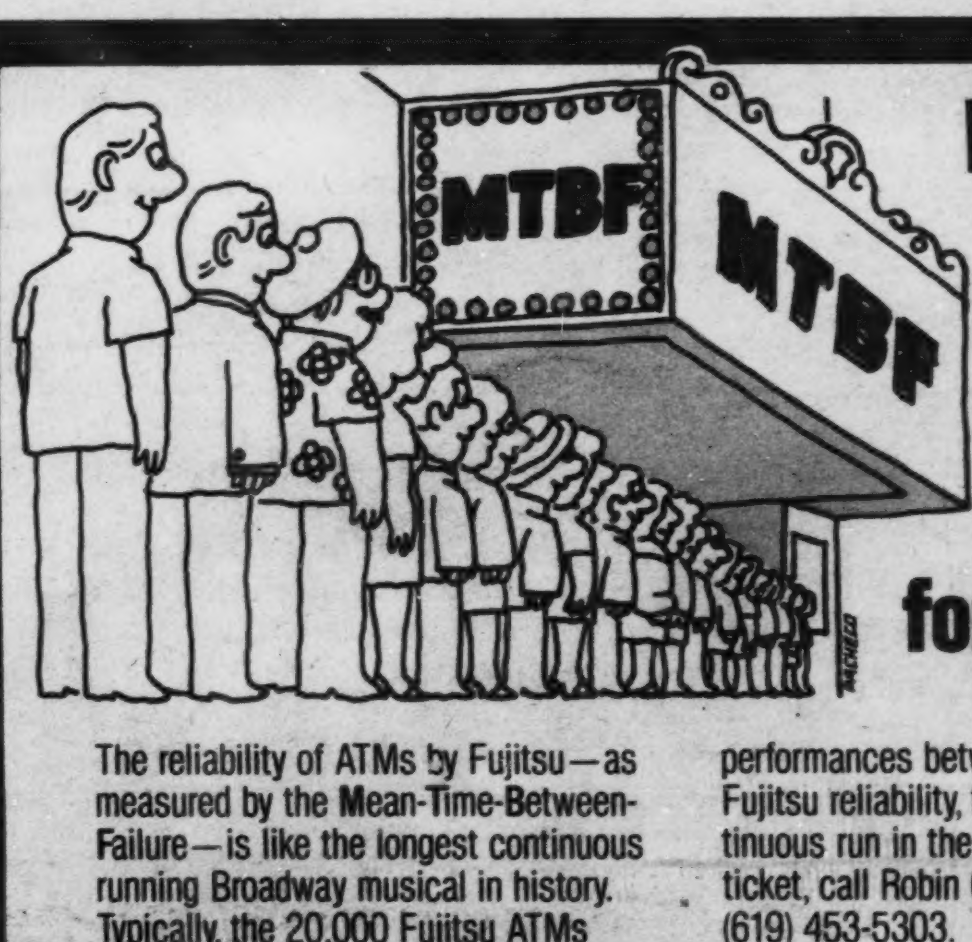
### Observers Call Illegal Acts Untypical, Express Surprise at Banks' Gullibility

By TOM FERRIS

NEW YORK — In the wake of E.F. Hutton & Co.'s shocking guilty plea to 2,000 counts of wire and mail fraud, industry observers said that the illegal cash management practices used by the brokerage house were not typical of Corporate America, but they expressed surprise that the hundreds of banks victimized by the scheme did not catch on to it.

And while all of the observers contacted felt that Hutton's activities were unethical, some said they did not realize that such aggressive tactics would be considered illegal. "Most corporate cash managers think the rules of the game are you can get away with what your bank lets you get away with," said

➜ E.F. Hutton: Page 2



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# Commercial Banks Reduce Mortgage Loan Servicing Purchases

**Continued from Page 1**

in the federal definition of regulatory capital.

Although the capital issue seems to have been resolved during recent weeks by the federal regulators to allow for the recognition of the value present in a mortgage loan servicing portfolio, investment banker Trautman believes that "the focus on raising additional capital continues to be the major issue addressed in the boardrooms of America's banking community.

"And the value to a bank of the off-balance-sheet asset represented by a mortgage servicing portfolio — which is not easily understood by shareholders or the investment community — may not be as great as the value of the proceeds from the sale of that portfolio, which provides funds to enhance its capital position."

For thrift institutions, many view mortgage company acquisitions as a good way to increase their loan-production capability. In addition, mortgage companies serve as a vehicle to expand across state lines in anticipation of interstate banking.

Also, in this era of deregulation, many other financial services companies — insurance, finance, brokerage, and securities firms — and some nonfinancial companies have an overall strategy of diversification, and the acquisition of mortgage companies fits into this strategy.

According to Mr. Trautman, "The number of loan servicing and mortgage banking transactions now in process is mind-boggling. This is partially a result of the relatively few truly 'smart' choices available to those wishing to enter the financial services field.

"Regulatory uncertainty threatens the perceived viability of certain tax-oriented financial lines of business — such as real estate syndication and leasing — and competition is most often considered by nonfinancial corporations to be too fierce to attack head on either the thrift or commercial banking industries."

The top 100 mortgage firms, the survey finds, had $341.3 billion in mortgages serviced for others on Dec. 31, 1984. Of the total, 41 commercial-bank-related firms were servicing $157.8 billion, or 46.2% of the total. Thrift-related firms were servicing $82.6 billion, or 24.2%. And all other firms — independent mortgage companies and those owned by other types of financial services firms — were servicing $100.9 billion, or 29.6%.

Just one year earlier, as of Dec. 31, 1983, 45 bank-related firms accounted for $144.4 billion, or 48.1%, of the $300 billion in servicing by the top 100 firms. Sixteen thrift-related firms had $52.2 billion in servicing, or 17.4%. And other firms had $103.4 billion, or 34.5% of the total. Thus, in 1984 banks lost market share to thrift-related institutions.

"The mortgage servicing industry is going through a period of dynamic change and restructuring," the *American Banker* stated on Oct. 15, 1984, when it listed the top 300 mortgage companies as of June 30, 1984.

In that article, Donaldson Lufkin's Mr. Trautman stated that "within the next 12 months, in excess of $150 billion in mortgage servicing will change hands. And by this time next year, three of the top 20 mortgage companies measured by servicing will be owned by parties not now in the mortgage banking business."

These predictions are right on target. In the first four months of 1985, there have been four major purchases of bank-related mortgage firms, three of which were ranked among the top 20 in the nation at yearend 1984.

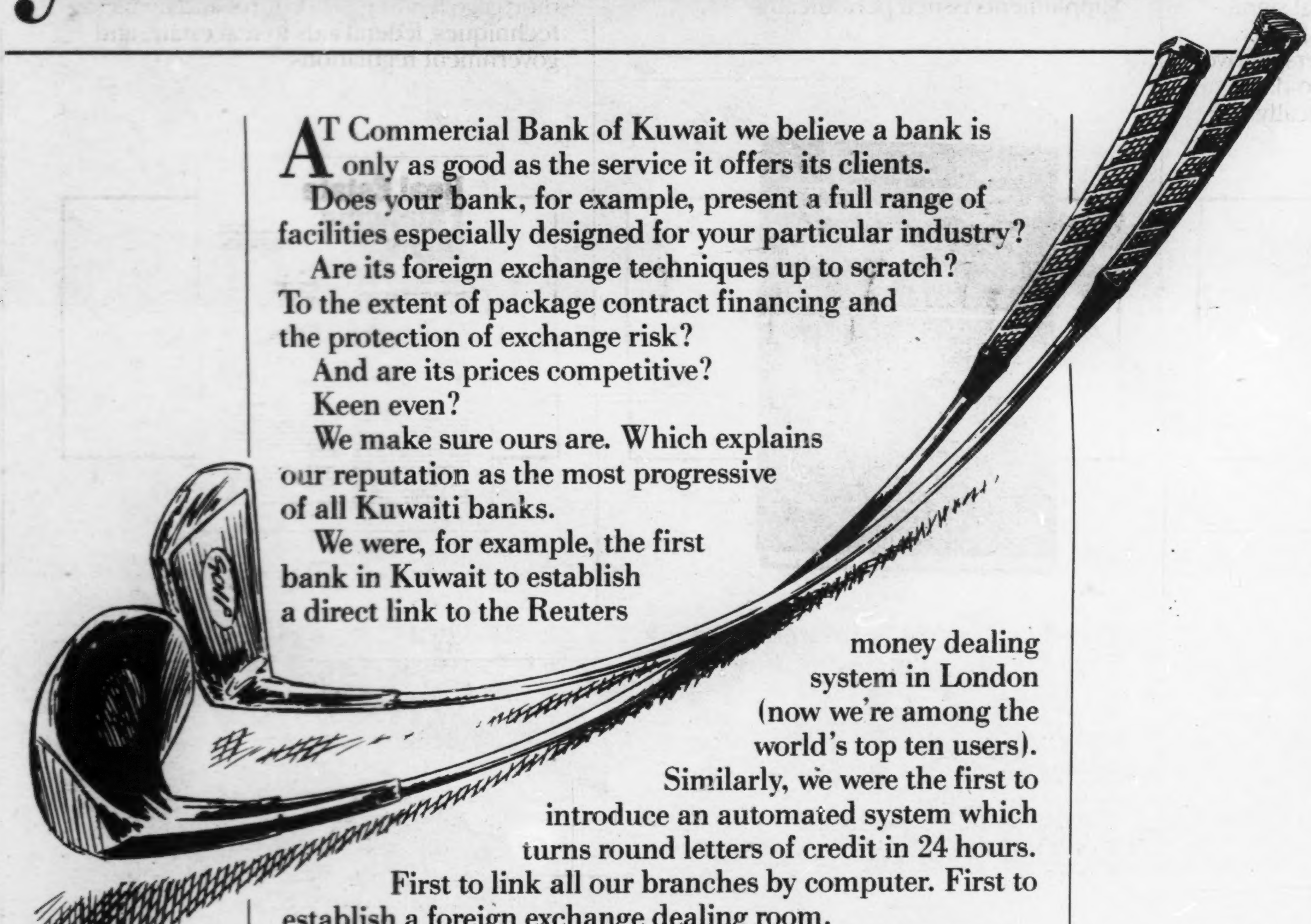
- In February, Owens-Illinois Inc., Toledo, Ohio, a nonfinancial, diversified company, acquired the 19th-ranked Alliance Mortgage Co., Jacksonville, Fla., and its $5.1 billion portfolio from Florida National Banks of Florida Inc., Jacksonville, for $115 million.
- In March, General Motors Acceptance Corp., Detroit — the financing arm of General Motors Co. — acquired the third-ranked Norwest Mortgage Inc., Minneapolis, and its $11.1 billion servicing portfolio from Norwest Corp.
- In April, General Motors Acceptance Corp. announced its plans to acquire the eighth-ranked Colonial Mortgage Service Co., Philadelphia, and its $7.4 billion servicing portfolio from CoreStates Financial Corp., Philadelphia, for $190 million.
- In April, Wells Fargo & Co. sold the 35th-ranked Wells Fargo Mortgage Co., Santa Rosa, Calif., and its $3 billion portfolio, plus an additional $3.0 billion in servicing from the portfolio of Wells Fargo Bank NA to InterMortgage Co., a limited partnership organized by Integrated Resources Inc., New York, for $108 million, plus the assumption of certain liabilities. Integrated Resources organizes and manages investment programs in real estate, leveraged buyouts, energy, equipment leasing, and other businesses.

### Banks Losing Market Share

If all four acquisitions listed above had taken place before yearend, the commercial bank share of the servicing total would have fallen an additional 8% to 38.4%; and the "all other" institutions' share would have risen 8% to 37.4%. Thus, over the first four months of this year, banks have lost their market share to "other" financial institutions.

Until last year, the banks' share of the mortgage servicing market had grown steadily over the five-year period of 1979-1983. In 1979, 43 bank-related firms had a 43.2% share of the servicing of the top 100 firms. In 1980, it was 43.8%. In 1981, it rose to 45%. And in both 1982 and 1983 it stood at 48.1%.

Over the period 1974 to 1984, the banks' smallest share of the top 100 market was 43.2% in 1979. ■



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## Wells Fargo Bank Names Executive Vice President

SAN FRANCISCO — Jerry Grundhofer has been elected an executive vice president of Wells Fargo Bank.

He is in charge of all southern California activities for the retail banking group.

Mr. Grundhofer joined Wells Fargo in 1983 as a senior vice president in the corporate banking group and took over retail responsibilities in October of that year. ■

# The Top 100 Mortgage Servicers Among Banks and Mortgage Companies

## Based on Volume of Permanent Mortgages Serviced on December 31, 1984

Compiled by **American Banker** Copyright 1985

| Rank | Name of Firm and Headquarters City | Dollar Volume of Mortgages Serviced | | Rank | Gain in | Number of Mortgages Serviced | | NUMBER OF INVESTORS Excluding GNMA Pools | | No. of GNMA Pools | | Year |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 12/31/84 | | 12/31/84 | 12/31/83 | 12/31/84 | Rank | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 | Opened |
| 1 | Lomas & Nettleton Financial Corp., Dallas | 17,627,475,761 | 18,113,171,000 | 1 | | 632,374 | 667,714 | 895 | 1,000 | 2,037 | 1,893 | 1894 |
| 2 | Manufacturers Hanover Mortgage Corp., Farmington Hills, Mich. | 11,917,350,000 | 9,498,459,000 | 3 | +1 | 329,253 | 274,607 | 533 | 513 | 2,523 | 2,054 | 1946 |
| 3 | Norwest Mortgage Inc., Minneapolis | 11,054,573,000 | 12,068,044,000 | 2 | | 146,000 | 186,264 | 150 | 217 | 420 | 622 | 1906 |
| 4 | Weyerhaeuser Mortgage Co., Los Angeles | 8,844,819,115 | 8,104,160,215 | 4 | | 182,030 | 184,354 | 395 | 433 | 2,108 | 1,559 | 1955 |
| 5 | CrossLand Capital Corp., Los Angeles | 8,634,012,034 | 6,086,720,495 | 8 | +3 | 206,997 | 146,347 | 332 | 226 | 1,122 | 953 | 1910 |
| 6 | Fleet Mortgage Corp., Milwaukee, Wis. | 7,794,606,000 | 7,451,210,823 | 5 | | 264,720 | 256,021 | 823 | 665 | 2,178 | 2,740 | 1921 |
| 7 | First Interstate Mortgage Co., Pasadena, Calif. | 7,576,979,315 | 5,181,913,558 | 12 | +5 | 78,347 | 73,471 | 363 | 307 | 5 | 186 | 1971 |
| 8 | Colonial Mortgage Service Co., Philadelphia | 7,351,430,984 | 6,589,582,905 | 6 | | 178,298 | 168,122 | 554 | 509 | 980 | 768 | 1968 |
| 9 | Citicorp Homeowners Services, Inc., St. Louis, Mo. | 6,912,295,708 | 3,702,000,000 | 28 | + 19 | 138,199 | 87,600 | 252 | 276 | 595 | 398 | 1982 |
| 10 | Kissell Co., Springfield, Ohio | 6,878,485,000 | 6,062,913,000 | 9 | | 235,681 | 221,062 | 437 | 405 | 628 | 3,370 | 1884 |
| 11 | Commonwealth Mortgage Corp., Houston | 6,836,825,259 | 4,723,228,817 | 17 | +6 | 161,950 | 120,342 | 640 | 560 | 1,270 | 1,006 | 1955 |
| 12 | Cameron-Brown Co., Charlotte, N.C. | 6,619,604,269 | 5,596,700,216 | 10 | | 154,995 | 143,405 | 381 | 370 | 797 | 613 | 1946 |
| 13 | Anchor Mortgage Services, Inc., Wayne, N.J. | 6,520,240,159 | 6,241,800,744 | 7 | | 140,383 | 132,344 | 196 | 192 | 580 | 574 | 1973 |
| 14 | Goldome Realty Credit Corp., Buffalo, N.Y. | 6,036,416,772 | 5,172,438,903 | 13 | | 127,447 | 113,960 | 227 | 216 | 122 | 151 | 1983 |
| 15 | Sovran Mortgage Corp., Richmond | 5,872,833,000 | 5,519,765,344 | 11 | | 154,568 | 152,687 | 267 | 320 | 1,103 | 970 | 1983 |
| 16 | Richard Gill Co., San Antonio, Tex. | 5,842,638,949 | 4,856,815,000 | 15 | | 138,501 | 115,990 | 303 | 280 | 1,701 | 1,040 | 1923 |
| 17 | Chemical Mortgage Corp., Columbus, Ohio | 5,578,406,306 | 4,415,689,000 | 20 | +3 | 79,952 | 61,048 | 188 | 201 | 694 | 435 | 1946 |
| 18 | Talman Home Mortgage Corp., Chicago | 5,165,945,005 | 5,118,602,029 | 14 | | 144,397 | 145,122 | 159 | 139 | 431 | 345 | 1981 |
| 19 | Alliance Mortgage Co., Jacksonville, Fla. | 5,136,174,183 | 4,731,241,032 | 16 | | 107,651 | 103,184 | 231 | 205 | 1,343 | 1,113 | 1960 |
| 20 | Colwell Financial Corp., Los Angeles | 5,009,088,078 | 4,106,738,375 | 24 | +4 | 172,513 | 124,779 | 560 | 529 | 1,474 | 1,250 | 1947 |
| 21 | Stockton, Whatley, Davin & Co., Jacksonville, Fla. | 4,880,664,040 | 4,294,786,376 | 21 | | 134,627 | 123,965 | 312 | 317 | 474 | 434 | 1884 |
| 22 | Shearson/American Express Mortgage Corp., Irvine, Calif. | 4,874,965,395 | 4,492,897,000 | 19 | | 96,272 | 93,260 | 381 | 324 | 925 | 745 | 1946 |
| 23 | Bowest Corp., La Jolla, Calif. | 4,417,215,671 | 3,868,889,000 | 26 | +3 | 87,661 | 84,561 | 171 | 175 | 399 | 390 | 1971 |
| 24 | New York Guardian Mortgagee Corp., Hempstead, N.Y. | 4,241,817,099 | 2,163,029,391 | 52 | + 28 | 94,884 | 61,846 | 28 | 26 | 2,273 | 1,288 | 1976 |
| 25 | Rainier Financial Services Co., Seattle | 4,186,718,000 | 3,484,691,095 | 29 | +4 | 90,227 | 86,016 | 189 | 165 | 2 | 583 | 1943 |
| 26 | Security Pacific Mortgage Corp., Denver | 4,127,944,782 | 4,200,000,000 | 23 | | 78,600 | 8,600 | 409 | 300 | 816 | 900 | 1924 |
| 27 | Southeast Mortgage Co., Miami | 3,803,000,000 | 3,346,575,496 | 30 | +3 | 72,700 | 76,288 | 345 | 352 | 637 | 510 | 1970 |
| 28 | Fleet Real Estate Funding Corp., Columbia, S.C. | 3,665,258,000 | 3,828,318,177 | 27 | | 107,887 | 117,315 | 227 | 214 | 936 | 3 | 1930 |
| 29 | Reilly Mortgage Group, Inc., Washington, D.C. | 3,6[illegible]1,986,357 | 2,574,713,114 | 37 | +8 | 1,070 | 757 | 65 | 56 | 7 | 9 | 1976 |
| 30 | Waterfield Mortgage Co., Inc., Fort Wayne, Ind. | 3,600,000,000 | 2,9[illegible]0,000,000 | 34 | +4 | 110,000 | 96,000 | 150 | 130 | 894 | 679 | 1928 |
| 31 | Bright Mortgage Co., Dallas | 3,357,800,000 | 2,[illegible]15,000,000 | 48 | +17 | 87,918 | 88,227 | 286 | 180 | 454 | 353 | 1924 |
| 32 | Crocker Mortgage Co., Inc., Los Angeles | 3,300,000,000 | 3,958,000,000 | 25 | | 51,994 | 57,542 | 65 | 105 | 2 | 61 | 1979 |
| 33 | Seafirst Mortgage Corp., Seattle | 3,287,2[illegible]2,000 | 2,9[illegible]0,000,000 | 33 | | 76,977 | 53,000 | 359 | 324 | 114 | 11 | 1924 |
| 34 | Lincoln Service Corp., Owensboro, Ky. | 3,146,985,424 | 2,3[illegible]5,418,811 | 44 | + 10 | 53,573 | 41,051 | 122 | 106 | 8,145 | 355 | 1976 |
| 35 | Wells Fargo Mortgage Co., Santa Rosa, Calif. | 3,107,858,969 | 4,[illegible]07,558,215 | 18 | | 75,889 | 73,915 | 338 | 322 | 299 | 278 | 1973 |
| 36 | Mortgage & Trust, Inc., Houston | 3,082,899,452 | 2,752,821,950 | 35 | | 82,906 | 78,189 | 328 | 241 | 659 | 456 | 1946 |
| 37 | B.F. Saul Co., Chevy Chase, Md. | 3,022,195,420 | 2,257,281,421 | 45 | +8 | 25,600 | 23,363 | 75 | 69 | 104 | 85 | 1892 |
| 38 | Transamerica Mortgage Co., Walnut Creek, Calif. | 3,017,460,000 | 2,687,635,732 | 36 | | 76,892 | 73,961 | 130 | 160 | 548 | 429 | 1955 |
| 39 | First Security Realty Services Corp., Salt Lake City | 2,994,112,000 | 3,073,818,000 | 32 | | 78,020 | 80,090 | 419 | 280 | 649 | 793 | 1892 |
| 40 | General Electric Mortgage Corp., Portland, Ore. | 2,896,297,000 | 3,116,239,000 | 31 | | 66,555 | 70,509 | 201 | 187 | 1,075 | 1,080 | 1936 |
| 41 | Coldwell Banker Commercial Group Inc., Los Angeles | 2,800,000,000 | 2,500,000,000 | 38 | | 7,046 | 7,712 | 21 | 21 | 0 | 0 | 1972 |
| 42 | Lumbermen's Investment Corp., Austin, Tex. | 2,665,291,498 | 2,440,682,072 | 41 | | 80,587 | 78,321 | 205 | 215 | 611 | 555 | 1954 |
| 43 | Midland Mortgage Co., Oklahoma City | 2,610,304,105 | 1,520,131,370 | 72 | + 29 | 79,027 | 47,248 | 140 | 142 | 415 | 393 | 1950 |
| 44 | J.I. Kislak Mortgage Service Corp., Miami | 2,605,724,735 | 2,052,431,244 | 58 | + 14 | 93,809 | 80,768 | 198 | 202 | 427 | 372 | 1953 |
| 45 | Troy & Nichols, Inc., Monroe, La. | 2,596,000,000 | 2,345,905,000 | 43 | | 100,000 | 97,830 | 270 | 280 | 613 | 536 | 1947 |
| 46 | Genstar Mortgage Corp., Glendale, Calif. | 2,550,500,000 | 2,194,268,000 | 51 | +5 | 61,688 | 63,291 | 154 | 173 | 15 | 151 | 1910 |
| 47 | Foster Mortgage Corp., Fort Worth, Tex. | 2,500,000,000 | 2,245,100,000 | 46 | | 45,051 | 51,057 | 297 | 302 | 307 | 477 | 1938 |
| 48 | FBS Mortgage Corp., St. Paul, Minn. | 2,498,107,000 | 1,735,515,000 | 63 | + 15 | 45,700 | 28,572 | 250 | 166 | 366 | 224 | 1968 |
| 49 | Merrill Lynch Mortgage Corp., Stamford, Conn | 2,467,200,000 | 4,207,000,000 | 22 | | 71,527 | 61,000 | 134 | 70 | 233 | 447 | 1972 |
| 50 | Mortgage Investment Co. of El Paso, Tex. | 2,436,136,515 | 1,222,217,088 | 91 | + 41 | 68,816 | 36,238 | 128 | 100 | 772 | 191 | 1920 |
| 51 | ICM Mortgage Corp., Denver | 2,434,161,000 | 1,721,312,000 | 64 | + 13 | 37,416 | 27,143 | 19 | 20 | 614 | 363 | 1972 |
| 52 | American General Mortgage Corp., Houston | 2,417,884,895 | 1,317,050,420 | 81 | + 29 | 19,606 | 17,510 | 56 | 44 | 3 | 3 | 1939 |
| 53 | Citicorp Real Estate, Inc., New York | 2,400,000,000 | 2,129,189,648 | 54 | +1 | N.A. | 980 | N.A. | 84 | N.A. | 73 | 1976 |
| 54 | Allstate Enterprises Mortgage Corp., Lincolnshire, Ill. | 2,385,343,000 | 2,2[illegible]212 | 47 | | 62,910 | 62,690 | 170 | 167 | 393 | 361 | 1962 |
| 55 | Gilldorn Mortgage Midwest Corp., Schaumburg, Ill. | 2,371,436,385 | 2,498,677,000 | 39 | | 70,796 | 75,863 | 248 | 270 | 372 | 372 | 1926 |
| 56 | Chase Home Mortgage Corp., Montvale, N.J. | 2,343,354,000 | 2,091,152,000 | 56 | | 59,507 | 57,221 | 70 | 41 | 170 | 200 | 1980 |
| 57 | Paine Webber Mortgage Finance, Inc., Columbia, Md. | 2,317,000,000 | 2,136,908,000 | 53 | | 26,222 | 24,073 | 79 | 85 | 319 | 228 | 1939 |
| 58 | Old Stone Mortgage Corp., Seattle | 2,177,374,144 | 2,200,000,000 | 49 | | 63,983 | 64,000 | 170 | 135 | 420 | 350 | 1932 |
| 59 | North American Mortgage Co., Houston | 2,156,944,488 | 1,692,297,139 | 65 | +6 | 31,275 | 27,449 | 269 | 250 | 159 | 156 | 1968 |
| 60 | Latimer & Buck, Inc., Philadelphia | 2,154,327,783 | 2,113,115,182 | 55 | | 33,590 | 44,954 | 40 | 32 | 0 | 0 | 1952 |
| **61** | **Bank of America NT&SA, San Francisco** | **2,081,429,000** | **2,195,000,000** | **50** | | **49,959** | **52,284** | **268** | **203** | **47** | **47** | **1904** |
| 62 | AmSouth Mortgage Co., Inc., Birmingham, Ala. | 2,030,691,303 | 1,908,214,856 | 60 | | 64,450 | 62,742 | 136 | 153 | 635 | 535 | 1946 |
| 63 | Wachovia Mortgage Co., Winston-Salem, N.C. | 2,030,625,142 | 1,845,666,906 | 61 | | 47,882 | 45,682 | 130 | 130 | 325 | 260 | 1968 |
| 64 | United Virginia Mortgage Corp., Richmond | 1,929,366,000 | 2,073,171,000 | 57 | | 54,565 | 67,883 | 277 | 233 | 322 | 286 | 1927 |
| 65 | Charles F. Curry & Co., Kansas City, Mo. | 1,910,538,000 | 1,774,556,000 | 62 | | 56,588 | 55,631 | 31 | 31 | 800 | 712 | 1928 |
| 66 | Central Mortgage Co., Philadelphia | 1,856,346,346 | 1,071,569,000 | 100 | + 34 | 62,464 | 36,786 | 252 | 150 | 327 | 234 | 1942 |
| 67 | Ryan Financial Services, Inc., Pittsburgh | 1,805,564,473 | 1,481,000,000 | 77 | + 10 | 34,961 | 30,196 | 111 | 85 | 491 | 354 | 1970 |
| 68 | CenTrust Mortgage Corp., Fort Lauderdale, Fla. | 1,800,000,000 | 572,153,708 | 157 | + 89 | 52,000 | 15,092 | 50 | 108 | 35 | 20 | 1975 |
| 69 | Knutson Mortgage & Financial Corp., Minneapolis | 1,783,967,378 | 1,653,374,100 | 67 | | 44,039 | 42,285 | 112 | 199 | 562 | 489 | 1954 |
| 70 | Collateral Investment Co., Birmingham, Ala. | 1,783,069,241 | 1,671,190,902 | 66 | | 63,184 | 61,613 | 110 | 107 | 396 | 351 | 1933 |
| 71 | Guild Mortgage Co., San Diego, Calif. | 1,744,123,847 | 1,644,617,965 | 68 | | 30,701 | 32,383 | 74 | 78 | 327 | 307 | 1960 |
| 72 | American Mortgage Co., Houston | 1,739,071,704 | 1,505,765,000 | 73 | +1 | 33,387 | 32,852 | 211 | 221 | 267 | 269 | 1953 |
| 73 | Mortgage Corporation of the South, Birmingham, Ala. | 1,737,370,767 | 1,575,000,000 | 70 | | 65,296 | 63,800 | 299 | 271 | 363 | 206 | 1946 |
| 74 | Equitable National Mortgage Corp., Clearwater, Fla. | 1,730,152,396 | 707,218,972 | 139 | + 65 | 61,041 | 15,434 | 44 | 74 | 375 | 121 | 1968 |
| 75 | American Savings Mortgage Corp., Miami | 1,700,000,000 | 299,967,331 | ... | | 38,000 | 5,478 | 14 | 17 | 164 | 18 | 1977 |
| 76 | ARCS Mortgage, Inc., Canoga Park, Calif. | 1,673,754,527 | 1,246,160,614 | 90 | + 14 | 29,147 | 23,023 | 77 | 67 | 246 | 172 | 1971 |
| 77 | CalFed Mortgage Co., Los Angeles | 1,666,140,589 | 1,607,164,000 | 69 | | 26,189 | 29,740 | 51 | 51 | 240 | 315 | 1973 |
| 78 | U.S. Bancorp Mortgage Co., Portland, Ore. | 1,642,074,854 | N.A. | ... | | 35,739 | N.A. | N.A. | N.A. | 5,392 | N.A. | 1967 |
| 79 | Countryside Funding Corp., Inc., Los Angeles | 1,624,967,360 | 1,000,652,282 | 111 | + 32 | 33,125 | 21,493 | 57 | 46 | 230 | 442 | 1969 |
| 80 | Barnett Mortgage Company, Jacksonville, Fla. | 1,616,932,472 | 1,159,934,052 | 94 | + 14 | 43,038 | 34,467 | 145 | 143 | 273 | 241 | 1948 |
| 81 | First Alabama Real Estate Financing, Inc., Montgomery | 1,606,736,000 | 1,552,787,000 | 71 | | 43,836 | 44,058 | 147 | 114 | 348 | 330 | 1946 |
| 82 | Standard Mortgage Corp., New Orleans, La. | 1,572,327,100 | 1,428,100,000 | 79 | | 28,639 | 31,386 | 79 | 154 | 89 | 113 | 1964 |
| 83 | Margaretten & Company, Inc., Perth Amboy, N.J. | 1,566,000,000 | 1,490,016,800 | 75 | | 31,159 | 30,170 | 61 | 61 | 276 | 251 | 1909 |
| 84 | The Ryan Companies, Arlington, Tex. | 1,552,608,503 | 1,452,695,318 | 78 | | 26,141 | 26,727 | 127 | 115 | 184 | 171 | 1945 |
| 85 | Dorman & Wilson, Inc., White Plains, N.Y. | 1,531,160,000 | 1,206,213,000 | 92 | +7 | 1,753 | 1,553 | 14 | 14 | 0 | 0 | 1937 |
| 86 | Nowlin Mortgage Co., Fort Worth, Tex. | 1,503,977,000 | 1,311,898,000 | 84 | | 25,400 | 24,312 | 270 | 239 | 184 | 160 | 1954 |
| 87 | Weaver Bros., Inc., Chevy Chase, Md. | 1,496,277,000 | 1,487,546,000 | 76 | | 31,403 | 32,464 | 56 | 48 | 250 | 220 | 1888 |
| 88 | NBD Mortgage Co., Troy, Mich. | 1,489,112,000 | 1,255,734,228 | 89 | +1 | 51,000 | 41,542 | 102 | 76 | 158 | 146 | 1973 |
| 89 | National Mortgage Co., Memphis, Tenn. | 1,461,383,397 | 1,312,953,586 | 83 | | 63,415 | 61,058 | 92 | 99 | 352 | 420 | 1951 |
| 90 | California Mortgage Service, Santa Ana, Calif. | 1,445,939,767 | 1,499,275,321 | 74 | | 41,660 | 43,412 | 70 | 68 | 330 | 314 | 1969 |
| 91 | RIHT Mortgage Service Corp., Charlotte, N.C. | 1,441,247,620 | 1,034,235,910 | 105 | + 14 | 29,507 | 20,608 | 69 | 63 | 396 | 35 | 1982 |
| 92 | Murray Mortgage Co., Dallas | 1,422,725,295 | 1,350,000,000 | 80 | | 28,185 | 30,000 | 150 | 210 | 250 | 12 | 1908 |
| 93 | Western Mortgage Loan Corp., Salt Lake City | 1,420,933,000 | 1,277,000,000 | 88 | | 25,360 | 23,674 | 41 | 40 | 491 | 437 | 1951 |
| 94 | Mellon Financial Services Corp. #7, Metairie, La. | 1,383,413,552 | 1,287,692,674 | 86 | | 31,751 | 30,362 | 54 | 50 | 264 | 217 | 1958 |
| 95 | Intercounty Mortgagee Corp., Hempstead, N.Y. | 1,342,600,000 | 1,005,172,505 | 107 | + 12 | 25,633 | 20,867 | 23 | 30 | 500 | 407 | 1973 |
| 96 | Northland Mortgage Co., St. Paul, Minn. | 1,332,000,000 | 2,348,000,000 | 42 | | 36,750 | 37,243 | 215 | 288 | 296 | 265 | 1940 |
| 97 | North Central Financial Corp., Dayton, Ohio | 1,311,992,879 | 1,137,685,663 | 95 | | 41,883 | 40,279 | 70 | 55 | 256 | 239 | 1955 |
| 98 | United Mortgage Corp., Minneapolis | 1,301,912,309 | 1,041,810,750 | 104 | +6 | 22,439 | 18,352 | 38 | 28 | 344 | 257 | 1975 |
| 99 | Peoples Mortgage Co., Seattle | 1,300,384,000 | 1,313,777,991 | 82 | | 35,142 | 36,121 | 74 | 71 | 298 | 278 | 1908 |
| 100 | IntraWest Mortgage Co., Denver | 1,300,006,594 | 1,281,697,231 | 87 | | 23,427 | 24,181 | 204 | 209 | 186 | 167 | 1954 |

Based on permanent real estate mortgages serviced for others. Excludes mortgages owned by the institution, as well as forward commitments, home improvement loans and all temporary financing, such as construction and development loans. In the case of banks, servicing for the trust department and servicing by the bank's subsidiary mortgage companies with their own legal identity also are excluded.

# Ownership of the Top 100 Mortgage Servicers

## The Names of Parent Companies and Other Significant Data

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| Rank | Name of Mortgage Company | Name of Parent Company and Other Significant Data |
|---|---|---|
| 2 | Manufacturers Hanover Mortgage Corp., Farmington Hills, Mich. | Manufacturers Hanover Corp., New York. Parent also owns Manufacturers Hanover Trust Co., which was servicing $14 million for others on Dec. 31. |
| 3 | Norwest Mortgage Inc., Minneapolis | Acquired by General Motors Acceptance Corp., Detroit, from Norwest Corp., Minneapolis, 3/85. |
| 4 | Weyerhaeuser Mortgage Co., Los Angeles | Weyerhaeuser Co., Tacoma, Wash. |
| 5 | CrossLand Capital Corp., Los Angeles | CrossLand Savings FSB, Brooklyn, New York. |
| 6 | Fleet Mortgage Corp., Milwaukee, Wis. | Fleet Financial Group, Inc., Providence, R.I. Parent also owns Fleet National Bank, Providence with $478 million in servicing for others on 12/31/84; and Fleet Real Estate Funding Corp., Columbia, S.C. with $3.7 billion in servicing on 12/31/84. |
| 7 | First Interstate Mortgage Co., Pasadena, Calif. | First Interstate Bancorp., Los Angeles. Data for mortgage company include $1.1 billion in servicing by Republic Realty Mortgage Co., Chicago, which was acquired in Oct. 1984. Five of the parent's bank affiliates also service mortgages for others: First Interstate Bank of Arizona NA with $119.8 million in servicing for others on 12/31/84; First Interstate Bank of Idaho NA, with $10.6 million in servicing on 12/31/84; First Interstate Bank of Nevada NA with $51 million in servicing on 6/30/84; First Interstate Bank of Oregon NA with $280.3 million in servicing on 12/31/84; and First Interstate Bank of Washington NA with $280.6 million in servicing for other on 12/31/84. |
| 8 | Colonial Mortgage Service Co., Philadelphia | CoreStates Financial Corp., Philadelphia |
| 9 | Citicorp Homeowners Services, Inc., St. Louis, Mo. | Citicorp, New York, which also owns Citicorp Real Estate Inc., New York, which was servicing $2.4 billion for others on 12/31/84. |
| 10 | Kissell Co., Springfield, Ohio | PNC Financial Corp., Pittsburgh |
| 11 | Commonwealth Mortgage Corp., Houston | Commonwealth Savings Assn., Houston. Data include the $2 billion servicing portfolio of Jersey Mortgage Co., Elizabeth, N.J., which was acquired by Commonwealth Savings 4/84. |
| 12 | Cameron-Brown Co., Charlotte, N.C. | First Union Corp., Charlotte, N.C. |
| 13 | Anchor Mortgage Services, Inc., Wayne, N.J. | Anchor Savings Bank FSB, Northport, N.Y. |
| 14 | Goldome Realty Credit Corp., Buffalo, N.Y. | Goldome FSB, Buffalo, N.Y. Parent also owns Goldome Mortgage Corp., St. Petersburg, Fla.which was servicing $427 million for others on 6/30/84. |
| 15 | Sovran Mortgage Corp., Richmond | Sovran Financial Corp., Norfolk, Va. |
| 16 | Richard Gill Co., San Antonio, Tex. | Gill Savings Assn., Hondo, Tex. |
| 17 | Chemical Mortgage Corp., Columbus, Ohio | Chemical New York Corp. |
| 18 | Talman Home Mortgage Corp., Chicago | Talman Home Federal Savings & Loan Assn., Chicago |
| 19 | Alliance Mortgage Co., Jacksonville, Fla. | Acquired by Owens-Illinois, Inc., Toledo, Ohio., a diversified company, from Florida National Banks of Florida, Inc., Jacksonville, on 2/25/85. |
| 20 | Colwell Financial Corp., Los Angeles | Mercury Savings Assn., Wichita Falls, Tex. |
| 21 | Stockton, Whatley, Davin & Co., Jacksonville, Fla. | Bank of Boston Corp. Parent also owns Mortgage Corporation of the South, Birmingham, Ala., which was servicing $1.7 billion for others on 12/31/84 and BancBoston Mortgage Corp., Wellesley Hills, Mass., which was servicing $645.7 million for others on 12/31/84. |
| 22 | Shearson/American Express Mortgage Corp., Irvine, Calif. | Shearson/Lehman Bros., Inc., New York |
| 23 | Bowest Corp., La Jolla, Calif. | Bowest Holding Corp., San Diego, Calif. |
| 24 | New York Guardian Mortgagee Corp., Hempstead, N.Y. | Guardian Bank NA, Hempstead, N.Y. |
| 25 | Rainier Financial Services Co., Seattle | Rainier Bancorp, Seattle |
| 26 | Security Pacific Mortgage Corp., Denver | Security Pacific Corp., Los Angeles |
| 27 | Southeast Mortgage Co., Miami | Southeast Banking Corp., Miami |
| 28 | Fleet Real Estate Funding Corp., Columbia, S.C. | The company, formerly known as Bankers Mortgage Corp., is a subsidiary of Fleet Financial Group, Inc., Providence, R.I. |
| 29 | Reilly Mortgage Group, Inc., Washington, D.C. | Perpetual American Bank, FSB, McLean, Va. |
| 31 | Bright Mortgage Co., Dallas | Formerly STM Mortgage Co., it is owned by Bright Banc Savings Assn., Dallas. |
| 32 | Crocker Mortgage Co., Inc., Los Angeles | Crocker National Corp., San Francisco |
| 33 | Seafirst Mortgage Corp., Seattle | BankAmerica Corp., San Francisco. Parent also owns Bank of America NT&SA which had $2.1 billion in servicing for others on 12/31/84 and BA Mortgage & International Realty Corp. which was servicing $615 million for others on 12/31/84 |
| 34 | Lincoln Service Corp., Owensboro, Ky. | Great Financial Federal Savings & Loan Assn., Louisville, |
| 35 | Wells Fargo Mortgage Co., Santa Rosa, Calif. | Integrated Resources Inc., New York, since 4/4/85. (From Wells Fargo & Co.) |
| 36 | Mortgage & Trust, Inc., Houston | Mellon Bank Corp., Pittsburgh. Parent also owns Mellon Financial Services Corp. #7, Metairie, La.,which was servicing $1.38 billion for others on 12/31/84; Mellon Financial Services Corp. #8, Cleveland, which was servicing $1.08 billion for others on 12/31/84; and Mellon Financial Services Corp. #9, Denver, which was servicing $512 million for others on 6/30/84. |
| 38 | Transamerica Mortgage Co., Walnut Creek, Calif. | Pacific First Fed. Svgs.Bank, Tacoma, Wash., since 1/23/85. (From Transamerica Fin'l Cp.) |
| 39 | First Security Realty Services Corp., Salt Lake City | First Security Corp., Salt Lake City |
| 40 | General Electric Mortgage Corp., Portland, Ore. | General Electric Credit Corp., Stamford, Conn., a subsidiary of General Electric Co., Fairfield, Conn. GECC also owns GECC Financial Corp., Honolulu, which was servicing $208.1 million for others on 6/30/84. |
| 41 | Coldwell Banker Commercial Group Inc., Los Angeles | Sears Roebuck & Co., Chicago. Sears also owns Allstate Enterprises Mortgage Corp., Lincolnshire, Ill. which was servicing $2.4 billion for others on 12/31/84. |
| 42 | Lumbermen's Investment Corp., Austin, Tex. | Temple-Eastex Inc., Diboll, Tex., a subsidiary of Temple-Inland Corp., Diboll. |
| 44 | J.I. Kislak Mortgage Service Corp., Miami | J.I. Kislak Mortgage Corp., Miami |
| 45 | Troy & Nichols, Inc., Monroe, La. | Stockton Savings, Dallas |
| 46 | Genstar Mortgage Corp., Glendale, Calif. | Canada Permanent Mortgage Co., Toronto |
| 47 | Foster Mortgage Corp., Fort Worth, Tex. | Benjamin Frankin Savings Assn., Houston |
| 48 | FBS Mortgage Corp., St. Paul, Minn. | First Bank System, Inc., Minneapolis |
| 49 | Merrill Lynch Mortgage Corp., Stamford, Conn. | Merrill Lynch & Co., Inc., New York |
| 51 | ICM Mortgage Corp., Denver | Pulte Home Corp., Detroit |
| 52 | American General Mortgage Corp., Houston | American General Corp., Houston |
| 53 | Citicorp Real Estate, Inc., New York | Citicorp, New York |
| 54 | Allstate Enterprises Mortgage Corp., Lincolnshire, Ill. | Sears Roebuck & Co., Chicago |
| 55 | Gilldorn Mortgage Midwest Corp., Schaumburg, Ill. | Gilldorn Savings Assn. FA, Chicago |
| 56 | Chase Home Mortgage Corp., Montvale, N.J. | Chase Manhattan Corp., New York |
| 57 | Paine Webber Mortgage Finance, Inc., Columbia, Md. | Formerly Rouse Real Estate Finance, Inc., it is owned by Paine Webber Group, Inc., New York |
| 58 | Old Stone Mortgage Corp., Seattle | Old Stone Corp., Providence, R.I. |
| 60 | Latimer & Buck, Inc., Philadelphia | Fidelcor, Inc., Philadelphia |
| **61** | **Bank of America NT&SA, San Francisco** | **BankAmerica Corp., San Francisco** |
| 62 | AmSouth Mortgage Co., Inc., Birmingham, Ala. | AmSouth Bancorporation, Birmingham, Ala. |
| 63 | Wachovia Mortgage Co., Winston-Salem, N.C. | Wachovia Corp., Winston-Salem, N.C. |
| 64 | United Virginia Mortgage Corp., Richmond | United Virginia Bankshares, Inc., Richmond |
| 66 | Central Mortgage Co., Philadelphia | PSFS, Philadelphia. PSFS also owns Northland Mortgage Co., St. Paul, which was servicing $1.3 billion for others on 12/31/84. |
| 67 | Ryan Financial Services, Inc., Pittsburgh | Ryan Homes, Inc., Pittsburgh |
| 68 | CenTrust Mortgage Corp., Fort Lauderdale, Fla. | CenTrust Savings Bank, Miami |
| 69 | Knutson Mortgage & Financial Corp., Minneapolis | Home Owners Fed. Savings & Loan Assn., Boston |
| 73 | Mortgage Corporation of the South, Birmingham, Ala. | Bank of Boston Corp. |
| 74 | Equitable National Mortgage Corp., Clearwater, Fla. | Equitable Life Assurance Society of the U.S., New York |
| 75 | American Savings Mortgage Corp., Miami | American Savings & Loan Assn., Miami |
| 76 | ARCS Mortgage, Inc., Canoga Park, Calif. | Bank of New York Co., Inc. |
| 77 | CalFed Mortgage Co., Los Angeles | California Federal Savings & Loan Assn., Los Angles |
| 78 | U.S. Bancorp Mortgage Co., Portland, Ore. | U.S. Bancorp., Inc., Portland, Ore. |
| 79 | Countryside Funding Corp., Inc., Los Angeles | Countryside Credit Industries, Inc., Los Angeles |
| 80 | Barnett Mortgage Company, Jacksonville, Fla. | Barnett Banks of Florida, Inc., Jacksonville |
| 81 | First Alabama Real Estate Financing, Inc., Montgomery | First Alabama Bancshares, Inc., Montgomery |
| 83 | Margaretten & Company, Inc., Perth Amboy, N.J. | Berg Enterprises, Inc., Iselin, N.J. (American Can Co., Greenwich, Conn., is acquiring Berg Enterprises.) |
| 85 | Dorman & Wilson, Inc., White Plains, N.Y. | European American Bancorp, New York |
| 86 | Nowlin Mortgage Co., Fort Worth, Tex. | Nowlin Savings Assn., Fort Worth, Tex. |
| 88 | NBD Mortgage Co., Troy, Mich. | NBD Bancorp, Inc., Detroit |
| 91 | RIHT Mortgage Service Corp., Charlotte, N.C. | RIHT Financial Corp., Providence, R.I. |
| 92 | Murray Mortgage Co., Dallas | Formerly known as Murray Investment Co., it is a subsidiary of Murray Savings Assn., Dallas |
| 93 | Western Mortgage Loan Corp., Salt Lake City | United Savings & Loan Assn., Ogden, Utah |
| 94 | Mellon Financial Services Corp. #7, Metairie, La. | Mellon Bank Corp., Pittsburgh |
| 96 | Northland Mortgage Co., St. Paul, Minn. | PSFS, Philadelphia, since 11/30/84. |
| 97 | North Central Financial Corp., Dayton, Ohio | Third National Bank & Trust Co., Dayton, Ohio |
| 98 | United Mortgage Corp., Minneapolis | Midwest Federal Savings & Loan Assn., Minneapolis |
| 99 | Peoples Mortgage Co., Seattle | Peoples Bancorp., Seattle |
| 100 | IntraWest Mortgage Co., Denver | IntraWest Financial Corp., Denver |

# Additional Survey Findings

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## Loan Servicing by Savings Institutions

### Savings Institutions with $1 Billion or More in Servicing for Others

Third Quarter, 1984

(Thousands of Dollars)

| | | Loans Serviced For Others | Loan Servicing Fees | Total Assets |
|---|---|---|---|---|
| 1 | American Savings & Loan Association, Stockton, Calif. | 7,708,585 | 0 | 31,219,345 |
| 2 | Home Savings of America, FA, Irwindale, Calif. | 6,148,100 | 7,204 | 23,700,615 |
| 3 | Gill Savings Association, Hondo, Tex. | 5,709,087 | 2,438 | 1,334,790 |
| 4 | Mercury Savings Association, Wichita Falls, Tex. | 5,047,699 | 135 | 578,889 |
| 5 | City Federal Savings & Loan Association, Elizabeth, N.J. | 3,143,566 | 2,363 | 7,318,096 |
| 6 | Anaheim Savings & Loan Association, Calif. | 2,963,296 | 979 | 648,516 |
| 7 | Homestead Savings, FS&LA, San Francisco | 2,953,696 | 6,745 | 2,805,735 |
| 8 | Home Federal Savings & Loan Association, San Diego, Calif. | 2,746,917 | 2,228 | 8,333,265 |
| 9 | Colonial Savings & Loan Association, Fort Worth, Tex. | 2,575,431 | 2,571 | 358,783 |
| 10 | Coast Savings & Loan Association, Los Angeles | 2,512,106 | 912 | 5,789,659 |
| 11 | Glendale Federal Savings & Loan Association, Calif. | 2,415,659 | 930 | 11,157,743 |
| 12 | Standard Federal Savings & Loan Association, Gaithersburg, Md. | 2,269,466 | 1,669 | 1,034,418 |
| 13 | Great American First Savings Bank, San Diego | 2,042,954 | 1,580 | 6,454,247 |
| 14 | California Federal Savings & Loan Association, Los Angeles | 1,985,760 | 744 | 16,931,627 |
| 15 | Great Western Savings, FS&LA, Beverly Hills | 1,801,229 | 1,925 | 21,116,371 |
| 16 | First Nationwide Savings, FS&LA, San Francisco | 1,580,969 | 1,048 | 9,313,100 |
| 17 | Central Savings & Loan Association, San Diego | 1,520,040 | 610 | 2,578,531 |
| 18 | Gibraltar Savings, Beverly Hills | 1,443,373 | 8 | 8,462,152 |
| 19 | Empire of America FSB, Buffalo, N.Y. | 1,419,383 | 1,298 | 5,281,884 |
| 20 | Standard Federal Bank, Troy,Mich. | 1,400,660 | 890 | 5,192,939 |
| 21 | First Federal Savings & Loan Assn. of Arizona, Phoenix | 1,400,150 | 1,169 | 3,933,248 |
| 22 | United Savings Association, Houston | 1,337,318 | 551 | 3,524,201 |
| 23 | Citicorp SAvings of Illinois, FS&LA, Chicago | 1,227,399 | 1,021 | 3,953,517 |
| 24 | University Savings Association, Houston | 1,211,481 | 0 | 3,143,980 |
| 25 | Sears Savings Bank, Glendale, Calif. | 1,119,361 | 1,050 | 5,180,223 |
| 26 | Pacific Savings Bank, Costa Mesa, Calif. | 1,110,243 | 0 | 1,758,756 |
| 27 | Downey Savings and Loan Association, Costa Mesa, Calif. | 1,029,484 | 1,047 | 2,194,617 |

**Source: Data Resources, Inc., Lexington, Mass. from data institutions file with the Federal Home Loan Bank Board. For institutions with name and location changes since 9/30/94, American Banker has made the appropriate updates.**

## Top 25 Mortgage Servicers

### Mortgage Companies and Commercial Banks

An Alternative Ranking Based on *Combined* Servicing Of Permanent Mortgages for Others for Firms with More than One Mortgage Servicing Subsidiary
(Based on Dec. 31, 1984 Servicing Volume)

| Rank | Name of Company | Volume ($Bil.) | No. of Subs |
|---|---|---|---|
| 1 | Lomas & Nettleton Financial Corp., Dallas | $17,627 | ... |
| 2 | **Fleet Financial Group, Inc., Providence, R.I.** | 11,958 | 3 |
| 3 | **Manufacturers Hanover Corp., New York** | 11,931 | 2 |
| 4 | Norwest Mortgage Inc., Minneapolis (a) | 11,055 | ... |
| 5 | **Citicorp, New York** | 9,312 | 2 |
| 6 | Weyerhaeuser Mortgage Co., Los Angeles | 8,845 | ... |
| 7 | CrossLand Capital Corp., Los Angeles | 8,634 | ... |
| 8 | **First Interstate Bancorp., Los Angeles** | 8,319 | 6 |
| 9 | Colonial Mortgage Service Co., Philadelphia (b) | 7,351 | ... |
| 10 | **Bank of Boston Corp.** | 7,264 | 3 |
| 11 | Kissell Co., Springfield, Ohio | 6,878 | ... |
| 12 | Commonwealth Mortgage Corp., Houston | 6,837 | ... |
| 13 | Cameron-Brown Co., Charlotte, N.C. | 6,620 | ... |
| 14 | Anchor Mortgage Services, Inc., Wayne, N.J. | 6,520 | ... |
| 15 | **Goldome Realty Credit Corp., Buffalo, N.Y.** | 6,463 | 2 |
| 16 | **PSFS, Philadelphia (d)** | 6,188 | 3 |
| 17 | **Mellon National Corp., Pittsburgh** | 6,060 | 4 |
| 18 | **BankAmerica Corp., San Francisco** | 5,984 | 3 |
| 19 | Sovran Mortgage Corp., Richmond, Va. | 5,873 | ... |
| 20 | Richard Gill Co., San Antonio, Tex. | 5,843 | ... |
| 21 | Chemical Mortgage Corp., Columbus, Ohio | 5,578 | ... |
| 22 | **Sears, Roebuck & Co., Chicago** | 5,185 | 2 |
| 23 | Talman Home Mortgage Corp., Chicago | 5,166 | ... |
| 24 | Alliance Mortgage Co., Jacksonville, Fla. (c) | 5,136 | ... |
| 25 | Colwell Financial Corp., Los Angeles | 5,009 | ... |

**(a)—General Motors Acceptance Corp. acquired company from Norwest Corp. 3/85. (b)—General Motors Acceptance Corp. is in the process of acquiring the company from CoreStates Financial Corp., Philadelphia, for $190 million. (c)—Owens-Illinois Inc., Toledo, Ohio, acquired company from Florida National Banks of Florida, Inc., Jacksonville, 2/25/85. (d)—PSFS acquired the $3 billion servicing portfolio of First Anaheim Corp., Calif., for $90 million 10/84, an formed a new mortgage subsidiary PSFS Mortgage Corp.-West, Orange, Calif. Data for PSFS Mortgage were received too late to be included in the listing of the top 100 mortgage servicers, however its data are included here. PSFS Mortgage— with $3.0 billion in servicing at yearend would have ranked 39th in the listing of the top 100 firms, if data were received earlier.**

## The 10 Largest Gainers Among the Top 100 Mortgage Servicers

| | (Dollar Amounts in Millions) | Servicing 12/31/84 | Servicing 12/31/83 | Percent Increase | Mtge. Rank |
|---|---|---|---|---|---|
| 1 | American Savings Mortgage Corp., Miami | 1,700.0 | 300.0 | 466.73 | 75 |
| 2 | CenTrust Mortgage Corp., Fort Lauderdale, Fla. | 1,800.0 | 572.2 | 214.60 | 68 |
| 3 | Equitable National Mortgage Corp., Clearwater, Fla | 1,730.2 | 707.2 | 144.64 | 74 |
| 4 | Mortgage Investment Co. of El Paso, Tex | 2,436.1 | 1.222.2 | 99.32 | 50 |
| 5 | New York Guardian Mortgagee Corp., Hempstead, N.Y | 4,241.8 | 2,163.0 | 96.11 | 24 |
| 6 | Citicorp Homeowners Services, Inc., St. Louis | 6,912.3 | 3,702.0 | 86.72 | 9 |
| 7 | American General Mortgage Corp., Houston | 2,417.9 | 1,317.1 | 83.58 | 52 |
| 8 | Central Mortgage Co., Philadelphia | 1,856.3 | 1,071.6 | 73.24 | 66 |
| 9 | Midland Mortgage Co., Oklahoma City | 2,610.3 | 1,520.1 | 71.72 | 43 |
| 10 | Countryside Funding Corp., Inc., Los Angeles | 1,625.0 | 1,000.7 | 62.39 | 79 |

## The 10 Largest Losers Among the Top 100 Mortgage Servicers

| | (Dollar Amounts in Millions) | Servicing 12/31/84 | Servicing 12/31/83 | Percent Decrease | Mtge Rank |
|---|---|---|---|---|---|
| 1 | Northland Mortgage Co., St. Paul, Minn | 1,332.0 | 2,348.0 | 43.27 | 96 |
| 2 | Merrill Lynch Mortgage Corp., Stamford, Conn. | 2,467.2 | 4,207.0 | 41.35 | 49 |
| 3 | Wells Fargo Mortgage Co., Santa Rosa, Calif | 3,107.9 | 4,667.6 | 33.42 | 35 |
| 4 | Crocker Mortgage Co., Inc., Los Angeles | 3,300.0 | 3,958.0 | 16.62 | 32 |
| 5 | Norwest Mortgage Inc., Minneapolis | 11,054.6 | 12,068.0 | 8.40 | 3 |
| 6 | General Electric Mortgage Corp., Portland, Ore | 2,896.3 | 3,116.2 | 7.06 | 40 |
| 7 | United Virginia Mortgage Corp., Richmond | 1,929.4 | 2,073.2 | 6.94 | 64 |
| 8 | Bank of America NT&SA, San Francisco | 2,081.4 | 2,195.0 | 5.17 | 61 |
| 9 | Gilldorn Mortgage Midwest Corp., Schaumberg, Ill | 2,371.4 | 2,498.7 | 5.09 | 55 |
| 10 | California Mortgage Service, Santa Ana | 1,445.9 | 1,499.3 | 3.56 | 90 |

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American Banker
The Daily Financial Services Newspaper
VOL. CL NO. 99 Tuesday, May 21, 1985 150th Year

## TODAY

**RANDOM THOUGHTS** on thrifts, contractual gaps, and the misunderstanding of the duration concept... 1

**CITADEL TAKEN:** Great Western Financial agreed to buy Citadel Holding Corp... 1

**CARD AGREEMENT:** Sears said four major companies have agreed to accept its new credit card... 1

**INTERNATIONAL BRIEFING:** The Philippines and foreign bank creditors signed a critical rescue packagee containing $925 million in new money and about $3 billion in trade financing... 2

**APARTHEID PRESSURE:** A religious organization will pressure 12 U.S. corporations that the group calls 'key investors in apartheid'... 2

### Mutual Funds Review

**BUDDING BUSINESS:** The field is blooming for banks eager to reap profits from mutual funds. Of course they must mind legal limitations, writes Andrew Albert, and reach the right market with the right message, according to Philip T. Sudo. Their reports are part of today's feature section... 13

**POWER:** The FDIC has decided to delegate more power to staffers... 3

**RICO:** Sen. Strom Thurmond, R-S.C., said he would draft an overhaul of the Racketeer-Influenced and Corrupt Organizations Act... 3

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**BACK PAGE:** Carlos A. Cordova believes his Capital National Bank of New York is a good example of how a small bank can thrive in the land of money center giants and serve the needs of a community, in this case the Hispanic and other minority population... 32

# Random Thoughts

By SANFORD ROSE

Tom Hoster, who used to head up asset-liability management at Chemical Bank and is now an executive vice president at Mid-America Federal, a $1.2 billion Ohio savings and loan, feels that commercial banks are paying less and less attention to rate-risk management. The obvious reason: Interest rates are both relatively low and relatively stable.

While the banks are putting asset-liability work on the back burners, the thrifts are devoting increasing attention to the problem. So, predicts Mr. Hoster, the top talent in rate-risk analysis will increasingly migrate from banks to thrifts. And when the banks rediscover the need for improved asset-liability work — as they surely must — they will be forced to reattract the talent by bidding it away from the thrifts.

It is difficult to imagine a day when the thrifts, which until recently have been the most incompetent of interest-rate-risk analysts, will become the source of the personnel needed to assist commercial-bank

➸ Random Thoughts: Page 4

# Sears Signs 4 Firms to Accept Discover

## Fifth Partner, in Hotel Industry, Is Expected to Join Test of Credit Card

**Special to the American Banker**

ATLANTA — Sears Roebuck & Co. said Monday that four major companies have agreed to accept Discover, a new financial services credit card that Sears will begin testing in Atlanta this fall.

American Airlines Inc., Budget Rent-a-Car, Denny's Restaurants, and Hospital Corp. of America will honor the card.

"We expect to announce our fifth partner, a major company in the hotel industry, in the near future," Edward R. Telling, Sears chairman and chief executive officer, announced at the company's annual shareholders meeting here. He declined to name the company.

Discover will operate like other major credit cards, but it also will offer access to savings accounts at Sears' financial companies. In addition, Sears plans to join teller machine networks to give its cardholders electronic access to their savings or credit accounts nationwide.

"A national sales force will soon be adding to the list of merchants who will accept the card," Mr. Telling told shareholders. "This July, in preparation for the introduction in Atlanta, a sales team will begin to obtain participation of merchants in Georgia."

The merchants already signed "serve an awful lot of Middle America," Mr. Telling said. American Airlines serves 100 cities in the United States, Bermuda, Canada, Mexico, and Europe; Denny's Restaurants operates

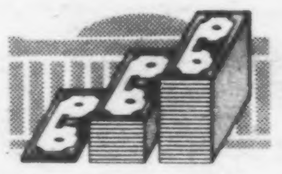
➸ Sears: Page 10

# Great Western Agrees to Buy Besieged Citadel

## Combined Firm Would Be Country's 2d Biggest Thrift

By BART FRAUST

NEW YORK — A besieged "Citadel" and a "white knight" sound like the ingredients of a medieval tale. In fact, they are two of the elements in a financial fight taking place in 20th-century California.



Thrifts

And like in olden times, this white knight's efforts did not go unrewarded. The booty: a portfolio of adjustable-rate mortgages.

Great Western Financial Corp., a savings and loan holding company based in Beverly Hills, Calif., galloped to the rescue of the Glendale-based Citadel Holding Corp., which was battling a group of very dissident shareholders.

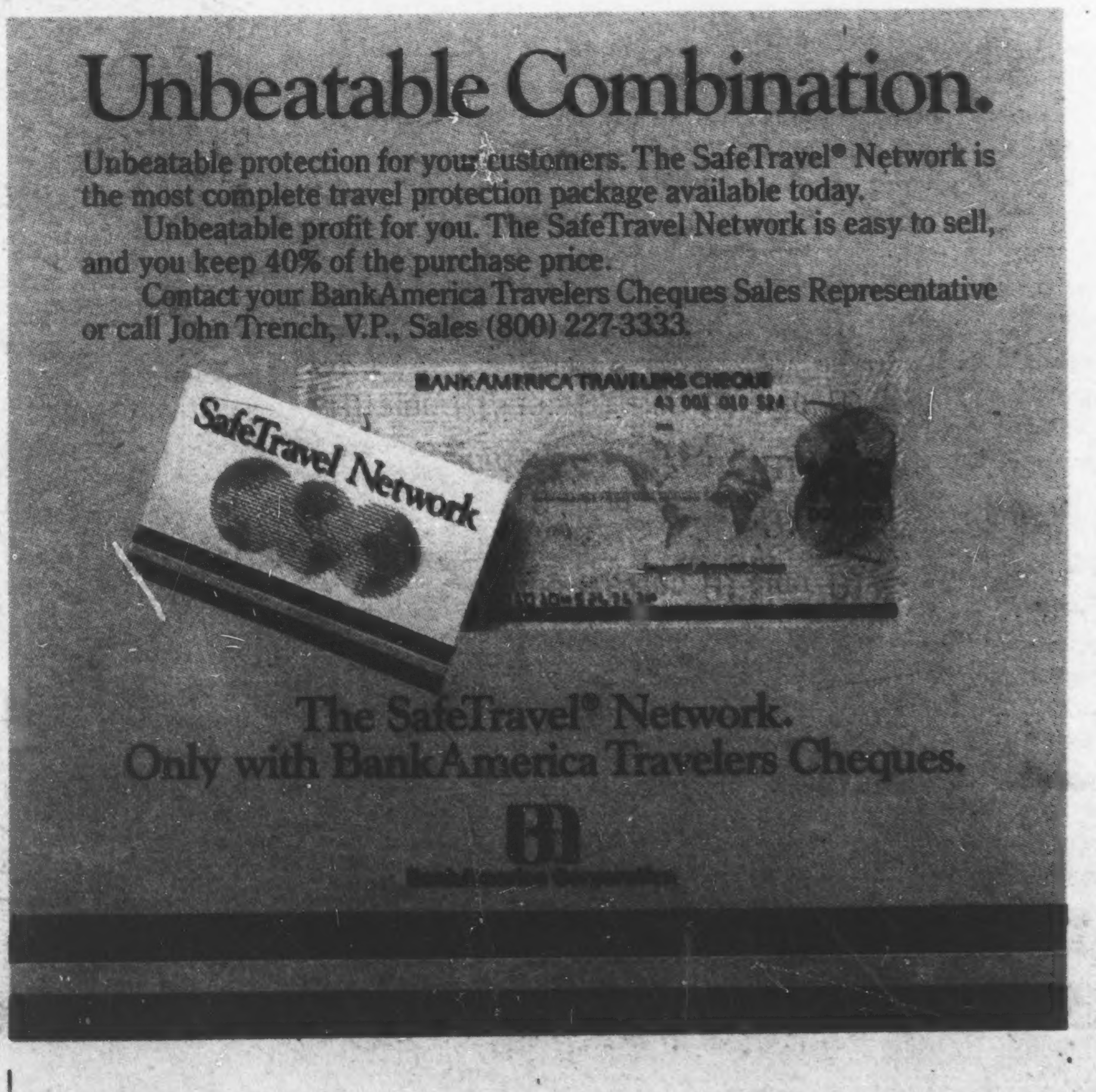
Citadel, with $3 billion in assets, is parent of Fidelity Federal Savings & Loan Association, Glendale, the nation's 58th largest thrift institution. The $24 billion-asset Great Western owns Great Western Savings FS&LA, the third biggest thrift in the U.S.

Based on yearend rankings, the combined firm would pass Home Savings of America FA, Irwindale, Calif., into second place.

Under terms of the transaction, which was announced on Monday, each of Citadel's approximately 3.2 million outstanding common shares would be exchanged for 1.2 shares of Great Western.

In New York Stock Exchange trading

➸ Citadel: Page 8



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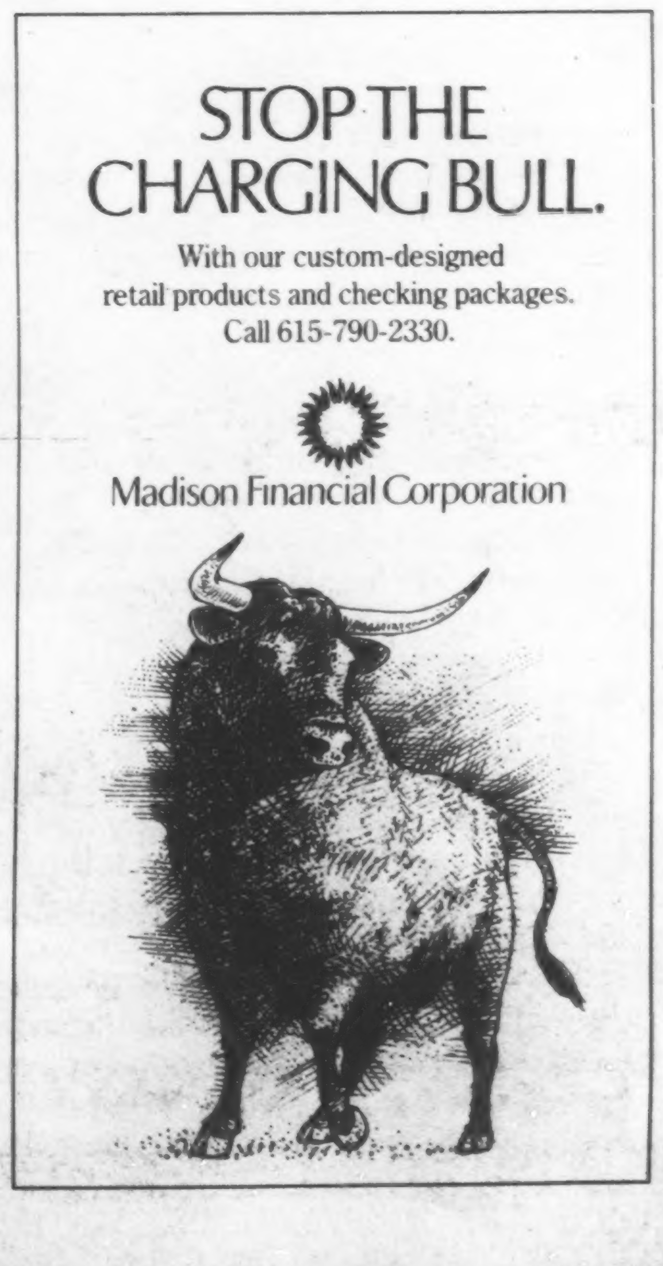

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# Survey Shows New Product Offerings Have Gotten Back to Basics

By PHILIP T. SUDO

NEW YORK — The theme in new product offerings at banks and thrifts this year, according to a survey set for release today by a Florida research firm, can be summed up in four words: less bundling, more basics.

After two years of designing products to compete with brokerage houses and insurance companies, banks and thrifts "have set their sights on each other," said Robert Ladner, president of Behavioral Science Research in Coral Gables, Fla.

The 40-page study, "New Product Introductions," surveyed 234 banks and 186 thrifts for information on their best and worst new products in 1984, as well as on those products they plan to offer this year.

Based on telephone interviews conducted between February and March this year, the research group found the five most frequently mentioned products planned for introduction in 1985 were: home-equity lines of credit, automated teller machine networks, self-directed individual retirement accounts, credit cards, and financial planning services.

In addition, thrifts also favored consumer loans, tax-deferred annuities, and discount brokerage services. Banks with more than $1 billion in assets showed a likelihood of offering mutual funds, while banks with assets of $500 million to $999 million were planning to introduce asset management accounts and nonlife insurance products.

Despite plans by some banks to introduce asset management accounts and financial planning services, though, the survey found other respondents have either aborted plans to offer those products or have tried them and found them to be overrated.

Asset management accounts are typically modeled after Merrill Lynch's successful Cash Management Account, a product that "bundles" several separate services together into one account. Typically, such an account includes custody and trading of a customer's securities, income collection and deposit into a money market account, a margin account and secured line of credit, check-writing privileges, a credit or debit card, an ATM card, and a consolidated monthly statement.

### Contrast with 1983 Study

In a similar study conducted in 1983, Behavioral Science Research found that 70% of institutions with $1 billion or more in assets were interested in or planned to provide asset management accounts, while only 21% were not interested or had no such plans. In 1985, the ratio had almost reversed: Only 16% of the sample were interested in or had plans for the accounts, while 71% were not interested.

"In 1983, there had been a rash of new asset management account offerings, and there was a feeling of urgency among many product marketers that this product was a necessity for the institution to be competitive," the research group's survey said.

"By 1985, the bloom was off the lily: Banks considered it a product that was not generating sufficient revenues, and low net demand made it unprofitable; thrifts considered the product to be putting too much strain on their data processing systems. The major perceived advantage — the ability of the [asset management account] to attract high-asset customers — often resulted in an over-bundled product, gorging the potential customer with product features and packaged benefits."

### Top 16 Products in the Pipeline for 1985

| | 123 Firms with $500-$999 mil. in assets | 186 Firms with $1 bil. or more in assets |
|---|---|---|
| Home equity line of credit | 15% | 13% |
| ATM network | 12% | 11% |
| Self-directed IRAs | 11% | 12% |
| Credit cards* | 7% | 12% |
| Financial planning services | 8% | 9% |
| (Non-life) insurance products | 5% | 11% |
| Asset management account | 9% | 7% |
| Checking account packages* | 9% | 8% |
| Discount brokerage services | 3% | 9% |
| Consumer loans* | 5% | 7% |
| Unsecured line of credit | 4% | 7% |
| IRAs* | 7% | 5% |
| Mutual Funds | 3% | 7% |
| No-frills checking | 5% | 5% |
| Electronic home banking | 2% | 5% |
| Tax-deferred annuities | 4% | 4% |

Note: Percentages refer to independent products mentioned by respondents. Multiple responses possible for each institution. *Nonspecific

Source: Behavioral Science Research Corp.

The report also found that currently "only one in five financial institutions considered the operational costs [of an asset management account] low enough to make [it] profitable. Two out of five institutions in the $500 million to $999 million-asset category, and more than half of the institutions over $1 billion, felt the costs were too high for profitability." In addition, 22% of those banks with $1 billion or more in assets surveyed "aborted" offering the service last year.

In a telephone interview, Mr. Ladner cited Citibank's troubled Focus account as an example of the product's problems. "The Focus ads were directed toward this enormously large market as a Merrill Lynch [Cash Management Account] clone, without understanding that those customers were already satisfied with what they had. I guess the lesson is, don't try to sell a Merrill Lynch product if you're not Merrill Lynch."

He predicted that those who plan to offer a bundled account when others have "abandoned it" are "in for a rough surprise."

Financial planning services, another highly touted product area in the industry, have some problems, too. The survey found that 18% of banks in the sample with $1 billion or more in assets aborted a financial planning product last year, and 7% rated it the "least successful product of 1984."

"Banks are finding it a tough product to deliver credibly," Mr. Ladner said. "You have to get a person who's competent enough for people to trust. Then the customer wants investment guidance, because it goes hand-in-hand [with financial planning]. But you're prohibited by law from giving it, so you end up telling people how to budget, and you get people without any money asking you to balance their checkbook."

The most successful new products, according to the survey results, appear to be those related to traditional banking services. The forward to the survey begins, "For many banks and thrifts, 1984 was a back-to-basics product year," and the summary concludes, "The emphasis for 1985 is on new products that look like they came from banks." These products include home equity lines of credit, unsecured lines of credit, ATM networks, checking account packages, and conventional IRAs.

"I was delighted to see that the core products are the ones doing really well," Mr. Ladner said. "The exotic products looked really good on paper, but they tried them and they didn't work." ■

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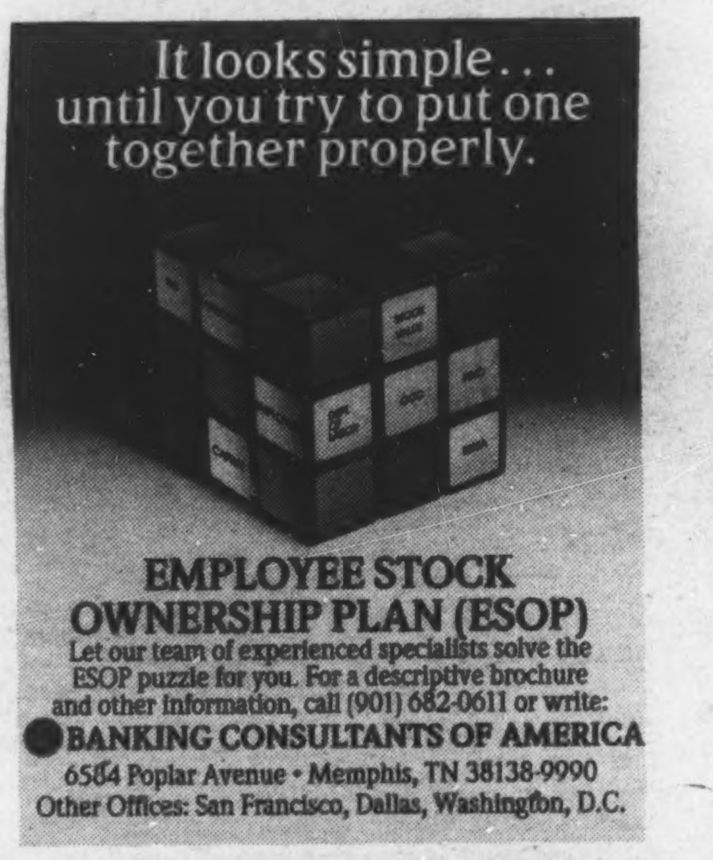
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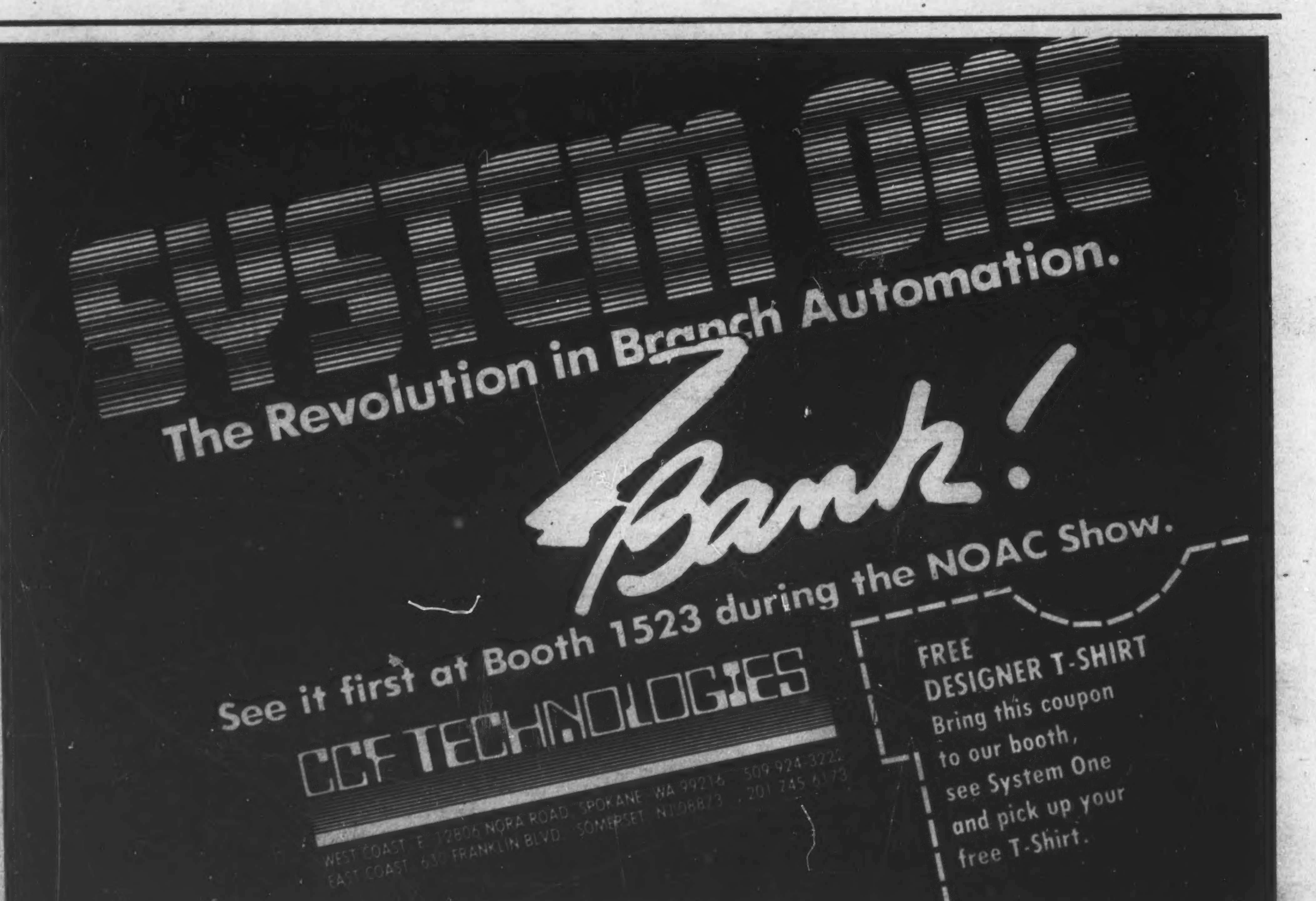
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The Daily Financial Services Newspaper

VOL. CL NO. 104 Wednesday, May 29, 1985 150th Year

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Comment

# Predicting Bank Failure

By SANFORD ROSE

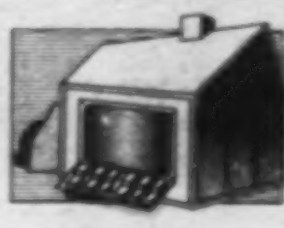
Why do banks fail? David Cates, head of Cates Consulting Analysts, thinks that he has a good handle on the reasons. Banks fail, quite simply, because of mismanagement. And this mismanagement generally shows itself in the following ways: too great a commitment to lending and in consequence too rapid a loan growth, too high a yield on loans, too many nonaccruing assets, too onerous a burden of expenses, and too heavy a reliance on uninsured funding.

(These are obviously the dominant reasons for the demise of small banks, except for cases of fraud. Large banks, of course, do not fail. They are either merged into still larger entities or else bailed out by government when failure impends. Large banks that are on the verge of failure exhibit many of the shortcomings of smaller, moribund institutions. In addition, some of the big-bank candidates for failure in the last few years have suffered from the inability to manage their asset-liability maturities. This was, of course, the primary cause of the near-collapse of the First Pennsylvania Bank as well as a contributing cause

Comment: Page 4

# Crocker Drops Out of Home Banking Despite Success of Pronto System Test

By DAVID O. TYSON


Home Banking

NEW YORK — Crocker National Bank, after running a pilot test of the Pronto home banking system since January 1984, has dropped plans to get into home banking. It said the roll-out of a full commercial Pronto system would cost too much, and it has heavy commitments already to electronic funds transfer networks.

The San Francisco-based institution said the 200 customers and employees participating in the pilot were satisfied with Pronto but, after careful consideration, it has decided to terminate the test this Thursday and not offer home banking at all.

"The introduction of Pronto on a statewide basis would require substantial funding in the first two years with no immediate return on that investment," Crocker said. "And we have already made a major commitment to such projects as Interlink and, more recently, the Star system.

"While we believe Pronto is the leading home banking system in the country today, our current financial

➡ Pronto: Page 13

# St Germain Sees Need for New Consumer Laws

## House Banking Chief to Seek Tougher Depositor Protection

By JAY ROSENSTEIN

WASHINGTON — Rep. Fernand J. St Germain, the chairman of the House Banking Committee, said Tuesday he would push Congress and federal regulators to adopt tougher consumer protection measures for bank depositors.

No-Cost Checking Plan Killed, Page 3

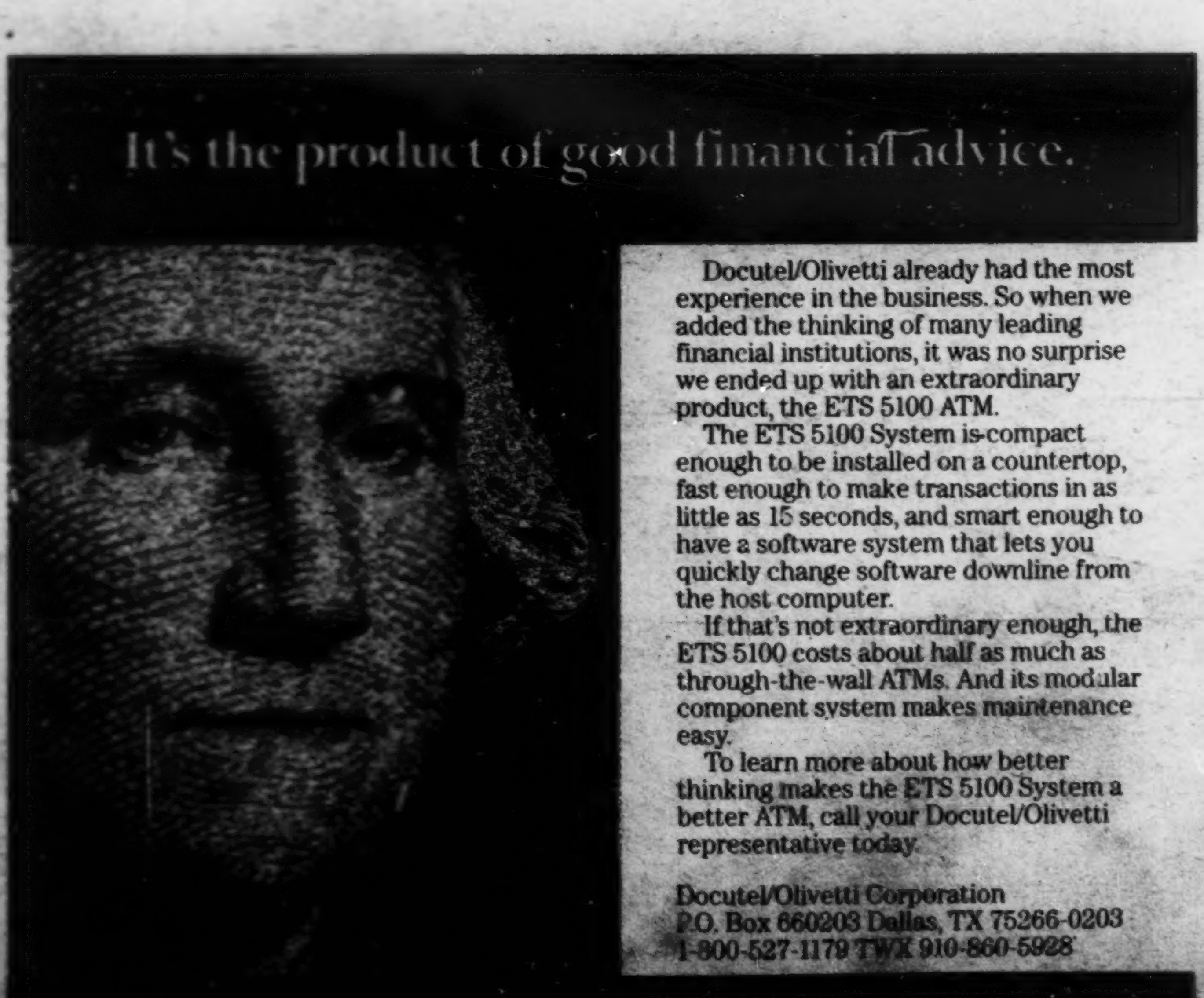
The Rhode Island Democrat made those comments during a press conference held here to unveil a new survey of bank fees done by the Consumer Federation of America in conjunction with other consumer groups. The survey found increases in the average cost of various banking services since its last survey in 1984.

Mr. St Germain vowed that consumer protections — such as tougher disclosure rules and limits on how long a bank can hold a deposited check before crediting the customer — would be given "as much consideration and importance" as legislation to expand bank powers. Earlier this month he introduced a bill that would limit the number of days a bank may hold a deposit.

If major banking legislation is passed this year, it is possible that consumer protections will be included. Observers contend that consumer bills might be the "price" the industry may have to pay for expanded powers.

At the press conference, Mr. St Germain also said that federal banking regulators need to do more to provide disclosure of fees and keep those fees at a reasonable level.

➡ Consumer: Page 13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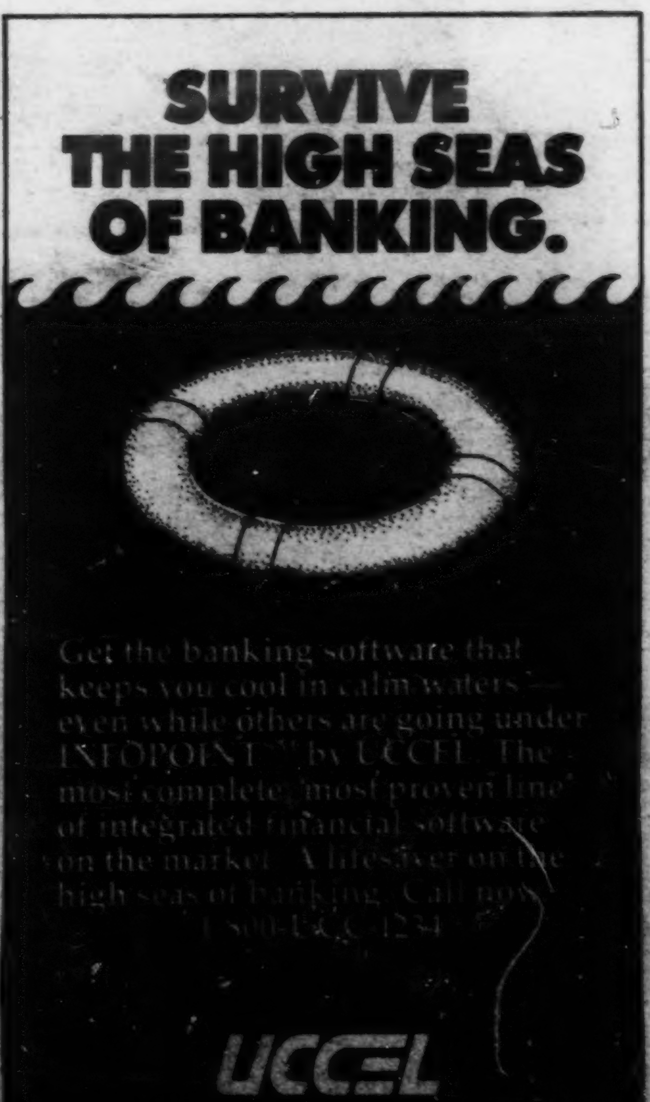
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# Respondents to the American Banker Survey of Bank Holding Companies Offering Discount Brokerage Services *

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| Asset Rank 12/31/84 | Bank Holding Company<br>Name of Brokerage Service | Where Customers Come From(%) | | | Date Service Began | Notes |
|---|---|---|---|---|---|---|
| | | Full Service Broker | Discount Broker | Never Owned Stock | | |
| | ARIZONA | | | | | |
| 112 | Arizona BancWest Corp., Phoenix<br>N.A. (A) | N.A. | N.A. | N.A. | 1983 | Customers can trade more than stocks with Arizona BancWest's Discount Brokerage, but the services were not specified. |
| 40 | Valley National Corp., Phoenix, Ariz.<br>WestNet, San Francisco (B) | N.A. | N.A. | N.A. | Apr. 1983 | Customers may trade more than stocks with WestNet, a joint venture with several western holding companies, but the services were not specified. |
| | ARKANSAS | | | | | |
| 146 | Worthen Banking Corp., Little Rock, Ark.<br>Worthen Discount Brokerage, Little Rock (C) | 20 | 75 | 5 | Apr. 1983 | Customers can trade more than stocks with Worthen Discount Brokerage, but the services were not specified. |
| | CALIFORNIA | | | | | |
| 155 | City National Corp., Beverly Hills, Calif.<br>Discount Brokerage Service, Beverly Hills (A) | 1 | 1 | 5 | Aug. 1983 | Discount Brokerage Service offers self-directed IRAs and trades in precious metals and tax-exempt funds. |
| 8 | First Interstate Bancorp., Los Angeles<br>First Interstate Discount Brokerage, San Francisco (D) | N.A. | N.A. | N.A. | Feb. 1983 | First Interstate Discount Brokerage, a subsidiary of the holding company, also has margin accounts, safekeeping, and self-directed IRAs. The firm also engages in options, bonds, and securities trading. Precious metals trading is pending. |
| 7 | Security Pacific Corp., Los Angeles<br>Security Pacific Brokers, Inc., Pasadena (E) | ‡ | ‡ | 10 | Feb. 1982 | Security Pacific Brokers, a disivion of the holding company, and which serves as the clearing agent for several other western banks' discount services, also offers: fixed-income securities; precious metals; mutual funds; options; and real estate investments. Additional services include: margin financing; automatic settlement; safekeeping of securities; and home brokerage where customers can buy, sell and access market information through personal computers. |
| 43 | Union Bancorp., Los Angeles<br>Market Investment Services Corp., Los Angeles (D) | 10 | 40 | 10 | Oct. 1983 | Customers may trade more than stocks with Market Investment Services, a subsidiary of the holding company, but the services were not specified. |
| 2 | BankAmerica Corp., San Francisco<br>Charles Schwab & Co., San Francisco (E) | 5 | 90 | 5 | Jan. 1983 | Acquired by BankAmerica Corp. in Jan. 1983, Charles Schwab & Co. offers self-directed IRAs and margin accounts. Additional trading activities include bonds, equities, government securities, and options. The firm offers self-directed IRAs and margin accounts. |
| 53† | California First Bank, San Francisco<br>California First Discount Brokerage, San Francisco (B) | 5 | 30 | N.A. | Mar. 1983 | California First Brokerage also trades in municipal and corporate bonds, Treasury issues, stock options, commercial paper and bankers' acceptances. |
| 15 | Crocker National Corp., San Francisco<br>Crocker Brokerage Services, San Francisco (B) | N.A. | N.A. | N.A. | June 1983 | Crocker Brokerage Service, a division of the bank, also offers trading in options, bonds, and government securities. |
| 13 | Wells Fargo & Co., San Francisco<br>Wells Fargo Brokerage Service Account (B) | N.A. | N.A. | N.A. | May 1983 | Customers may trade more than stocks with Wells Fargo Brokerage, a division of the bank, but the services were not specified. |
| | COLORADO | | | | | |
| 87 | United Banks of Colorado, Inc., Denver<br>Westnet Brokerage Service, San Francisco (B) | N.A. | N.A. | N.A. | May 1983 | Westnet, a joint venture with several western holding companies, allows United Banks to offer margin accounts and short sales. The firm also trades in options and index options. |
| | CONNECTICUT | | | | | |
| 168 | Northeast Bancorp., Stamford, Conn.<br>Union Trust Investor Services, Stamford (F) | 15 | 75 | 10 | Dec. 1982 | Union Trust Investor, a division of the bank, only offers stock trading. |
| 189 | Colonial Bancorp., Waterbury, Conn.*<br>Colonial Bank Discount Brokerage, Waterbury (E) | 15 | 80 | 5 | Sept. 1984 | Colonial Discount Brokerage, a division of the bank, offers self-directed IRAs and trades in bonds, options, and precious metal certificates. |
| | DELAWARE | | | | | |
| 156† | Wilminton Trust Co., Del.<br>Wilmington Brokerage Services, Del. (D)<br>Penn Group Discount Brokerage, Bala Cynwyd, Pa. (D) | N.A. | N.A. | N.A. | Oct. 1982 | Wilmington Brokerage, a subsidiary of the bank, offers self-directed IRAs and trades in options and index options, tax-exempt and GNMA unit investment trusts, and U.S. government securities. Penn Group operates as a division of Wilmington Brokerage and was acquired in May 1984. |
| | DISTRICT OF COLUMBIA | | | | | |
| 91 | American Security Corp., Washington, D.C.<br>American Security Investment Services, Washington, D.C (G) | N.A. | N.A. | N.A. | Aug. 1983 | American Security Investment, a division of the bank, offers self-directed IRAs and estate valuation, and trades in government, corporate, and municipal bonds, options, precious metals, and mutual funds. |
| | FLORIDA | | | | | |
| 101 | Atlantic Bancorp., Jacksonville, Fla.<br>Atlantic Discount Brokerage Service, Jacksonville (B) | 30 | 65 | 5 | Nov. 1982 | Atlantic Discount Brokerage, a division of the bank, offers margin lending and trades in corporate bonds and options. |
| 29 | Barnett Banks of Florida, Inc., Jacksonville<br>Barnett Brokerage Service, Inc., Jacksonville (I) | 20 | 60 | 20 | Dec. 1982 | Barnett Brokerage Service, a subsidiary of the holding company, also allows customers to trade in options, mutual funds, unit investment trusts, government securities and corporate bonds. |
| 181 | Pan American Banks, Inc., Miami, Fla.<br>Pan American Brokerage Service, Miami (E) | 30 | 50 | 20 | Mar. 1983 | Pan American Brokerage, a division of the bank, only trades in stocks. |
| 37 | Sun Banks, Inc., Orlando, Fla.<br>Sun Investor Services, Orlando (G) | 10 | 80 | 10 | June 1984 | Sun Investors, a division of the bank, offers margin accounts, and trades in corporate bonds and options. |

* — The American Banker surveyed the top 250 bank holding companies and independent banks. The companies listed are those which indicated they do offer discount brokerage services.; † — Rank among commercial banks.; ‡ — Security Pacific indicated that 90% of its customers came from full service and discount brokers.; (A) — Security Pacific Brokers, Inc., Pasadena, Calif.; (B) — Pershing & Co. — A division of Donaldson, Lufkin, and Jenrette, New York; (C) — Stephen's Inc., Little Rock, Ark.; (D) — National Financial Services Corp., Boston — A subidiary of Fidelity Brokerage Services, Inc., Boston; (E) — Clears its own trades. (F) — Dominick & Dominick, New York; (G) — BHC Securities, Inc., Philadelphia; (H) — Olde & Co., Inc., Detroit; (I) — Securities Settlement Corp., New York; (J) — Broadcort Capital Corp., New York; (K) — Wall Street Clearing Co., New York; (L) — Depositors Discount Brokerage Service, New York; (M) — Quick & Rielly Clearing Corp., New York; (N) — Ernst & Co., New York; (O) — NewBridge Securities, Inc., New York; (Q) — Cowen & Co., New York; (Q) — Raffensburger Hughes, Indianapolis.

# Respondents to the American Banker Survey of Bank Holding Companies Offering Discount Brokerage Services *

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| Asset Rank 12/31/84 | **Bank Holding Company** Name of Brokerage Service | Where Customers Come From(%) | | | Date Service Began | Notes |
|---|---|---|---|---|---|---|
| | | Full Service Broker | Discount Broker | Never Owned Stock | | |
| | **GEORGIA** | | | | | |
| 142 | Bank South Corp., Atlanta<br>Bank South Brokerage Service, Atanta (B) | N.A. | N.A. | N.A. | Nov. 1982 | Customers can trade more than stocks with Bank South Brokerage, a division of the bank, but the services were not specified. |
| 45 | Citizens & Southern Georgia Corp., Atlanta<br>First Southeastern Co., Atlanta (J) | 10 | 70 | 20 | Jan. 1984 | First Southeastern Co., with offices in Florida and Tennessee, was acquired by the holding company. The firm offers self-directed IRAs, cash management, and margin accounts and allows customers to trade in mutual funds, unit investment trusts, options, municipal and government securities, and precious metals. |
| 54 | First Atlanta Corp.<br>First Atlanta Discount Brokerage Service (K) | N.A. | N.A. | N.A. | Oct. 1982 | First Atlanta Brokerage, a division of the bank, offers self-directed IRAs and also trades in options, bonds, and CATs. |
| 62 | Trust Co. of Georgia, Atlanta<br>Trust Co. Discount Brokerage Services, Atlanta (B) | N.A. | N.A. | N.A. | Feb. 1984 | Trust Company Brokerage, a division of the bank, also engages in options and corporate bonds trading. |
| | **HAWAII** | | | | | |
| 97 | Bancorp. Hawaii, Honolulu<br>Bankoh Brokerage Service, Honolulu (B) | 12 | 23 | 17 | 1982 | Customers can trade more than stocks with Bankoh Brokerage, a division of the bank, but the services were not specified. |
| 124 | First Hawaiian, Inc., Honolulu<br>N.A. (A) | N.A. | N.A. | N.A. | June 1983 | Customers can trade more than stocks with First Hawaiian's service, but they were not specified. |

**Continued on Page 16**

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* — The American Banker surveyed the top 250 bank holding companies and independent banks. The companies listed are those which indicated they do offer discount brokerage services.; † — Rank among commercial banks.; (A) — Security Pacific Brokers, Inc., Pasadena, Calif.; (B) — Pershing & Co. — A division of Donaldson, Lufkin, and Jenrette, New York; (C) — Stephen's Inc., Little Rock, Ark.; (D) — National Financial Services Corp., Boston — A subidiary of Fidelity Brokerage Services, Inc., Boston; (E) — Clears its own trades. (F) — Dominick & Dominick, New York; (G) — BHC Securities, Inc., Philadelphia; (H) — Olde & Co., Inc., Detroit; (I) — Securities Settlement Corp., New York; (J) — Broadcort Capital Corp., New York; (K) — Wall Street Clearing Co., New York; (L) — Depositors Discount Brokerage Service, New York; (M) — Quick & Rielly Clearing Corp., New York; (N) — Ernst & Co., New York; (O) — NewBridge Securities, Inc., New York; (Q) — Cowen & Co., New York; (Q) — Raffensburger Hughes, Indianapolis.

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# Respondents to the American Banker Survey of Bank Holding Companies Offering Discount Brokerage Services *

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Continued from Page 7

| Asset Rank 12/31/84 | Bank Holding Company<br>Name of Brokerage Service | Where Customers Come From(%) | | | Date Service Began | Notes |
|---|---|---|---|---|---|---|
| | | Full Service Broker | Discount Broker | Never Owned Stock | | |
| | ILLINOIS | | | | | |
| 12 | Continental Illinois Corp., Chicago<br>Continental Brokerage Services, Chicago (D) | N.A. | N.A. | N.A. | July 1983 | Continental Brokerage, a division of the bank, offers IRA accounts and trading in options and T-bill and zero-coupon bonds. |
| 10 | First Chicago Corp.<br>First Investment Services, Chicago (B) | 40 | 50 | 10 | Jan. 1983 | Customers may trade more than stocks with First Investment Services, a division of the bank, but the services were not specified. |
| 52 | Northern Trust Corp., Chicago<br>Northern Trust Brokerage, Inc., Chicago (B,G) | N.A. | N.A. | N.A. | Apr. 1984 | Northern Trust Brokerage, formerlly Jerome Hickey Associates, Inc., is a subsidiary of the holding company, and trades in bonds, options, mutual funds and tax advantaged investments. |
| 157 | Midwest Financial Group, Inc., Peoria, Ill.<br>Midwest Financial Group Brokerage Service, Peoria (D) | 10 | 80 | 10 | July 1983 | Midwest Financial Brokerage trades in options. corporate and zero-coupon bonds, and GNMAs. |
| | INDIANA | | | | | |
| 109 | Indiana National Corp., Indianapolis<br>N.A. (G) | 10 | 85 | 5 | Nov. 1983 | Indiana National has a joint interest with BHC Securities, Inc., Philadelphia, and engages in all traditional brokerage firm trading, with the exception of tax shelters and commodities. |
| | KANSAS | | | | | |
| 198 | Fourth Financial Corp., Witchita, Kan.<br>N.A. (L) | 5 | 80 | 15 | Feb. 1983 | Fourth Financial's service offers self-directed IRAs and margin accounts and trades in options and federated mutual funds. |
| | KENTUCKY | | | | | |
| 104 | First Kentucky National Corp., Louisville<br>First National Brokerage, Louisville (D) | 5 | 94 | 1 | Sept. 1983 | First National Brokerage, a division of the bank, offers margin accounts and trade in: index options — market index (5); industry index (2); CBOE (2); and value line index; Stock options — covered, uncovered, spreads, and straddles; zero-coupon, municipal, government, and corporate bonds; unit investment trusts. Precious metal trading is forthcoming. |
| 183 | Liberty United Corp., Louisville, Ky.<br>Liberty Brokerage Services, Louisville (B) | 1 | 74 | 25 | Apr. 1983 | Liberty Brokerage, a division of the bank, offers Alliance money market funds for self-directed IRAs and trades in options and corporate bonds. |
| | MARYLAND | | | | | |
| 90 | First Maryland Bancorp., Baltimore<br>First Discount Brokerage, Baltimore (D) | N.A. | N.A. | N.A. | June 1983 | First Discount Brokerage, a division of the bank, also trades precious metals. |
| 51 | Maryland National Corp., Baltimore<br>Maryland Nat'l Bank Brokerage Alternative, Baltimore (D) | 10 | 85 | 5 | June 1983 | Maryland National Brokerage, a division of the bank, offers self-directed IRAs with mutual funds and trades in corporate bonds and listed stock options. |
| | MASSACHUSETTS | | | | | |
| 16 | Bank of Boston Corp.<br>Bank of Boston Brokerage Service (D) | N.A. | N.A. | N.A. | Oct. 1984 | Bank of Boston Brokerage, a division of the bank, other trade activities are: CATs; STRIPs; options; corporate securities and debt; and municipal bonds. Margin accounts are also available to customers. |
| 58 | Bank of New England Corp., Boston<br>Bank of New England Discount Brokerage, Boston (D) | N.A. | N.A. | N.A. | Nov. 1983 | Bank of New England Discount, a division of the bank, also trades in options, Treasuries, and government issues. |
| | MICHIGAN | | | | | |
| 35 | Comerica, Inc., Detroit<br>Comerica Brokerage Service, Detroit (D) | 50 | 35 | 15 | Nov. 1982 | Comerica Brokerage, a division of the bank, offers self-directed IRAs and also trades in precious metals, and equity and index options. |
| 94 | Old Kent Financial Corp., Grand Rapids, Mich.<br>Old Kent Discount Brokerage, Grand Rapids (D) | N.A. | N.A. | N.A. | May 1983 | Customers can trade more than stocks with Old Kent Brokerage, a division of the bank, but the services were not specified. |
| 85 | First of America Bank Corp., Kalamazoo, Mich.<br>First of America Brokerage Service Center, Kalamazoo (B) | 10 | 20 | 1 | Mar. 1984 | First of America Brokerage, a division of the bank, also trades in bonds, Treasuries, and options. |
| | MINNESOTA | | | | | |
| 14 | First Bank System, Inc., Minneapolis<br>FBS Brokerage Services, Inc., Minneapolis | N.A. | N.A. | N.A. | Nov. 1984 | FBS, a subisidiary of the holding company, began operations in late 1984. Product and customer data cannot be tabulated. |
| 20 | Norwest Corp., Minneapolis<br>Norwest Brokerage Services, Inc. Minneapolis (G) | N.A. | N.A. | N.A. | Oct. 1983 | Norwest Brokerage, a subsidiary of the holding company, also engages in corporate bonds and options trading. |
| 190 | Bremer Financial Corp., St. Cloud, Minn.<br>N.A. (H) | 20 | 75 | 5 | Feb. 1984 | First National's service, a division of the bank, trades in options, market futures, government and agency issues, and municipal bonds. |
| | MISSISSIPPI | | | | | |
| 174 | First Capital Corp., Jackson, Miss.<br>N.A. (L) | 10 | 20 | 70 | N.A. | First Capital's brokerage service only trades in stocks. |
| | MISSOURI | | | | | |
| 82 | Commerce Bancshares, Inc., Kansas City, Mo.<br>Commerce Bank Discount Brokerage Service, Kansas City (D) | 10 | 80 | 10 | Apr. 1983 | Customers can trade more than stocks with Commerce Bank Brokerage, a division of the bank, but the services were not specified. |
| 120 | Utd. Missouri Bancshs., Inc., Kansas City, Mo.<br>United Missouri Brokerage Services, Kansas City, Mo. (D) | 5 | 80 | 15 | Sept. 1985 | United Missouri Brokerage offers margin accounts, quotes, security transfers and exchanges, and self-directed IRAs and trades in options and corporate bonds. |
| 75 | Centerre Bancorp., St. Louis, Mo.<br>Investors Network, St. Louis (B) | 20 | 50 | 30 | June 1983 | Investors Network, a division of the bank, also trades in precious metals, governments, agencies and municipal issues, corporate bonds and options. |
| 65 | Mercantile Bancorp., Inc., St. Louis, Mo.<br>N.A. (G) | 3 | 5 | 10 | Oct. 1983 | Mercantile has an equity interest with BHC Securities, Inc., Philadelphia, and while offering more than stock trading, the services were not specified. |

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# Respondents to the American Banker Survey of Bank Holding Companies Offering Discount Brokerage Services *

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**Continued from Page 16**

| Asset Rank 12/31/84 | **Bank Holding Company** Name of Brokerage Service | Where Customers Come From(%) | | | | |
|---|---|---|---|---|---|---|
| | | Full Service Broker | Discount Broker | Never Owned Stock | Date Service Began | Notes |
| | NEW JERSEY | | | | | |
| 53 | Midlantic Banks, Inc., Newark<br>N.A. (G) | N.A. | N.A. | N.A. | N.A. | Midlantic Banks has an equity interest with BHC Securities, Inc., Philadelphia, and offers customers precious metals and options trading. |
| 163 | Heritage Bancorp., Jamesburg, N.J.<br>Liss, Tenner, & Goldberg, Clifton, N.J. (I) | N.A. | N.A. | N.A. | Oct. 1983 | Liss, Tenner, & Goldberg, a joint venture operation, also does bond trading. |
| 32 | First National State Bancorp., Newark, N.J.<br>First Fidelity Brokers, Inc., Newark (M) | N.A. | N.A. | N.A. | June 1983 | First Fidelity Brokers, a subsidiary of the holding company, offers self-directed IRA/Keoghs and trades in options, bonds, index options, and zero-coupons. |
| 93 | United Jersey Banks, Princeton, N.J.<br>Richard Blackman & Co., Inc., Paramus (N) | N.A. | N.A. | N.A. | July 1983 | Richard Blackman, a subsidiary of the holding company has additional offices in Princeton and West Caldwell, both New Jersey. The firm only engages in stock trading. |
| 186 | Summit Bancorp., N.J.<br>N.A. (K) | 15 | 75 | 10 | Aug. 1982 | Summit Bancorp's Brokerage service, a joint venture, allows customers to engage in more than stock trading, but the services were not specified. |
| 180 | New Jersey National Corp., Trenton, N.J.<br>DirecTrade, Pennington, N.J. (D) | 2 | 5 | N.A. | Nov. 1982 | Customers can trade more than stocks with DirecTrade, a division of the bank, but the services were not specified. |
| | NEW MEXICO | | | | | |
| 160 | Sunwest Finc'l Services, Inc.,<br>Albuquerque, N.M.<br>Sunwest Bank Brokerage Services, Albuquerque (D) | N.A. | N.A. | N.A. | May 1983 | Sunwest Bank Brokerage, a division of the bank, also engages in listed options trading. |
| | NEW YORK | | | | | |
| 69 | Key Banks, Inc., Albany, N.Y.<br>Key Brokerage Co., Albany (D) | 5 | 39 | 50 | Nov. 1982 | Key Brokerage, a subsidiary of the holding company, trades in options, 12B-1 funds (daily money market, government, and tax-free funds), and various government and agency issues. |
| 153 | First Empire State Corp., Buffalo, N.Y.<br>M&T Discount Brokerage Services, Buffalo (D) | 15 | 80 | 5 | Nov. 1983 | M&T Discount Brokerage, a division of the bank, also engages in equity and index options and corporate bonds trading. |
| 17 | Marine Midland Banks, Inc., Buffalo, N.Y.<br>Marine Midland Brokerage Service Buffalo (B) | N.A. | N.A. | N.A. | Mar. 1983 | Customers may trade more than stocks with Marine Midland Brokerage, a division of the bank, but the services were not specified. |
| 184 | North American Bancorp., Inc.,<br>Garden City, N.Y.<br>Long Island Trust Discount Brokerage Service - '1984, Garden City (B) | 10 | 30 | 60 | Apr. 1983 | Long Island Trsut Discount Brokerage, a joint venture arrangement, also engages in options trading. |
| | NEW YORK (cont.) | | | | | |
| 9 | Bankers Trust New York Corp.<br>Wall Street Account, New York (L) | 10 | 90 | 0 | June 1983 | The Wall Street Account, a division of the bank, also allows customers to trade in: options; zero-coupon, corporate, and municipal bonds; and Treasury securities. Additional services are: safekeeping, where Bankers Trust assumes responsibility for safekeeping of customer's securities; margin accounts for trading as well as general purpose loans; and cash management services allowing a choice of investing in Bankers Trust money market deposit account or tax exempt money market fund. |
| 3 | Chase Manhattan Corp., New York<br>Rose & Co. Investment Brokers, Inc.,<br>Chicago (E) | N.A. | N.A. | N.A. | Aug. 1983 | Rose & Co. was established in Jan. 1972 and acquired by the holding company in 1983. With branches in 7 cities, other services include: corporate, municipal, and zero-coupon bonds; options; government securities; tax-exempt bond funds; trading in commercial paper and bankers' acceptances; pays interest on credit balances held, pending reinvestment; complete custody service for securities; comprehensive statements which include position, open orders, money balance, portfolio valuation and estimated yield; on-line electronic account information; securities protection up $500,000 from SIPC and additional insurance up to $5 million upon request. |
| 6 | Chemical New York Corp.<br>Brown & Co. Securities Corp., Boston (E) | N.A. | N.A. | N.A. | Apr. 1984 | With offices in 3 cities, Brown & Co. was acquired by the holding company and merged into the Chemical Investor Services, an in-house division. The service offers options, put options, margin accounts, and traditional equity and bond transaction services. |
| 1 | Citicorp, New York<br>Citicorp Brokerage, New York (O) | N.A. | N.A. | N.A. | June 1983 | A division of Citicorp Financial Services, Inc., Citicorp Brokerage offers customers services beyond stock trading, but they were not specified. |
| 48 | European American Bancorp., New York<br>EAB Discount Brokerage Services, New York (D) | N.A. | N.A. | N.A. | Dec. 1983 | EAB Discount Brokerage, a division of the bank, also trades in corporate bonds and covered options. |
| 23 | Irving Bank Corp., New York<br>Personal Brokerage Service, Scarsdale,<br>N.Y. (D) | 1 | 94 | 5 | Oct. 1983 | Personal Brokerage, which processes trades for Scarsdale National Bank and 11 other Irving Bank Corp. subsidiaries, offers self-directed IRAs and also trades zero-coupon, municipal, and corporate bonds, GNMAs, and options. |
| 4 | Manufacturers Hanover Corp., New York<br>Manufacturers Hanover Brokerage Services, New York (B) | N.A. | N.A. | N.A. | Mar. 1984 | Manufacturers Hanover Brokerage, a division of the bank, also trades corporate bonds, options, and equities. |
| | NORTH CAROLINA | | | | | |
| 50 | First Union Corp., Charlotte, N.C.<br>Salem Securities, Inc., Charlotte (P) | 10 | 75 | 15 | Dec. 1982 | Salem Securities and Dis-Com Securities are both subisidiaries of the holding company. Salem allows customers to trade in listed options, municipal bond trusts, and corporate bonds. Dis-Com, in addition to these, trades in mutual funds. |
| | Dis-Com Securities, Inc., Hallandale, Fla. (P) | 20 | 79 | 1 | Dec. 1983 | |
| 25 | NCNB Corp., Charlotte, N.C.<br>NCNB Brokerage Services, Charlotte, N.C. (D) | 35 | 55 | 10 | Nov. 1982 | Customers may trade more than stocks with NCNB Brokerage, a division of the bank, but the services were not specified. |
| 42 | Wachovia Corp., Winston-Salem, N.C.<br>Wachovia Brokerage Service Winston-Salem (E) | 10 | 90 | 0 | Oct. 1983 | Customers can trade more than stocks with Wachovia Brokerage, a division of the bank, but the services were not specified. |

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|---|---|---|---|---|---|---|
| | | Full Service Broker | Discount Broker | Never Owned Stock | | |
| | **OHIO** | | | | | |
| 169 | First Bancorp. of Ohio, Akron<br>FBOH Investors, Akron (D) | 25 | 50 | 25 | July 1984 | FBOH Investors, a joint venture firm, offers self-directed IRA/Keoghs and trades in options and corporate bonds. |
| 143 | Fifth Third Bancorp., Cincinnati<br>Fifth Third Investors Services Dept., Cincinnati (G) | 10 | 90 | 0 | 1981 | Fifth Third Investors, a division of the bank, offers more than stock trading, but the services were not specified. |
| 115 | Centran Corp., Cleveland<br>Central Bank Brokerage Service, Cleveland (B) | 2 | 95 | 3 | 1983 | Central Bank Brokerage, a division of the bank, also trades in options and listed bonds. |
| 31 | National City Corp., Cleveland<br>Bankers Investor Services, Columbus, Ohio (G) | N.A. | N.A. | N.A. | 1983 | Bankers Investor Services, a division of the bank, offers self-directed IRAs and option trading. |
| 148 | Toledo Trustcorp., Inc.<br>Securitrade, Boston (E) | 15 | 75 | 10 | June 1983 | Securitrade, a joint venture firm, only offers stock trading. |
| | **OKLAHOMA** | | | | | |
| 116 | BancOklahoma Corp., Tulsa<br>MPACT Brokers, Austin, Tex. (D) | 5 | 75 | 20 | July 1984 | MPACT Brokers, a joint venture with MCorp, Dallas, allows BancOklhoma customers to trade in options. |
| | **OREGON** | | | | | |
| 49 | U.S. Bancorp., Portland, Ore.<br>U.S. Brokerage Services, Portland (G) | N.A. | N.A. | N.A. | Feb. 1983 | Customers can trade more than stocks with U.S. Brokerage, a division of the bank, but the services were not specified. |
| | **PENNSYLVANIA** | | | | | |
| 144 | Merchants Bancorp., Inc., Allentown, Pa.<br>Investors Access, New York (E) | N.A. | N.A. | N.A. | Nov. 1983 | Investors Access, a joint venture firm, offers self-directed IRAs and margin accounts and trades in options and bonds. |
| 149 | Dauphin Deposit Corp., Harrisburg, Pa.<br>Wilminton Brokerage Services Co., Del. (D) | 0 | 90 | 10 | Dec. 1984 | Dauphin Customers can trade in options, debentures, mutual funds, municipal and corpoarate bonds and U.S. government and agency securities. |
| 34 | CoreStates Financial Corp., Philadelphia<br>PNB Discount Brokerage Service, Philadelphia (D) | N.A. | N.A. | N.A. | Mar. 1983 | PNB Discount Brokerage, a division of the Philadelphia National Bank, also trades in corporate and convertible bonds and listed options. |
| 74 | First Pennsylvania Corp., Philadelphia<br>First Pennsylvania Bank Discount Brokerage Service, Philadelphia (D) | 45 | 50 | 5 | Dec. 1982 | First Pennsylvania Brokerage, a division of the bank, also trades in bonds, options, and Treasuries. |
| 11 | Mellon Bank Corp., Pittsburgh<br>Institutional Network Corp., New York (I) | N.A. | N.A. | N.A. | June 1983 | Institutional Network's , a division of the bank, other trading activities include corporate bonds and mutual funds. The firm plans to engage in option trading in the near future. Self-directed IRAs and margin accounts are also offered by the firm. |
| 187 | Northeastern Bancorp., Inc., Scranton, Pa.<br>N.A. (G) | 10 | 20 | 70 | Jan. 1983 | Northeastern's brokerage service offers self-directed IRAs. |
| | **RHODE ISLAND** | | | | | |
| 68 | Fleet Financial Group, Inc. Providence, R.I.<br>Fleet Brokerage Services, Providence (D) | N.A. | N.A. | N.A. | June 1983 | Fleet Brokerage, a division of the bank, also trades in U.S. Treasury and agency bonds, municipal bonds, unit investment bonds, and mutual funds. |
| | **SOUTH CAROLINA** | | | | | |
| 140 | Citizens & Southern Corp., Columbia, S.C.<br>C&S Discount Brokerage Services, Columbia (D) | 5 | 80 | 15 | Oct. 1982 | Customers can trade more than stocks with C&S Discount Brokerage, a division of the bank, but the services were not specified. |
| | **TENNESSEE** | | | | | |
| 86 | Third National Corp., Nashville, Tenn.<br>N.A. (D) | 10 | 80 | 10 | Nov. 1983 | Through NFSC, Third National is able to offer customers trading in options, mutual funds, and money market funds. |
| | **TEXAS** | | | | | |
| 164 | BancTexas Group, Inc., Dallas<br>BancTexas Securities, Dallas (A) | 20 | 55 | 25 | Apr. 1983 | BancTexas Securities, a division of the bank, offers self-directed IRAs and margin accounts and trades in options, precious metals, and corporate bonds. |
| 18 | InterFirst Corp., Dallas<br>InterFirst Brokerage Service, Dallas (D) | 30 | 40 | 30 | May 1983 | InterFirst Brokerage, a division of the bank, also trades in stock and index options, corporate, municipal, zero-coupon, CAT, and TIGR bonds, unit investment trusts, and listed mutual funds. Services include self-directed IRA and Keogh accounts. |
| 22 | MCorp, Dallas<br>MPACT Brokers, Inc., Austin, Tex. (D) | N.A. | N.A. | N.A. | Dec. 1982 | MPACT Brokers is currently a subsidiary of MBank, Austin, but plans are for ownership to be transferred by yearend to the holding company. The firm does engage in precious metal certificates trading. |
| 19 | RepublicBank Corp., Dallas<br>Discount Brokerage Services, Dallas (E) | N.A. | N.A. | N.A. | Sept. 1983 | Discount Brokerage, a division of the bank, offers the additional services of safekeeping, margin accounts, and self-directed IRAs. Other trading activities include options and investment trusts. |
| 63 | Texas American Bankshares, Inc., Ft. Worth<br>TA Brokerage, Ft. Worth (G) | 20 | 70 | 10 | July 1983 | TA Brokerage, a division of the bank, offers slef-directed IRAs as well as option, fixed-income, and mutual funds trading. |
| 24 | First City Bancorp. of Texas, Inc., Houston<br>First City Brokerage Services, Houston (D) | N.A. | N.A. | N.A. | Sept. 1983 | Customers may trade more than stocks with First City Brokerage, a division of the bank, but the services were not specified. |
| 21 | Texas Commerce Bankshares, Inc., Houston<br>TC Brokerage Services, Houston (D) | N.A. | N.A. | N.A. | June 1984 | In addition to stock trading, Texas Commerce Brokerage, a subsidiary of the holding company, offers options, self-directed IRAs, three mutual funds (as an IRA option), and margin accounts. |

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| Asset Rank 12/31/84 | Bank Holding Company Name of Brokerage Service | Where Customers Come From(%) | | | Date Service Began | Notes |
|---|---|---|---|---|---|---|
| | | Full Service Broker | Discount Broker | Never Owned Stock | | |
| | [illegible] | | | | | |
| 44 | Sovran Financial Corp., Norfolk, Va.<br>Investor Services, Norfolk (B) | 35 | 50 | 15 | Jan. 1983 | Investor Services, a division of the bank, allows customers to trade in bonds, precious metals, government securities, money market securities, options, mutual funds, and unit trusts. |
| 89 | Bank of Virginia Co., Richmond<br>Bank of Virginia Discount Brokerage, Richmond (L) | 10 | 80 | 10 | Feb. 1983 | Bank of Virginia Brokerage, a division of the bank, offers margin accounts as well as trading in options, bonds, municipal bonds, no-load mutual funds, and precious metals. |
| | WASHINGTON | | | | | |
| 47 | Rainier Bancorp., Seattle<br>Rainier Brokerage Services, Seattle (D) | 35 | 50 | 15 | Apr. 1983 | Rainier Brokerage, a division of the bank, also trades in equity and index options, Treasury issues, and corporate bonds. |
| | [illegible] | | | | | |
| 129 | Marine Corp., Milwaukee, Wis.<br>Marine Discount Brokerage, Milwaukee (D) | N.A. | N.A. | N.A. | June 1983 | Marine Discount Brokerage, a division of the bank, also trades in options, unit investment trusts, and mutual funds. |

* — The American Banker surveyed the top 250 bank holding companies and independent banks. The companies listed are those which indicated they do offer discount brokerage services.; † — Rank among commercial banks.; (A) — Security Pacific Brokers, Inc., Pasadena, Calif.; (B) — Pershing & Co. — A division of Donaldson, Lufkin, and Jenrette, New York; (C) — Stephen's Inc., Little Rock, Ark.; (D) — National Financial Services Corp., Boston — A subidiary of Fidelity Brokerage Services, Inc., Boston; (E) — Clears its own trades. (F) — Dominick & Dominick, New York; (G) — BHC Securities, Inc., Philadelphia; (H) — Olde & Co., Inc., Detroit; (I) — Securities Settlement Corp., New York; (J) — Broadcort Capital Corp., New York; (K) — Wall Street Clearing Co., New York; (L) — Depositors Discount Brokerage Service, New York; (M) — Quick & Rielly Clearing Corp., New York; (N) — Ernst & Co., New York; (O) — NewBridge Securities, Inc., New York; (Q) — Cowen & Co., New York; (Q) — Raffensburger Hughes, Indianapolis.

## Discount Brokerage Averages

| | Averages for | | | | | | |
|---|---|---|---|---|---|---|---|
| | | | | | | Operating for | |
| | All Respondents | All Respondents Excluding Schwab | Top 50 | Top 100 | Post 100 | Less than 1 Yr. | More Than 1 Yr. |
| Avg. No. of Accounts Opened | 11,653 | 7,764 | 31,208 | 20,245 | 1,834 | 5,820 | 12,937 |
| Avg. Dollar Amount/Trade | $7,569 | $7,569 | $8,256 | $7,823 | $6,640 | $6,209 | $7,501 |
| Avg. No. of Shares/Trade | 287 | 285 | 317 | 300 | 262 | 275 | 288 |
| Avg. No. of Trades/Month | 2,528 | 560 | 7,972 | 4,537 | 248 | 732 | 2,850 |
| Avg. Commission/Trade | $65.51 | $64.26 | $65.76 | $67.59 | $64.50 | $71.88 | $65.23 |
| Avg. Total Dollar Volume/Year | $229,613,184 | $50,863,680 | $789,758,935 | $425,915,412 | $19,761,503 | $54,504,822 | $256,526,676 |
| Avg. Total Commission/Year | $1,987,311 | $440,227 | $6,290,865 | $3,679,870 | $191,952 | $631,394 | $2,230,866 |
| % Commissions/Dollar Volume | 0.87 | 0.87 | 0.80 | 0.86 | 0.97 | 1.16 | 0.87 |

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Bank Discount Brokerage Services** survey that appears in today's edition? Over the last year we have incorporated many of your suggestions to provide more meaningful information. Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

(1.) How would you **change** the listing to make it more useful? What would you add?

(2.) What do you like **best** about this tabulation?

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(4.) **How** do you use this information in your work?

(5.) What **new** statistical survey would you like to see?

**Name (optional)**________________
**Title**________________
**Company**________________

Address________________
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## TODAY

**A DARLING RESPONSE:** In a rebuttal to Sanford Rose's editorial comment entitled "No Thank You, Darling," (Oct. 30, 1984) George Darling offers his thoughts on the subject of asset-liability management for the community banker.......................... 4

**BACK PAGE:** Executive remuneration for the two highest-paid officers at each of the top 50 bank holding companies increased an average of 9.6% in 1984......... 24

**Top 50 Banking Companies in Executive Pay**........................................ 10

**CHEMICAL REACTION:** Financier Carl Lindner triumphed over Chemical New York Corp. in the competition for the failed Home State Savings Bank of Cincinnati... 1

### THE REAGAN TAX PROPOSAL

**OVERVIEW:** Bank lobbyists can expect to generate little sympathy in the fierce debate to come over 'America's tax plan,' as President Reagan calls it................................. 1

**BANKS, INSURANCE, SECURITIES:** Large banks would be hurt by recommendations for a minimum tax, changes in foreign tax credit rules, and reductions in benefits associated with the purchase of tax-exempt bonds; small banks would be hit by the abandonment of "cash basis" accounting for tax purposes ... Life insurers will vigorously fight what they see as the 'slow death' of President Reagan's tax reform proposals ... For the moment, big brokerage houses are happy with what would be the lower capital gains rates and other investment incentives........... 2

**THRIFTS, CREDIT UNIONS:** The elimination of a key tax advantage to the savings and loan industry could be offset by the lowering of the maximum corporate income tax rate ... More than 2,000 of the nation's largest credit unions would face taxation for the first time under the administration's tax plan..................... 3

**IRAs, PENSIONS, REAL ESTATE:** Changes would curb contributions to 401(k) programs and increase the household limit on IRAs to $4,000 ... It will be less painful than Treasury's first proposal, but banks stand to lose a sizable amount of real estate lending business.................. 7

**Quote**

***Why should a bank teller pay a higher rate of taxes than the bank she works for?***

House Ways and Means Chairman Dan Rostenkowski, D-Ill. [1]

**Unquote**

# Reagan's Tax Reform Plan Faces Long, Hot Summer on Capitol Hill

**By BARTLETT NAYLOR**

WASHINGTON — The taxes banks and the rest of corporate America pay — and don't pay — promise to become the subject of fierce debate on Capitol Hill for the rest of the year following unveiling this week of what President Reagan calls "America's tax plan."

The present tax system is "unfair," "too complicated," and "impedes growth," according to the 461-page document that bears the President's signature.

To reform the system, the President proposed a plan that will eliminate many of the deductions enjoyed by businesses. A full 50 pages of the document explain how benefits enjoyed by the banking industry would be changed.

Treasury Secretary James Baker 3d acknowledged at a press conference Wednesday that the reform plan faces "the legislative process" and that amendments are inevitable. He contended that the administration is willing to accept changes but said that the net effect should be "revenue-neutral."

Tax Coverage Continues on Pages 2, 3

Before the reform plan reaches the House and Senate floors, it will face a summer of hearings before the Senate Finance Committee and the House Ways and Means Committee. The

➞ Taxes: Page 6

## At a Glance: the Reagan Tax Plan

Here is how President Reagan's tax proposal will affect financial services companies. Most of the proposed changes, if enacted into law, would take effect January 1986.

**COMMERCIAL BANKS:** Limits deductibility of additions to loan-loss reserves; disallows 100% of interest expense in carrying tax-exempt bonds; limits use of cash method of accounting; puts banks on par with other businesses in applying current losses to past or anticipated income; internationally, limits foreign tax credit to separate countries and revises taxation of foreign exchange gains and losses.

**THRIFTS:** Limits deductibility of additions to loan-loss reserves; puts thrifts on par with other businesses in applying current losses to past or anticipated income; eliminates tax advantages of taking over financially troubled thrifts; disallows 100% of interest expense in carrying tax-exempt bonds.

**INSURANCE COMPANIES:** Taxes cash buildup in individual life insurance policies and annuities; taxes limited amount of employer-provided health insurance benefits.

**SECURITIES FIRMS:** Encourages stock market investments by reducing the maximum tax rate on long-term capital gains to 17.5% from 20%; discourages investment in private-purpose municipal bonds by removing their tax-exempt status.

**CREDIT UNIONS:** Repeals tax exemption for the 20% of credit unions with gross assets of $5 million or more. Large credit unions would be subject to tax under the same rules that apply to other thrifts.

# Ohio Financier Wins Bidding For Home State

## Owner of Cincinnati Thrift Derails Chemical New York

**By BART FRAUST**

NEW YORK — Cincinnati financier Carl Lindner has derailed Chemical New York Corp.'s two-month attempt to enter Ohio through the acquisition of the failed Home State Savings Bank of Cincinnati.

At a press conference in Columbus on Wednesday, Robert McAlister, Ohio savings and loan commissioner, said that the state had accepted an offer to acquire Home State from Mr. Lindner's Hunter Savings Association of Cincinnati, instead of Chemical's offer.

Hunter Savings, which has about $500 million in assets, is a subsidiary of American Financial Corp., a Cincinnati holding company owned by Mr. Lindner, with interests also in insurance and convenience stores.

The purchase price was not disclosed at the press conference, but sources close to the Home State situation said the Hunter Savings offer was $5 million higher than Chemical's. Under the terms of a letter of intent signed in early April, Chemical agreed to pay a premium of $21 million.

Mr. McAlister said the Hunter Savings Association offer would require less state assistance than the Chemical offer. Chemical was not asked to match or top the Hunter Savings offer.

"Although we at Chemical Bank are disappointed at not being selected by the State of Ohio to acquire the business of Home State Savings Bank, we are pleased that we have been able to

➞ Home State: Page 8

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**Indianapolis: A Fairy Tale Success**

Indianapolis has been labelled the Midwestern "Cinderella City." In a survey of chief bank executives all over the United States, Indianapolis was expected to have "the most dramatic economic growth in the next decade" of any city in the midwest region. That's chosen from step-sister cities in all 11 states.

According to the research firm, it's "clearly a compliment." American Fletcher, Indiana's largest bank, calls it more than a compliment: it's deserved recognition. And it fits perfectly. We know Indianapolis will be living successfully ever after.

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## Ten Highest Paid Bank Executives

| Rank 1984 | Rank 1983 | | Remuneration * 1984 | 1983 |
|---|---|---|---|---|
| 1 | 2 | Lewis T. Preston<br>Ch of J.P. Morgan & Co.<br>& Morgan Guaranty Trust Co. | $1,018,125 | $895,456 |
| 2 | 1 | Walter B. Wriston<br>Ch of Citicorp (r) | 928,800 | 1,235,267 |
| 3 | 5 | R.J. Flamson<br>Ch, CEO of Security Pacific Corp. | 919,500 | 787,500 |
| 4 | 6 | J.J. Pinola<br>Ch, CEO of First Interstate Bancorp. | 904,985 | 780,693 |
| 5 | 3 | Willard C. Butcher<br>Ch, CEO of Chase Manhattan Corp. | 889,351 | 835,000 |
| 6 | 9 | Alfred Brittain 3d<br>Ch of Bankers Trust New York Corp.<br>& Bankers Trust Co. | 842,400 | 746,100 |
| 7 | 7 | John F. McGillicuddy<br>Ch, CEO of Manufacturers Hanover Corp.<br>& Manufacturers Hanover Trust Co. | 828,434 | 778,789 |
| 8 | 25 | Walter V. Shipley<br>Ch, CEO of Chemical New York Corp.<br>& Chemical Bank | 806,338 | 540,000 |
| 9 | 14 | Robert V. Lindsay<br>Pr of J.P. Morgan & Co.<br>& Morgan Guaranty Trust Co. | 775,750 | 674,120 |
| 10 | 18 | Carl Reichardt<br>Ch of Wells Fargo & Co. | 775,000 | 590,000 |

* — Includes total dollar amount of salary, bonus or incentive payments, profit sharing, and all other remuneration (such as insurance premiums, club membership fees, and tax service fees paid by the corporation for the executive), whether current or deferred, attributable to services in 1984. Excludes pension plan payments or accruals, stock options exercised and amounts expensed as compensation arising from stock appreciation rights.

Ch — Chairman of the Board; CEO — Chief Executive Officer; Pr — President; (r) — Retired during 1984.

# Pay for the No. 1 and No.

Continued from Back Page

and 15.1%, respectively.

Mr. Preston, as reported earlier, was the only banker to break the $1 million barrier in 1984.

Citicorp fell to the No. 2 spot after three years of paying its top two executives the most. Executive remuneration for the two highest-paid officers at the largest U.S. banking company fell 15.7% to $1,633,667. After becoming the first banker to cross the million-dollar remuneration threshold in 1983, retired chairman Walter B. Wriston's compensation fell 24.8% to $928,800. The new chairman, John S. Reed, had a slight increase of 0.2% to $704,867.

Citicorp had the highest-paid top two executives for five of the six years prior to 1984.

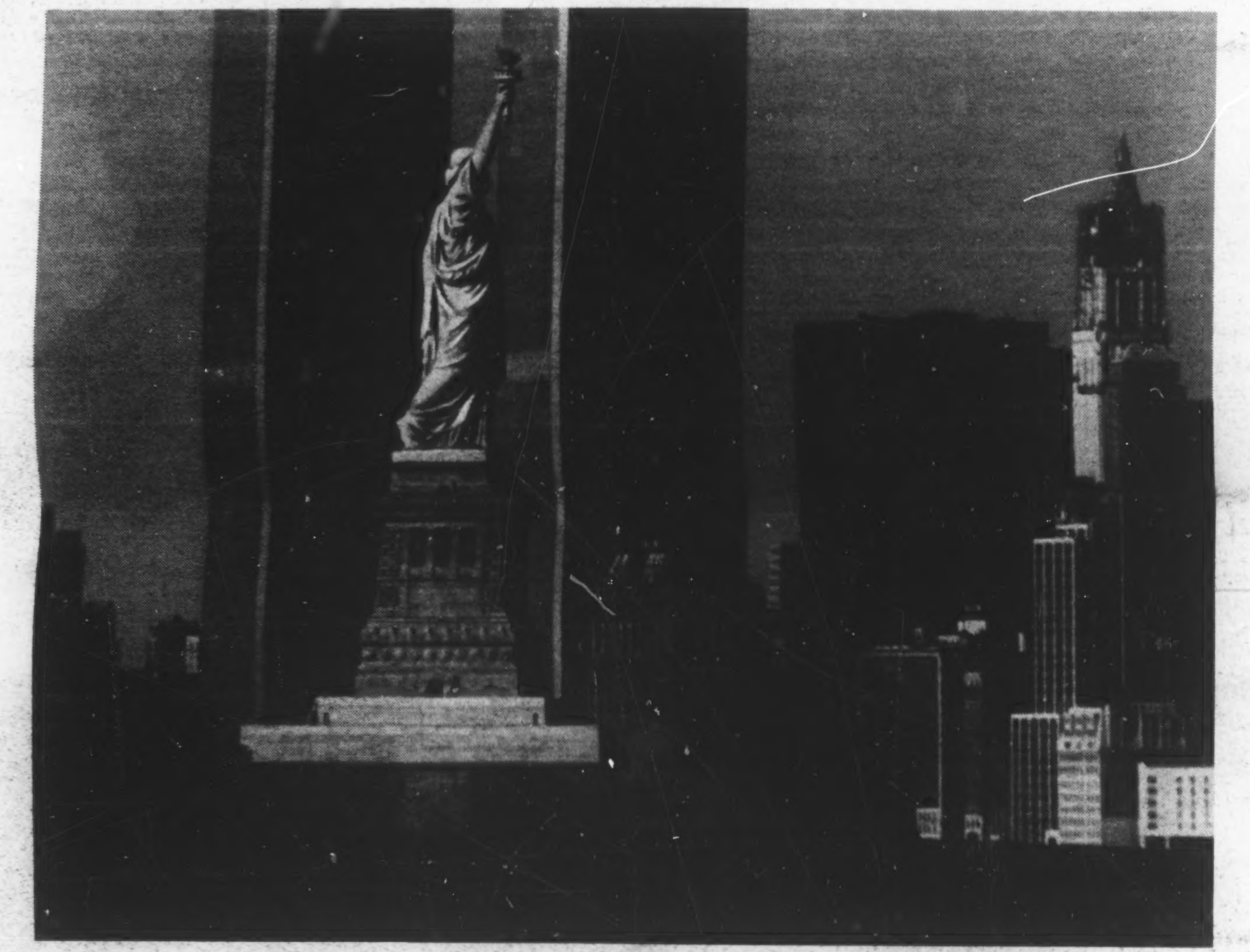
The Security Pacific Corp., Los Angeles, jumped four places to third this year. Compensation for its two top-paid executives increased 19.9% to $1,579,900 from the 1983 total of $1,317,200. Chairman and chief executive officer R.J. Flamson 3d had a 16.8% increase in compensation to $919,500. President and chief operating officer George F. Moody saw his compensation rise 24.7% to $660,400.

Net income was up 10.1% and assets 14.2% for the year at Security Pacific.

Dropping one spot to fourth was the Chase Manhattan Corp., New York. Total compensation for Chase's two top-paid executives increased 7% to $1,527,599 from the previous year's $1,428,313. Net income was off 5.5% at the money center banking company in 1984, while assets grew 6.1%.

Willard C. Butcher, chairman and chief executive of Chase Manhattan Bank, had a 6.5% increase in compensation to $889,351, while the president and chief operating officer of the bank, Thomas G. Labrecque, was up 7.6% to $638,248.

Advancing one place to fifth in 1984, Bankers Trust New York Corp.'s two highest-paid executives had a combined 9.8% compensation increase to



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Vice Chairman
Atlantic Bank of New York

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## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Executive Remuneration** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

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(5.) What **new** statistical survey would you like to see?

**Name (optional)**________________

**Title**________________

**Company**________________

**Address**________________

**Phone**________________

# 2 Men Rises 9.6% in 1984

$1,460,600. Bankers Trust enjoyed a good year, with increases in net income and assets of 19.4% and 13.0%, respectively.

Total remuneration of chairman Alfred C. Brittain 3d rose 12.9% to $842,400, and vice chairman Carl M. Mueller was up 5.8% to $618,200.

Other survey findings include:

- Sixty-three executives in today's listing were granted stock options in 1984. Twenty-six executives exercised options for a gain of $5 million.

- Mr. Brittain had the biggest gain (the difference between the acquisition price and the fair market price at the time of exercise of the options) with $816,825. R.J. Flamson had the second highest gain with $612,709, and Robert B. Strickland, chairman of the Trust Company of Georgia, Atlanta, was third with $545,998. ■

## Credit Union . . .

Continued from Page 3

the reserves of each credit union. "This automatically increases the potential federal government liability to guarantee the soundness of credit unions," he said. The trade association official added that to avoid taking from reserves, a credit union's other choices would be to shift the burden onto its members by raising interest rates on loans, decreasing dividends, or increasing fees for services.

Ken Robinson, executive vice president of the National Association of Federal Credit Unions, said it is wrong to tax some credit unions while others remain protected. "The latest proposal continues the traditional exemption from federal taxation for approximately 80% of credit unions. We are pleased that the merits for continuing the exemption are recognized. But some credit unions are larger than others because their fields of membership are broader and they have more members.

"The nature of credit unions, and their members, are basically the same whether numbered in the hundreds or thousands," stated Mr. Robinson. He called the tax plan neither "fair nor simplified," and said his association will work to preserve tax exemption of all credit unions. ■

## Banks . . .

Continued from Page 2

losses by having sufficient reserves."

- Removal of a current rule that enables a bank to deduct 80% of its interest expense incurred in purchasing or carrying tax-exempt obligations. William Hahn, senior vice president of Proctor Bank in Rutland, Vt., said he was concerned "this could impact the municipal bond market and what we're holding and what it could do to the valuation of it." Most bankers interviewed said that state and local governments that issue tax-exempt obligations would suffer the most under this proposal.

- Requiring many banks and other businesses now on a cash method of accounting for tax purposes to switch to the accrual method. This means that payments and tax liabilities are accounted for as the payments are recorded, whether or not the actual cash is in hand. This would affect mostly smaller banks still on the cash method.

Mr. Schwartz of the IBAA, whose members are mostly small and rural banks, contends that a required switch would make accounting more complex for many institutions, "and many are banks without in-house counsel and without in-house accounting."

- Elimination of special rules for the accounting of net operating losses. Commercial banks and thrifts now may carry net operating losses back to the 10 taxable years preceding the year of the loss, and forward to the succeeding five taxable years. The Administration says the current rules are too beneficial and the plan is to make them the same as those governing other taxpayers — carrying losses back three years and forward 15 years.

- Reforming international taxation rules, a potential blow to larger banks. One proposal would limit the amount of income tax paid to a foreign country which may be claimed as a foreign tax credit in any year. The limit would be the U.S. tax on income from that country. Says the ABA, "This would particularly penalize past transactions of U.S. corporations doing business overseas." Other recommendations include a plan to revise the taxation of foreign exchange gains and losses.

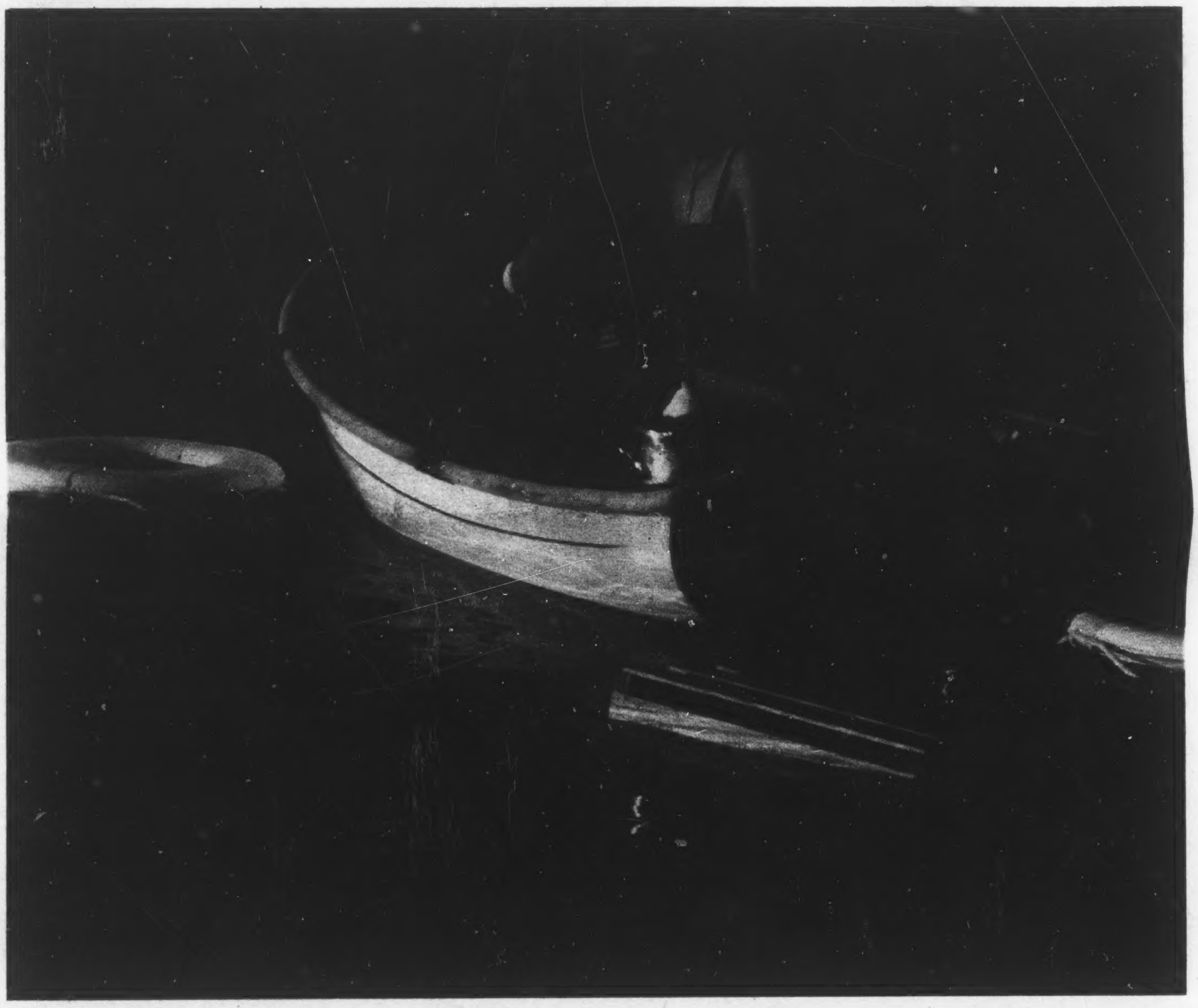
- Changes in interest deductions. One measure would permit deductions for mortgage interest only for principal residences. As for other personal interest, the deduction would be limited to $5,000 over the individual's investment income. A spokesman for the Consumer Bankers Association, which follows retail banking issues, said, "Generally speaking, we don't think the average consumer installment obligation is going to cost the taxpayer anywhere near $5,000 worth of interest in any one year. So this is not going to appreciably impact the typical small-ticket consumer installment obligation, such as your $5,000 or $10,000 loan for a car."

- Revising the corporate minimum tax to reduce the number of corporations paying little or no effective tax because of their use of existing tax preferences. This might affect large banks, which pay relatively low effective tax rates because of foreign tax credits and other preferences. Another aspect of the minimum tax calculation proposed by the President would deny a portion of the interest deduction of corporate borrowers. ABA tax counsel Charles W. Wheeler said Wednesday that this was a concern to bankers because of what it might mean for debt versus equity financing.

- Changes in trust taxation, such as revising grantor rules to eliminate the shifting of income to lower rate beneficiaries through trusts in which the grantor retains an interest. ■

## John Barry Takes Helm Of First Vermont Bank

**BRATTLEBORO, Vt. — John H. Barry has been elected president and chief executive officer of First Vermont Bank, principal subsidiary of First Vermont Financial Corp., a Brattleboro-based holding company, effective July 1.** ■



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# Top 50 Banking Companies in Executive Pay

## Based on 1984 Compensation

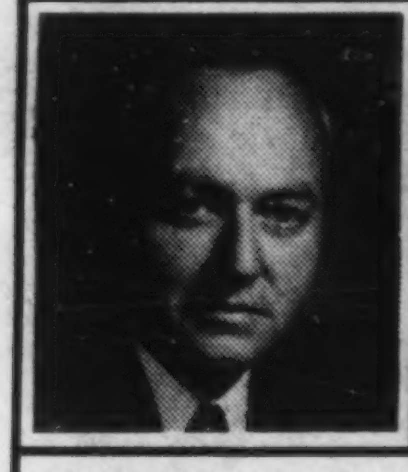
## To Top Two Executives

Compiled by American Banker Copyright 1985

### J.P. Morgan & Co., Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 1 | 2 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,793,875 | $537.6 | $64.1 |
| 1983 | $1,569,576 | $460.0 | $58.0 |
| Change | + 14.3% | + 16.9% | + 10.5% |



| Lewis T. Preston, 58<br>Ch of HC &<br>Morgan GuarantyTrust Co. | | Robert V. Lindsay, 59<br>Pr of HC and<br>the bank |
|---|---|---|
| $1,018,125 | 1984 | $775,750 |
| $895,456 | 1983 | $674,120 |
| + 13.7% | Change | + 15.1% |
| r,t | Notes | T,r,t |

### Citicorp

| Rank 1984 | Rank 1983 |
|---|---|
| 2 | 1 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,633,667 | $890.0 | $150.6 |
| 1983 | $1,938,420 | $860.0 | $134.7 |
| Change | – 15.7% | +.3.5% | + 11.8% |

| Walter B. Wriston, 65<br>Retired Ch of HC | | John S. Reed, 46<br>Ch of HC |
|---|---|---|
| $928,800 | 1984 | $704,867 |
| $1,235,267 | 1983 | $703,153 |
| – 24.8% | Change | + 0.2% |
| R,r | Notes | R,T,r,t |

### Security Pacific Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 3 | 7 |

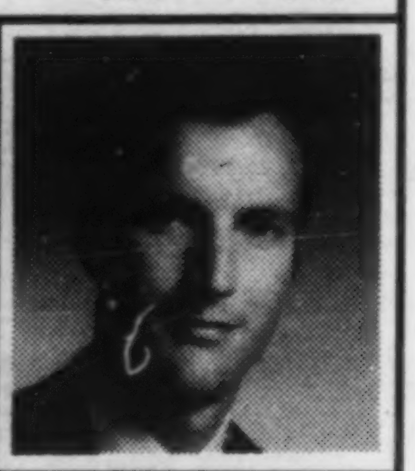
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,579,900 | $291.0 | $46.1 |
| 1983 | $1,317,200 | $264.3 | $40.4 |
| Change | + 19.9% | + 10.1% | + 14.2% |

| R. J. Flamson III, 55<br>Ch & CEO of HC and<br>Security Pacific National Bank | | George F. Moody, 54<br>Pr & COO of HC<br>and of the bank |
|---|---|---|
| $919,500 | 1984 | $660,400 |
| $787,500 | 1983 | $529,700 |
| + 16.8% | Change | + 24.7% |
| R,T,r,s,t | Notes | R,T,r,s,t |

### Chase Manhattan Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 4 | 3 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,527,599 | $405.8 | $86.9 |
| 1983 | $1,428,313 | $429.6 | $81.9 |
| Change | + 7.0% | – 5.5% | + 6.1% |

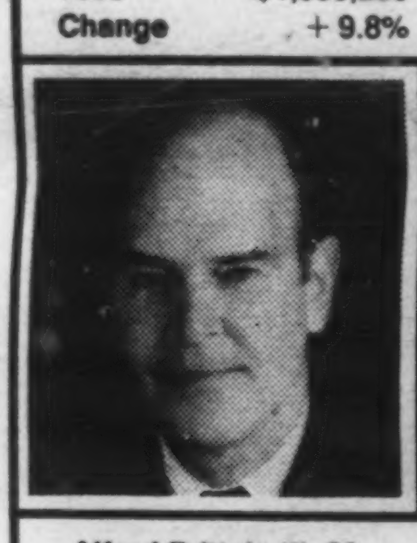


| Willard C. Butcher, 58<br>Ch & CEO of Chase<br>Manhattan Bank NA | | Thomas G. Labrecque,46<br>Pr & COO of the bank |
|---|---|---|
| $889,351 | 1984 | 638,248 |
| $835,000 | 1983 | 593,313 |
| + 6.5% | Change | + 7.6% |
| R | Notes | R |

### Bankers Trust New York Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 5 | 6 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,460,600 | $306.8 | $45.2 |
| 1983 | $1,330,200 | $256.9 | $40.0 |
| Change | + 9.8% | + 19.4% | + 13.0% |



| Alfred Brittain III, 62<br>Ch of HC and<br>Bankers Trust Co. | | Carl M. Mueller, 64<br>VC of HC and<br>the bank |
|---|---|---|
| $842,400 | 1984 | 618,200 |
| $746,100 | 1983 | 584,100 |
| + 12.9% | Change | + 5.8% |
| R,T,r | Notes | R,T,r |

### Chemical New York Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 6 | 4 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,433,541 | $340.8 | $52.2 |
| 1983 | $1,350,372 | $305.6 | $51.2 |
| Change | + 6.2% | + 11.5% | + 2.1% |

| Walter V. Shipley, 49<br>Ch & CEO of HC and<br>Chemical Bank | | Richard K. LeBlond, II, 64<br>VC of HC |
|---|---|---|
| $806,338 | 1984 | $627,203 |
| $540,000 | 1983 | -------- |
| + 49.3% | Change | ------ |

### Manufacturers Hanover Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 7 | 9 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,375,799 | $352.5 | $75.7 |
| 1983 | $1,283,924 | $337.0 | $64.3 |
| Change | + 7.2% | + 4.6% | + 17.7% |

| John F. McGillicuddy, 54<br>Ch & CEO of HC and<br>Manufacturers Han. Tr. Co. | | Harry Taylor, 58<br>Pr of HC and EVC of<br>the bank |
|---|---|---|
| $828,434 | 1984 | $547,365 |
| $778,789 | 1983 | $505,135 |
| + 6.4% | Change | + 8.4% |
| R,r | Notes | R,r |

| | John R. Torrell III, 45<br>EVC of HC and Pr<br>of the bank |
|---|---|
| 1984 | 547,365 |
| 1983 | 505,135 |
| Change | + 8.4% |
| Notes | R,r |

### First Interstate Bancorp.

| Rank 1984 | Rank 1983 |
|---|---|
| 8 | 10 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,358,010 | $276.3 | $45.5 |
| 1983 | $1,252,788 | $247.4 | $44.4 |
| Change | + 8.4% | + 11.7% | + 2.5% |

| J. J. Pinola, 59<br>Ch & CEO of HC | | George E. Rothell, 54<br>Pr of HC |
|---|---|---|
| $904,985 | 1984 | $453,025 |
| $780,693 | 1983 | -------- |
| + 15.9% | Change | ------- |
| R,T,r,s | Notes | R |

# Top 50 Banking Companies in Executive Pay

## Based on 1984 Compensation
## To Top Two Executives

Compiled by **American Banker** Copyright 1985

### Crocker National Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 9 | 55 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,326,077 | ($324.4) | $22.3 |
| 1983 | $632,767 | ($10.4) | $23.4 |
| Change | + 109.6% | ---- | - 4.7% |

| **Frank V. Cahouet, 52**<br>Ch & Pr of HC & Ch<br>of Crocker National Bank | | **Richard M. Rosenberg,54**<br>VC of HC and<br>the bank |
|---|---|---|
| $754,539 | **1984** | $607,538 |
| -------- | **1983** | -------- |
| ------ | **Change** | ------ |
| G,R | **Notes** | G |

### Wells Fargo & Co.

| Rank 1984 | Rank 1983 |
|---|---|
| 10 | 20 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,248,334 | $169.3 | $28.2 |
| 1983 | $930,000 | $154.9 | $27.0 |
| Change | + 34.2% | + 9.3% | + 4.3% |

| **Carl E. Reichart, 53**<br>Ch of HC | | **Paul Hazen, 43**<br>Pr of HC |
|---|---|---|
| $775,000 | **1984** | $473,334 |
| $590,000 | **1983** | ------- |
| + 31.4% | **Change** | ----- |
| R,T,t | **Notes** | R |

### Texas Commerce Bancshares

| Rank 1984 | Rank 1983 |
|---|---|
| 11 | 11 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,241,900 | $183.3 | $20.7 |
| 1983 | $1,146,800 | $177.0 | $19.5 |
| Change | + 8.3% | + 3.6% | + 6.3% |

| **Ben F. Love, 60**<br>Ch & CEO of HC | | **Charles C. Beall, Jr. 49**<br>VC of HC and<br>Ch Tex. Commerce Bk NA |
|---|---|---|
| $774,000 | **1984** | $467,900 |
| $713,300 | **1983** | $433,500 |
| + 8.5% | **Change** | + 7.9% |

### PNC Financial Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 12 | 18 |

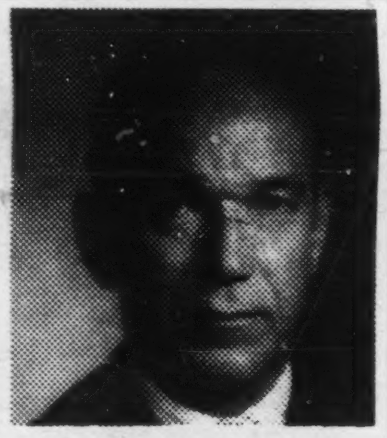
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,166,900 | $143.2 | $14.9 |
| 1983 | $977,386 | $117.0 | $12.2 |
| Change | + 19.4% | + 22.3% | + 21.4% |

| **Merle E. Gilliand, 63**<br>Ch & CEO of HC and<br>CEx of Pittsburgh Natl Bk | | **Roger S. Hillas, 57**<br>Pr of HC and<br>Ch & CEO of Provident Natl Bk |
|---|---|---|
| $685,702 | **1984** | $481,198 |
| $579,886 | **1983** | $397,500 |
| + 18.2% | **Change** | + 21.1 |
| R | **Notes** | R,r,t |

### Bank of New York Co., Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 13 | 14 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,141,887 | $107.5 | $15.2 |
| 1983 | $1,110,165 | $90.6 | $12.8 |
| Change | + 2.9% | + 18.7% | + 18.4% |

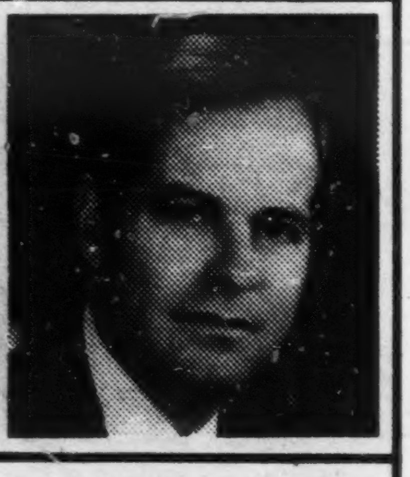


| **J. Carter Bacot, 52**<br>Ch & CEO of HC &<br>Bank of New York | | **Peter Herrick, 58**<br>Pr of HC and Pr & COO of<br>the bank |
|---|---|---|
| $679,958 | **1984** | $461,929 |
| $672,199 | **1983** | $437,966 |
| + 1.2% | **Change** | + 5.5% |
| R | | |
| R | **Notes** | |

### MCorp.

| Rank 1984 | Rank 1983 |
|---|---|
| 14 | 29 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,141,869 | $107.7 | $20.7 |
| 1983 | $846,101 | $100.4 | $11.9 |
| Change | + 35.0% | + 7.3% | + 74.2% |



| **Gene H. Bishop, 55**<br>Ch & CEO of HC | | **Karl T. Butz, Jr., 53**<br>VC of HC |
|---|---|---|
| $726,609 | **1984** | $415,260 |
| $475,613 | **1983** | $370,488 |
| + 52.8% | **Change** | + 12.1% |
| R,r | **Notes** | R,r |

### BankAmerica Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 15 | 13 |

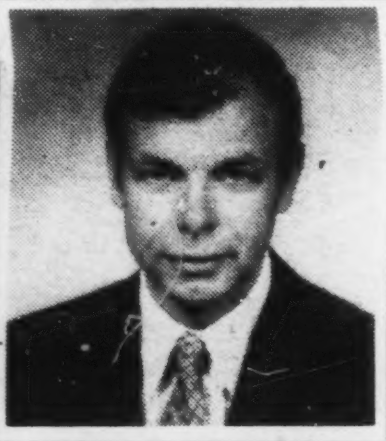
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,131,250 | $345.5 | $117.7 |
| 1983 | $1,131,250 | $390.5 | $121.2 |
| Change | 0.0% | - 11.5% | - 2.9% |

| **Samuel H. Armacost, 45**<br>Pr & CEO of HC and of<br>Bank of America NT&SA | | **Leland S. Prussia, 56**<br>Ch of HC and<br>the bank |
|---|---|---|
| $628,750 | **1984** | $502,500 |
| $628,750 | **1983** | $502,500 |
| 0.0% | **Change** | 0.0% |
| R,r | **Notes** | R,r |

### Irving Bank Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 16 | 5 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,121,500 | $98.1 | $19.0 |
| 1983 | $1,332,375 | $92.5 | $18.6 |
| Change | - 15.8% | + 6.1% | + 2.1% |

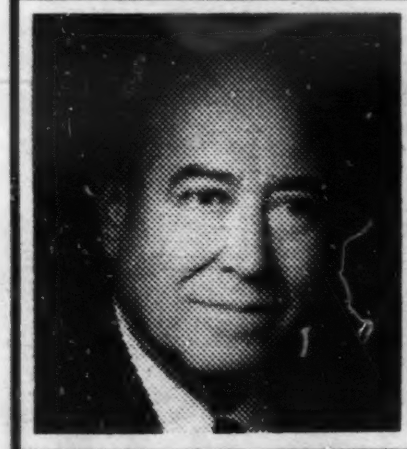


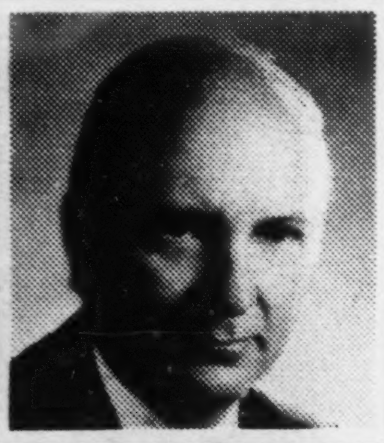
| **Joseph A. Rice, 60**<br>Ch & CEO of HC<br>and Irving Trust Co. | | **Samuel F. Chevalier, 50**<br>Pr of HC and<br>VC of the bank |
|---|---|---|
| $722,750 | **1984** | $398,750 |
| $571,125 | **1983** | -------- |
| + 26.5% | **Change** | ------ |

### RepublicBank Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 17 | 26 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,117,840 | $137.3 | $21.6 |
| 1983 | $872,550 | $130.2 | $19.1 |
| Change | + 28.1% | + 5.5% | + 13.2 |





| **James D. Berry, 63**<br>Ch & CEO of HC | | **Charles H. Pistor, 54**<br>CM, Ch & CEO<br>RepublicBank Dallas NA |
|---|---|---|
| $663,133 | **1984** | $454,707 |
| $509,250 | **1983** | $363,300 |
| + 30.2% | **Change** | + 25.2% |
| R | **Notes** | R |

# Top 50 Banking Companies in Executive Pay

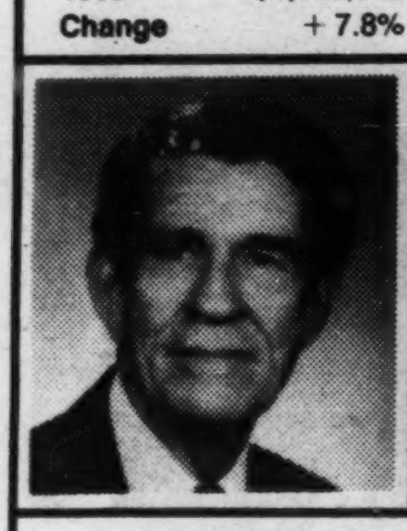
## Based on 1984 Compensation
## To Top Two Executives

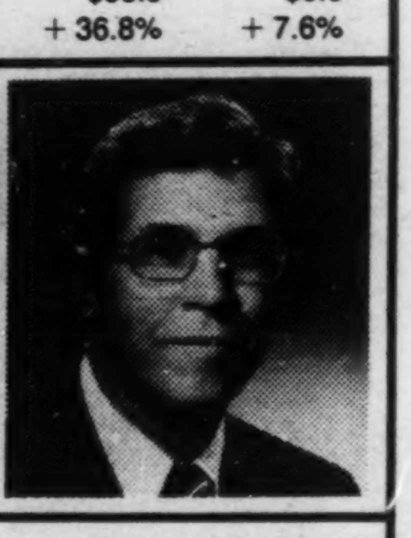
Compiled by American Banker Copyright 1985

### First Union Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 18 | 16 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,084,854 | $80.0 | $7.3 |
| 1983 | $1,006,662 | $58.5 | $6.8 |
| Change | + 7.8% | + 36.8% | + 7.6% |



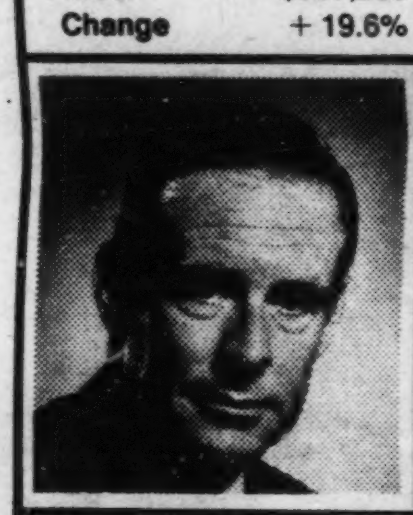


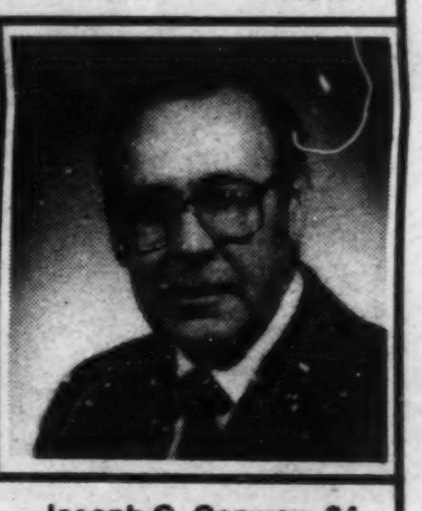
| C.C. Cameron, 65 | | Edward E. Crutchfield, Jr.,43 |
|---|---|---|
| Ch of HC | | Pr & CEO of HC |
| $579,119 | 1984 | $505,735 |
| $582,446 | 1983 | $424,216 |
| - 0.6% | Change | + 19.2% |
| T,r,t | Notes | R |

### NBD Bancorp., Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 19 | 23 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,070,474 | $94.5 | $14.2 |
| 1983 | $895,260 | $81.7 | $13.2 |
| Change | + 19.6% | + 15.7% | + 7.5% |



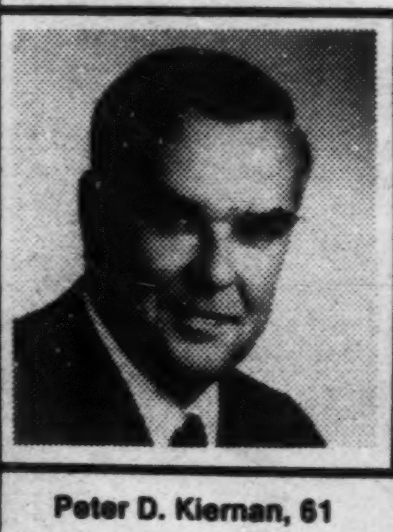


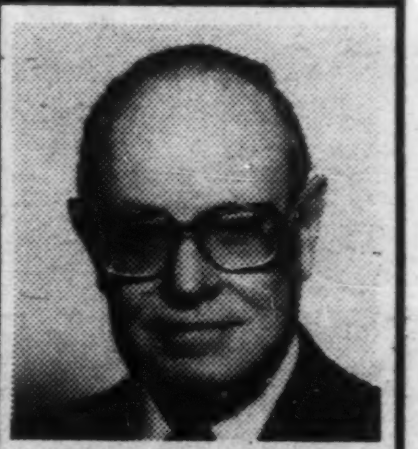
| Charles T. Fisher, III, 55 | | Joseph G. Conway, 64 |
|---|---|---|
| Ch & Pr of<br>Nat'l Bank of Detroit | | VC of HC |
| $658,790 | 1984 | $411,684 |
| $552,727 | 1983 | -------- |
| + 19.2% | Change | ---- |

### Norstar Bancorp Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 20 | 25 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,054,515 | $77.3 | $7.9 |
| 1983 | $873,437 | $58.3 | $5.4 |
| Change | + 20.7% | + 32.5% | + 47.8% |



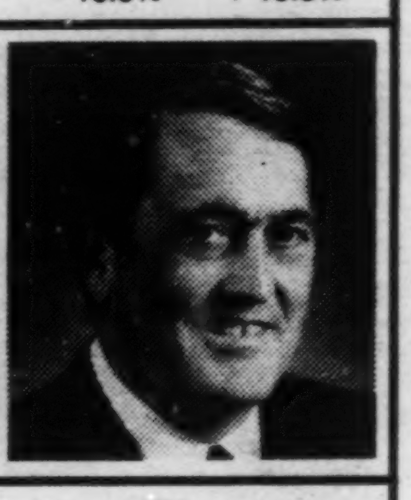


| Peter D. Kiernan, 61 | | Frank H. Odell, 62 |
|---|---|---|
| Ch & Pr of HC | | Ch of Norstar Upstate Bk Grp;<br>Pr Norstar Bk of Upstate NY |
| $634,525 | 1984 | $419,990 |
| $502,917 | 1983 | $370,520 |
| + 26.2% | Change | + 13.4% |

### Mellon Bank Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 21 | 12 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,047,500 | 158.5 | $30.6 |
| 1983 | $1,143,107 | 183.8 | $26.4 |
| Change | - 8.4% | - 13.8% | + 15.8% |



| J. David Barnes, 55 | | George T. Farrell, 54 |
|---|---|---|
| Pr and CEO of HC and<br>Ch and CEO of<br>Mellon Bank NA | | VC of HC and<br>Pr of the bank |
| $640,000 | 1984 | $407,500 |
| $695,490 | 1983 | $447,617 |
| - 8.0% | Change | - 9.0% |
| R,r | Notes | R,r,t |

### Norwest Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 22 | 30 |

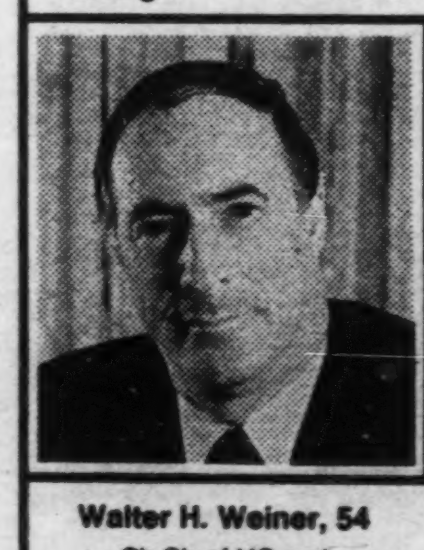
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,007,780 | $69.5 | $21.3 |
| 1983 | $836,625 | $125.2 | $19.9 |
| Change | + 20.5% | - 44.5% | + 7.5% |

| Richard S. Levitt, 54 | | John W. Morrison, 63 |
|---|---|---|
| VC of HC | | Ch and CEO of HC |
| $651,780 | 1984 | $356,000 |
| $502,292 | 1983 | $334,333 |
| + 29.8% | Change | + 6.5% |
| r | Notes | T,r,t |

### Republic New York Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 23 | 22 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $1,007,651 | $96.5 | $12.4 |
| 1983 | $906,560 | $84.7 | $10.1 |
| Change | + 11.2% | + 14.0% | + 22.4% |



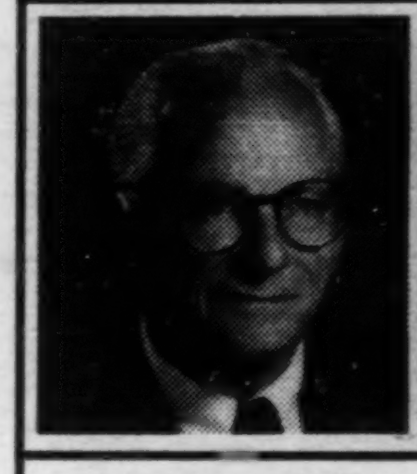
Photograph Not Available

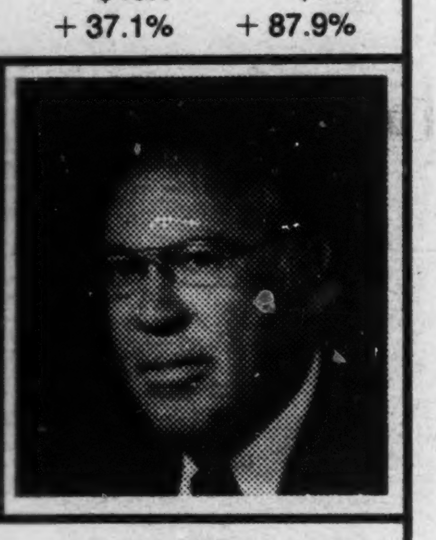
| Walter H. Weiner, 54 | | Jashua S. Yedid, 59 |
|---|---|---|
| Ch Ch of HC and<br>Pr of Republic Nat'l Bk | | VC of HC and the bank |
| $528,751 | 1984 | $478,900 |
| $529,110 | 1983 | $377,450 |
| - 0.1% | Change | + 26.9% |

### National City Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 24 | 31 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $989,700 | $65.9 | $12.4 |
| 1983 | $834,050 | $48.1 | $6.6 |
| Change | + 18.7% | + 37.1% | + 87.9% |



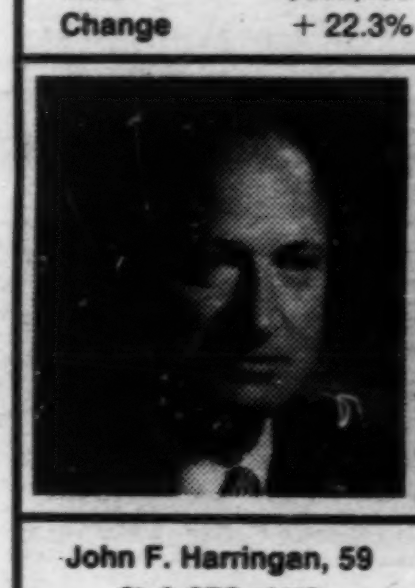


| Julien L. McCall, 64 | | J. Robert Killpack, 62 |
|---|---|---|
| Ch of HC | | Pr of HC |
| $586,800 | 1984 | $402,900 |
| $474,500 | 1983 | $359,550 |
| + 23.7% | Change | + 12.1% |
| R,r,t | Notes | R,T,r,t |

### Union Bancorp (#)

| Rank 1984 | Rank 1983 |
|---|---|
| 25 | 34 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $987,034 | $44.4 | $8.4 |
| 1983 | $807,153 | $38.6 | $8.1 |
| Change | + 22.3% | + 15.0% | + 3.7% |

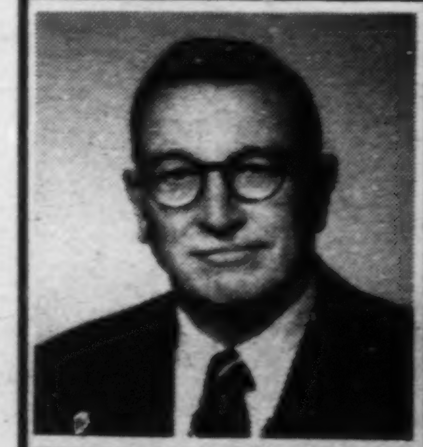


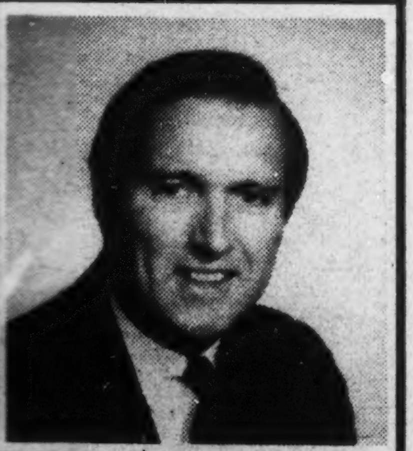
| John F. Harringan, 59 | | John M. Heidt, 53 |
|---|---|---|
| Ch & CEO of HC | | Pr of HC |
| $648,213 | 1984 | $338,821 |
| $518,265 | 1983 | $288,888 |
| + 25.1% | Change | + 17.3% |

### Hartford National Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 26 | 41 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $945,030 | $58.6 | $6.2 |
| 1983 | $759,355 | $38.4 | $4.7 |
| Change | + 24.5% | + 52.6% | + 32.4% |





| Robert L. Newell, 62 | | Joel B. Alvord, 46 |
|---|---|---|
| Ch & CEO of HC and<br>of Conn Nat'l Bk | | Pr & COO of HC and<br>the bank |
| $514,630 | 1984 | $430,400 |
| $426,409 | 1983 | $332,946 |
| + 20.7% | Change | + 29.3% |
| R,T,r,t | Notes | R,T,r,t |

# Top 50 Banking Companies in Executive Pay

## Based on 1984 Compensation

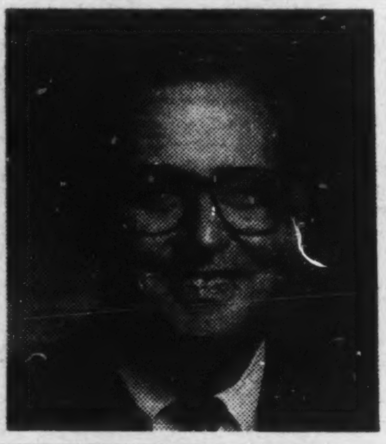
## To Top Two Executives

Compiled by American Banker Copyright 1985

### Natwest Holdings, Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 27 | 37 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $930,000 | $40.1 | $8.7 |
| 1983 | $784,000 | $25.3 | $7.5 |
| Change | + 18.6% | + 58.1% | + 16.8% |

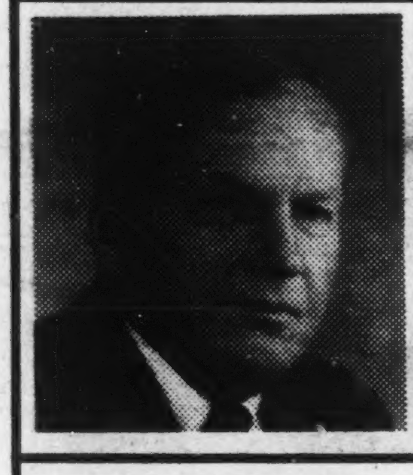


| **William T. Knowles, 50** | | **Robert Wallace, 51** |
|---|---|---|
| Pr & CEO of National Westminster Bank USA | | VC & COO of the bank |
| $530,000 | 1984 | $400,000 |
| $448,000 | 1983 | $336,000 |
| + 18.3% | Change | + 19.0% |

### Midlantic Banks, Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 28 | 32 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $915,125 | $65.0 | $7.2 |
| 1983 | $821,820 | $48.9 | $6.4 |
| Change | + 11.4% | + 33.1% | + 11.9% |



| **Robert Van Buren, 59** | | **George E. Stock, 63** |
|---|---|---|
| Ch & CEO of HC | | Pr of HC |
| $605,250 | 1984 | $309,875 |
| $541,250 | 1983 | $280,570 |
| + 11.8% | Change | + 10.4% |
| r,t | Notes | r,t |

### Continental Illinois Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 29 | 19 |

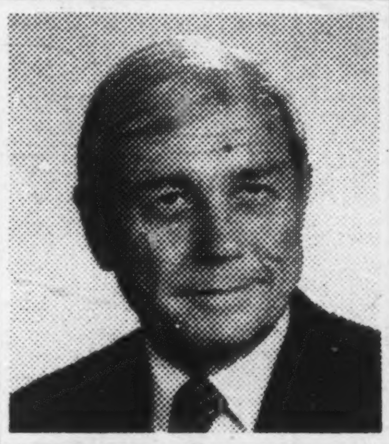
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $905,000 | ($1,087.0) | $30.4 |
| 1983 | $972,357 | $101.2 | $42.1 |
| Change | - 6.9% | ---- | - 27.8% |

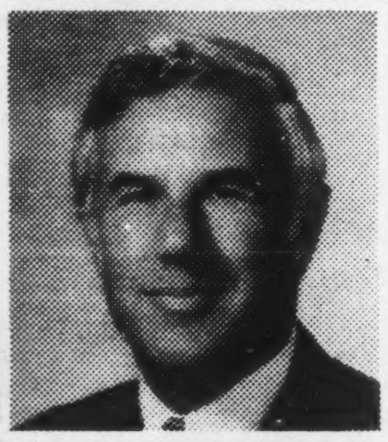
| **William S. Ogden, 57** | | **David G. Taylor, 62** |
|---|---|---|
| Pr of HC and Ch & CEO of Continental Illinios NB&T Co. | | VC of the bank |
| $600,000 | 1984 | $305,000 |
| -------- | 1983 | -------- |
| ------ | Change | ------ |
| G,R | Notes | P,R |

### Sovran Financial Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 30 | 44 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $892,273 | $80.2 | $8.3 |
| 1983 | $707,405 | $65.5 | $7.2 |
| Change | + 26.1% | + 22.5% | + 15.3% |





| **C. A. Cutchins, III, 61** | | **C. Coleman McGehee, 60** |
|---|---|---|
| Ch & CEO of HC and Sovran Bk NA, Richmond | | Pr & COO of HC and the bank |
| $481,576 | 1984 | $410,697 |
| $369,811 | 1983 | $337,594 |
| + 30.2% | Change | + 21.7% |
| R,T,r | Notes | R,T,r,t |

### CoreStates Financial Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 31 | 38 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $883,000 | $104.5 | $9.8 |
| 1983 | $781,500 | $85.4 | $8.6 |
| Change | + 13.0% | + 22.3% | + 14.7% |

| **G. Morris Dorrance, Jr., 62** | | **Frederick Helding, 60** |
|---|---|---|
| Ch & CEO of HC | | DCh of HC |
| $519,000 | 1984 | $364,000 |
| $445,700 | 1983 | $335,800 |
| + 16.4% | Change | + 8.4% |
| r,t | Notes | r,t |

### First Chicago Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 32 | 8 |

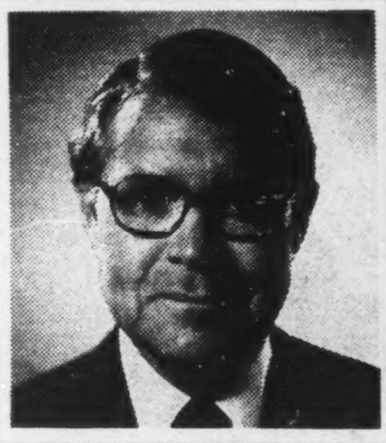
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $879,119 | $86.4 | $39.8 |
| 1983 | $1,301,736 | $183.5 | $36.3 |
| Change | - 32.5% | - 52.9% | + 9.7% |

| **Barry F. Sullivan, 54** | | **Richard L. Thomas, 54** |
|---|---|---|
| Ch of HC and First National Bank | | Pr of HC and the bank |
| $522,989 | 1984 | $356,130 |
| $742,199 | 1983 | $559,537 |
| - 29.5% | Change | - 36.4% |
| R,r | Notes | R,r |

### First Bank System, Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 33 | 21 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $875,000 | $131.1 | $22.4 |
| 1983 | $914,171 | $129.7 | $20.9 |
| Change | - 4.3% | + 1.0% | + 7.5% |



| **G. H. Dixon, 64** | | **D. E. Evans, 46** |
|---|---|---|
| Ch & CEO of HC | | VC of HC and Ch of FNB, Minneapolis and FNB, St. Paul |
| $440,000 | 1984 | $435,000 |
| $519,348 | 1983 | -------- |
| - 15.3% | Change | ------- |
| R,r | Notes | R,T |

### City National Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 34 | -- |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $857,000 | $19.8 | $2.2 |
| 1983 | ---------- | $17.3 | $2.1 |
| Change | ------ | + 14.5% | + 7.4% |

| **B. Goldsmith, 62** | | **W. Olsen,66** |
|---|---|---|
| Ch & CEO of HC and City Nat'l Bank, Beverly Hills | | VC & Pr of HC and the bank |
| $641,000 | 1984 | $216,000 |
| --------- | 1983 | -------- |
| ------- | Change | ------ |

### Rainier Bancorp.

| Rank 1984 | Rank 1983 |
|---|---|
| 35 | 40 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $843,425 | $61.4 | $7.8 |
| 1983 | $761,264 | $47.2 | $6.4 |
| Change | + 10.8% | + 30.0% | + 21.0% |

| **G. Robert Truex, Jr., 60** | | **John D. Mangels, 58** |
|---|---|---|
| Ch of HC & Rainier Nat'l Bank | | Pr of HC and the bank |
| $524,419 | 1984 | $319,006 |
| $476,695 | 1983 | $284,569 |
| + 10.0% | Change | + 12.1% |
| R,r | Notes | R,T,r |

# Top 50 Banking Companies in Executive Pay

## Based on 1984 Compensation

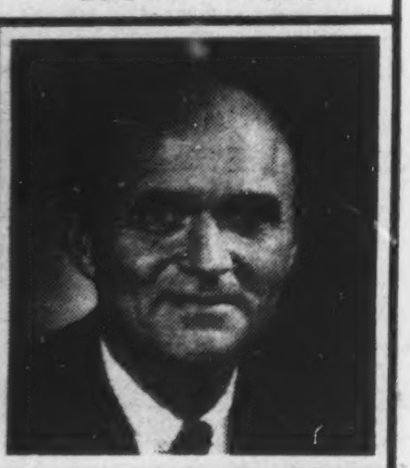
## To Top Two Executives

Compiled by American Banker Copyright 1985

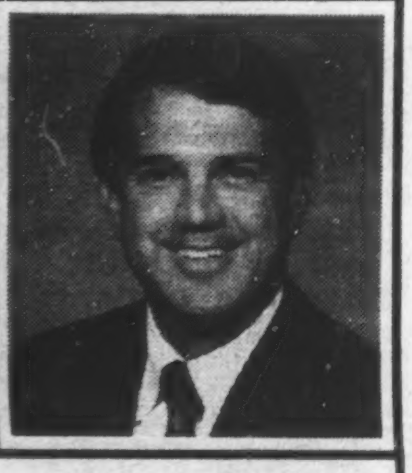
### Barnett Banks of Fla., Inc.

Rank 1984: 36 Rank 1983: 61

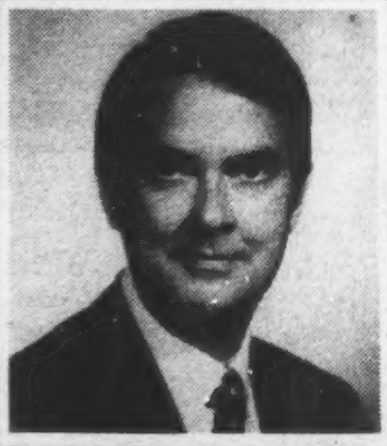
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $842,000 | $103.4 | $12.5 |
| 1983 | $610,703 | $81.9 | $9.4 |
| Change | + 37.9% | + 26.3% | + 33.0% |



| Charles E. Rice, 49<br>Ch, Pr, & CEO of HC | | Albert E. Ernst, Jr., 54<br>VC of HC |
|---|---|---|
| $542,000 | 1984 | $300,000 |
| $394,378 | 1983 | -------- |
| + 37.4% | Change | ---- |
| R,r | Notes | R |



| Earl B. Hadlow, 60<br>VC of HC | | Allen E. Lastinger, 42<br>VC of HC |
|---|---|---|
| $300,000 | 1984 | $300,000 |
| -------- | 1983 | -------- * |
| ---- | Change | ---- |
| G,R | Notes | R |



| | Thomas H. Jacobson, 45<br>VC of HC |
|---|---|
| 1984 | $300,000 |
| 1983 | 216,325 |
| Change | + 38.7% |
| Notes | R,r |

### Bank of Boston Corp.

Rank 1984: 37 Rank 1983: 15

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $826,608 | $164.1 | $22.1 |
| 1983 | $1,022,653 | $135.7 | $19.5 |
| Change | - 19.2% | + 20.9% | + 13.0% |

| William L. Brown, 62<br>Ch of HC and<br>and First Nat'l Bk, Boston | | Ira Stepanian, 48<br>Pr of HC and the bank |
|---|---|---|
| $542,477 | 1984 | $284,131 |
| $514,990 | 1983 | -------- |
| + 5.3% | Change | ------ |

### First City Bancorp. of Texas

Rank 1984: 38 Rank 1983: 17

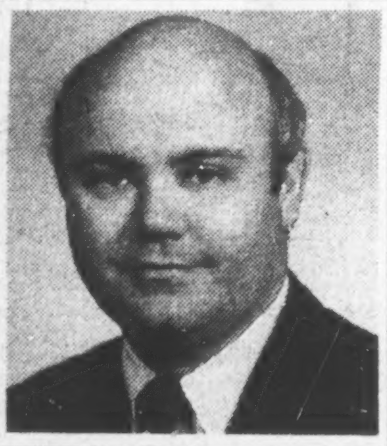
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $826,543 | $81.0 | $17.3 |
| 1983 | $993,137 | $49.8 | $17.3 |
| Change | - 16.8% | + 62.8% | 0.3% |

| J. A. Elkins, Jr., 66<br>SrCh & CEO of HC | | Nat S. Rogers, 65<br>Ch of HC |
|---|---|---|
| $441,381 | 1984 | $385,162 |
| $534,988 | 1983 | $458,149 |
| - 17.5% | Change | - 15.9% |
| R | Notes | R |

### NCNB Corp.

Rank 1984: 39 Rank 1983: 27

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $820,000 | $119.2 | $15.7 |
| 1983 | $851,854 | $92.2 | $12.8 |
| Change | - 3.7% | + 29.4% | + 22.4 |



| Hugh L. McColl, Jr., 49<br>Ch & CEO of HC;<br>NCNB Nat'l Bk, Charolotte; and<br>and NCNB Natl Bk, Tampa | | Francis B. Kemp, 44<br>EVP of HC |
|---|---|---|
| $522,500 | 1984 | $297,500 |
| $413,333 | 1983 | -------- |
| + 26.4% | Change | ------- |
| r | Notes | |

### Banc One Corp.

Rank 1984: 40 Rank 1983: 28

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $817,944 | $108.0 | $9.1 |
| 1983 | $847,608 | $83.3 | $7.3 |
| Change | - 3.5% | + 29.7% | + 25.2% |

| John B. McCoy, 41<br>Pr of HC | | John F. Havens, 56<br>Ch of HC |
|---|---|---|
| $414,234 | 1984 | $403,710 |
| -------- | 1983 | $353,441 |
| ------- | Change | + 14.2% |
| R | | |
| R | Notes | |

### Comerica, Inc.

Rank 1984: 41 Rank 1983: 43

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $817,186 | $56.9 | $9.6 |
| 1983 | $710,054 | $48.7 | $8.6 |
| Change | + 15.1% | + 16.8% | + 12.6% |

| Donald R. Mandich, 59<br>Ch & CEO of HC and<br>Comerica Bk-Detroit | | Eugene A. Miller, 47<br>Pr & CAO of HC<br>and the bank |
|---|---|---|
| $478,315 | 1984 | $338,871 |
| $422,060 | 1983 | $287,994 |
| + 13.3% | Change | + 17.7% |
| R,r | Notes | R,r |

### Citizens & Southern Ga. Corp.

Rank 1984: 42 Rank 1983: 35

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $815,976 | $72.4 | $8.0 |
| 1983 | $793,101 | $57.9 | $6.9 |
| Change | + 2.9% | + 25.1% | + 15.8% |

| Bennett A. Brown, 55<br>Ch & CEO of HC<br>& Cit. & So. Natl Bk, Atlanta | | John W. McIntyre, 54<br>VC of HC &<br>Pr of bank |
|---|---|---|
| $468,153 | 1984 | $347,823 |
| $436,613 | 1983 | $356,488 |
| + 7.2% | Change | - 2.4% |
| R,T,t | Notes | R,T,t |

### Marine Midland Banks, Inc.

Rank 1984: 43 Rank 1983: 33

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $811,845 | $90.4 | $22.1 |
| 1983 | $814,075 | $101.1 | $22.9 |
| Change | - 0.3% | - 10.6% | - 3.65% |

| John R. Petty, 54<br>Ch & CEO of HC &<br>Marine Midland Bank NA | | Richard C. Keller, 47<br>SEVP of HC and<br>the bank |
|---|---|---|
| $511,980 | 1984 | $299,865 |
| $519,480 | 1983 | $294,595 |
| - 1.4% | Change | + 1.8% |
| r | Notes | r |

# Top 50 Banking Companies in Executive Pay

## Based on 1984 Compensation To Top Two Executives

Compiled by **American Banker** Copyright 1985

### Fleet Financial Group, Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 44 | 50 |

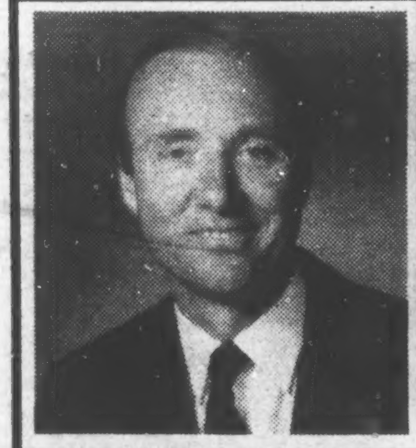
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $808,250 | $65.0 | $5.7 |
| 1983 | $671,615 | $52.0 | $5.7 |
| Change | + 20.3% | + 25.0% | 0.2% |

| **J. Terrence Murray, 45**<br>Ch & Pr of HC | | **Robert L. Mushkin, 45**<br>SVP of HC |
|---|---|---|
| $540,000 | 1984 | $268,250 |
| $435,769 | 1983 | $235,846 |
| + 23.9% | Change | + 13.7% |
| R,T,r,t | Notes | R,r |

### Huntington Bancshares, Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 45 | 65 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $791,800 | $43.7 | $5.6 |
| 1983 | $598,338 | $24.5 | $5.4 |
| Change | + 32.3% | + 78.1% | + 2.7% |

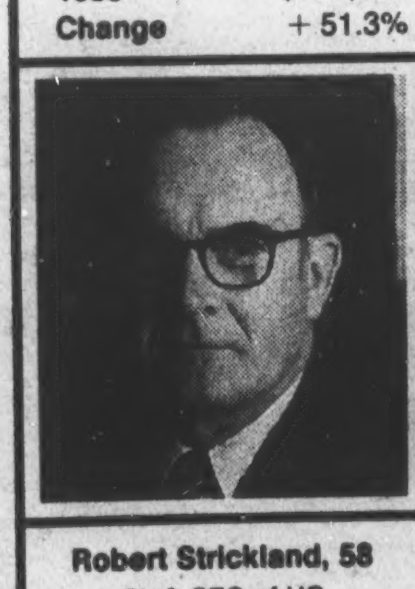


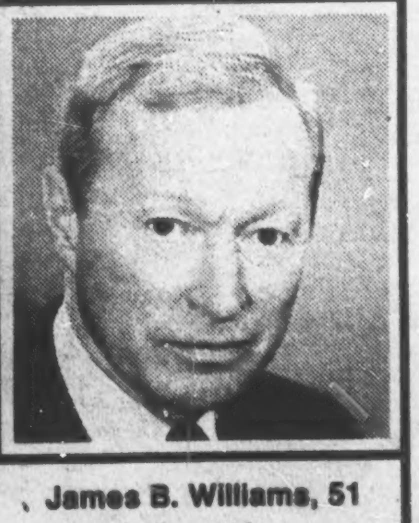
| **Frank Wobst, 51**<br>Ch, Pr, & CEO of HC and Huntington NB, Columbus; and Huntington NB of NE Ohio | | **Zuheir Sofia, 40**<br>Pr, Tr & SVP of HC and VC of Huntington NB, Columbus |
|---|---|---|
| $516,150 | 1984 | $275,650 |
| $382,902 | 1983 | -------- |
| + 34.8% | Change | ------ |
| R,T,r,t | Notes | R |

### Trust Company of Georgia

| Rank 1984 | Rank 1983 |
|---|---|
| 46 | 80 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $790,500 | $89.2 | $6.2 |
| 1983 | $522,500 | $73.0 | $4.8 |
| Change | + 51.3% | + 22.2% | + 27.1% |





| **Robert Strickland, 58**<br>Ch & CEO of HC | | **James B. Williams, 51**<br>Pr of HC |
|---|---|---|
| $433,500 | 1984 | $357,000 |
| $286,000 | 1983 | $236,500 |
| + 51.6% | Change | + 51.0% |
| R;T | Notes | R,T,r,t |

### Wachovia Corp.

| Rank 1984 | Rank 1983 |
|---|---|
| 47 | 45 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $783,030 | $100.3 | $8.7 |
| 1983 | $706,575 | $84.6 | $7.9 |
| Change | + 10.8% | + 18.6% | + 11.0% |

| **John G. Medlin, 51**<br>Pr & CEO of HC & Wachovia Bk & Tr Co., NA | | **Hans W. Wanders, 59**<br>Ch of HC and bank |
|---|---|---|
| $525,530 | 1984 | $257,500 |
| $470,900 | 1983 | $235,675 |
| + 11.6% | Change | + 9.3% |
| T,t | Notes | T,t |

### First Hawaiian, Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 48 | 49 |

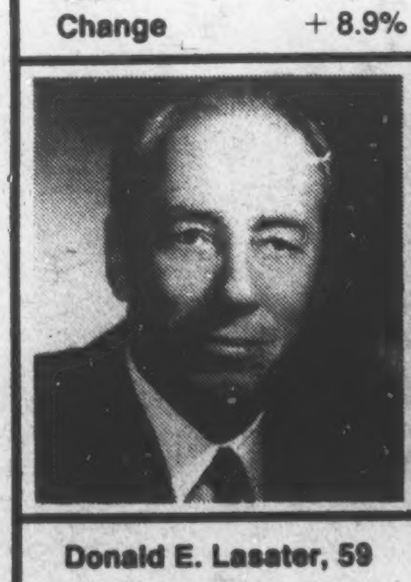
| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $771,179 | $24.2 | $2.8 |
| 1983 | $681,445 | $21.1 | $2.6 |
| Change | + 13.2% | + 15.0% | + 6.4 |

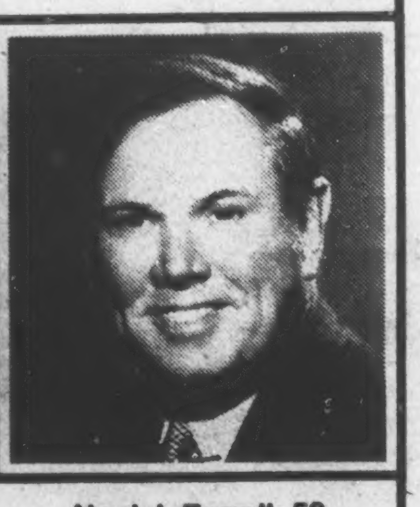
| **John D. Bellinger, 61**<br>Ch, CEO & Pr of HC & Ch & CEO of First Hawaiian Bk. | | **Walter A. Dods, Jr., 43**<br>EVP of HC & bank |
|---|---|---|
| $514,636 | 1984 | $256,543 |
| $450,176 | 1983 | -------- |
| + 14.3% | Change | ------- |

### Mercantile Bancorp., Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 49 | 46 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $768,593 | $46.1 | $5.9 |
| 1983 | $705,763 | $41.5 | $5.5 |
| Change | + 8.9% | + 10.9% | + 7.4% |



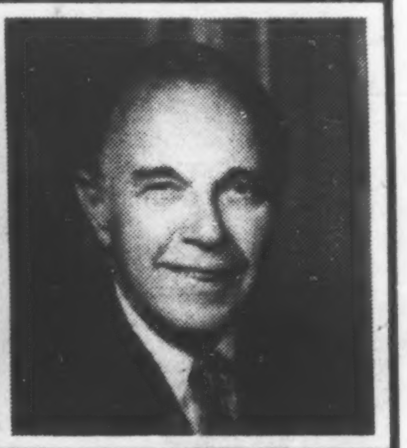


| **Donald E. Lasater, 59**<br>Ch & CEO of HC & Ch of Mercantile Trust Co. | | **Neal J. Farrell, 52**<br>VC of HC & CEO of the bank |
|---|---|---|
| $456,536 | 1984 | $312,057 |
| $425,766 | 1983 | $279,997 |
| + 7.2% | Change | + 11.5 |
| R,T | Notes | R,T |

### Meridian Bancorp., Inc.

| Rank 1984 | Rank 1983 |
|---|---|
| 50 | 57 |

| | Compensation | Earnings | Assets |
|---|---|---|---|
| 1984 | $767,028 | $41.3 | $5.5 |
| 1983 | $626,057 | $32.3 | $3.7 |
| Change | + 22.5% | + 28.1% | + 47.4% |



| **Samuel A. McCullough, 46**<br>Pr & CEO of HC and CEO of Amer. B&T Co, Reading | | **Harold F. Still, Jr., 61**<br>Ch of HC and Ch & CEO of Central Penn NB, Philadelphia |
|---|---|---|
| $429,588 | 1984 | $337,440 |
| $358,420 | 1983 | $267,637 |
| + 19.9% | Change | + 26.1 |
| R | Notes | R |

## FOOTNOTES

Executive remuneration, as defined by American Banker, is total compensation — whether current or deferred — paid or credited for services during the year to the two highest paid officers of the organization.

**Excluded are the following:** pension plan payments; retirement plan payments or accruals; stock options exercised; stock appreciation rights; and contingent long-term bonus payments which are based on the company's performance for a period greater than one year.

The American Banker ranking is based on total remuneration paid to the top two executives of the company. The corporation's rankings for both 1984 and 1983 are shown to the right of the corporation's name. Total remuneration for the top two executives, for both 1984 and 1983, is reported to the nearest dollar in the column entitled "Compensation". The compensation paid for executives number one and number two for both 1984 and 1983 appear beneath their respective pictures.

The column labeled "Earnings" represents the net income of the corporation for 1984 and for 1983. Earnings are reported in millions of dollars. The 1983 net income figure is the figure reported by the corporation in 1984 and has not been revised for mergers or changes in accounting principles.

The column labed "Assets" are the total yearend assets of the corporation in billions of dollars. Again, the 1983 data are as reported in 1984.

The row labeled "Change" shows the respective percentage changes in compensation, earnings, and assets.

Footnotes that are relevant to the compensation figures reported for each executive appear in the row labeled "Notes". Footnotes which refer to 1984 data are capitalized and footnotes referring to 1983 data are lower case.

The titles shown for the executives are those for which they received compensation, excluding directorships. Title abbreviations are listed below.

No 1983 data are shown for an executive, if he was not one of the two highest paid in his company in 1983.

| | **Title abbreviations** |
|---|---|
| CAO | Chief Accounting Officer |
| CEO | Chief Executive Officer |
| CEx | Chairman of the Executive Committee |
| Ch | Chairman of the Board |
| CM | Chairman of the Management Committee |
| COO | Chief Operating Officer |
| DCh | Deputy Chairman of the Board |
| EVP | Executive Vice President |
| HC | Holding Company |
| Pr | President |
| Sec | Secretary |
| SEVP | Senior Executive Vice President |
| SrCh | Senior Vice Chairman of the Board |
| Tr | Treasurer |
| VC | Vice Chairman |
| VP | Vice President |

**NOTES:** Footnotes pertaining to 1984 remuneration are capitalized, and footnotes pertaining to 1983 remuneration are shown in lower case. These footnotes are listed below.

| | |
|---|---|
| G,g | Includes latest salary during the year, at an annual rate, for an officer hired or promoted during the year. |
| H,h | Also received a bonus in stock. |
| N,n | Also credited with contingent deferred compensation. |
| P,p | Includes salary at an annual rate for an officer who left the firm, retired, or died during the year. |
| R,r | Also granted stock options. |
| S | Exercised stock appreciation rights. |
| T,t | Stock options exercised during the year. |
| u | Includes amounts earned on deferred compensation attributable to prior years' performance, as reported in the corporation's proxy. |
| V,v | Includes cash value of award in stock. |
| x | 1983 data revised by the corporation. 1983 rank is based on the revised data. |
| y | Also received dividends on restricted stock shares, which are not included. |
| # | Earnings are for Union Bank. |

# Executive Compensation at Nonbank Financial Institutions

## A Selected Sample

(Listed in Order of 1984 Compensation to the Top Two Executives of the Company)

| | | Remuneration | |
|---|---|---|---|
| **Institution** | **Names of Executives, Ages, and Titles** | **For 1984** | **For 1983** |
| Phibro-Salomon Inc. | Thomas D. O'Malley, 43, VC | $2,514,000 | --------- |
| New York | John H. Gutfreund, 54, Co-Ch & Co-CEO | $2,338,608 | $2,080,000 |
| | | **$4,852,608** | **$4,160,000** |
| Financial Corp. of America | Charles W. Knapp, 50, Ch & CEO of HC [until 8/28/84] (a,p) | 2,190,211 | 1,193,033 |
| Los Angeles | J. Foster Fluetsch, 49, Ch & EVP of HC and Pr of American S&L Assn., Stockton [until 9/4/84] (b,p,r,t) | 1,014,901 | 576,936 |
| | | **3,205,112** | **1,769,969** |
| First Boston Inc. | Peter T. Buchanan, 50, Pr & CEO of Co. and First Boston Corp.(c) | 1,432,500 | 1,500,000 |
| New York | Alvin V. Shoemaker, 46, Ch of Co. and Corp. (c) | 1,432,500 | 1,500,000 |
| | | **2,865,000** | **3,000,000** |
| Sears, Roebuck & Co. | Edward R. Telling, 65, Ch & CEO of Co. (t) | 1,481,250 | 1,425,000 |
| Chicago | Edward A. Brennan, 51, Pr & COO of Co. | 1,002,450 | --------- |
| | | **2,483,700** | **2,435,000** |
| American Express Co. | James D. Robinson, III, 49, Ch & CEO of Co. | 1,224,039 | 902,115 |
| New York | Sanford I. Weill, 52, Pr of Co. | 1,053,846 | --------- |
| | | **2,227,885** | **2,163,654** |
| E.F. Hutton Group Inc. | Robert Fomon, 60, Ch of Co. and E.F. Hutton & Co., Inc. | 975,000 | 1,500,000 |
| New York | W. James Lopp II, 46, EVP of Co. and E.F. Hutton & Co., Inc. | 700,000 | 1,062,461 |
| | | **1,675,000** | **2,562,461** |
| Household International, Inc. | Donald C. Clark, 53, Ch, Pr & CEO (r,t) | 980,000 | 871,056 |
| Prospect Heights, Ill. | Joseph W. James, 58, EVP (r) | 555,000 | 490,803 |
| | | **1,535,000** | **1,361,859** |
| Capital Holding Corp. | Thomas C. Simmons, 56, Ch & CEO | 763,228 | ------- |
| Louisville, Ky. | Robert T. Rakich, 47, Pr (m) | 606,208 | ------- |
| | | **1,369,436** | --------- |
| Travelers Corp. | Edward H. Budd, 51, Ch & CEO (r,t) | 680,000 | ------- |
| Hartford, Conn. | Alva O. Way, 59, Pr & Ch (r,t) | 609,773 | ------- |
| | | **1,289,773** | --------- |
| Paine Webber Inc. (f) | Donald B. Marron, 50, Pr & CEO of Paine Webber (r) | 800,000 | 2,102,788 |
| New York | Donald E. Nickelson, 52, Pr of Paine Webber Cons. Mkts; Pr & CEO of Paine Webber Jackson Curtis Inc. (r) | 485,000 | ------- |
| | | **1,285,000** | **3,285,230** |
| Merrill Lynch & Co. Inc. | Roger E. Birk, 54, Ch & CEO [until 7/84] | 625,000 | 1,250,600 |
| New York | William A. Schreyer, 57, Pr & CEO [since 7/84] | 625,000 | 1,001,300 |
| | | **1,250,000** | **2,251,900** |
| H.F. Ahmanson & Co. | Richard H. Deihl, 56, Pr & CEO of HC; CEO of Home Savings of America (r,t) | 631,389 | 501,389 |
| Los Angeles | William H. Ahmanson, 59, Ch of HC (r,t) | 569,580 | 550,585 |
| | | **1,200,969** | **1,051,974** |
| Great Western Financial Corp. | James F. Montgomery, 50, Ch,Pr & CEO of HC and Great Western Savings (r) | 768,107 | 561,567 |
| Beverly Hills, Calif. | Anthony C. LaScala, 60, EVP of HC (r) | 333,857 | ------ |
| | | **1,101,964** | **819,320** |
| Beneficial Corp. | Finn M. W. Caspersen, 43, Ch & CEO | 687,700 | ------- |
| Wilmington, Del. | David J. Farris, 49, Pr & CEO Beneficial Mgmt Corp. | 407,950 | ------- |
| | | **1,095,650** | --------- |
| Equitable Life Assurance Society | John B. Carter, Pr & CEO of Co. | 550,000 | ------- |
| New York | Robert F. Froehlke, Ch of Co. | 450,000 | ------- |
| | | **1,000,000** | --------- |
| CalFed Inc. | Ronald R. Dockson, 67, Ch & CEO of HC and Ch of Calif. Fed. S&L (r) | 499,294 | 772,906 |
| Los Angeles | George P. Rutland, 52, Pr & COO of HC and CEO of S&L (r) | 349,391 | 438,747 |
| | | **848,685** | **1,211,653** |
| Golden West Financial Corp. | Herbert M. Sandler, 53, Ch & CEO of HC and World S&L Assn. | 373,633 | 298,119 |
| Oakland, Calif. | Marion O. Sandler, 54, Pr & CEO of HC and S&L (r) | 373,633 | 298,119 |
| | | **747,266** | **596,238** |
| Imperial Corp. of America | Matthew J. Shevlin, 59, Ch & CEO of HC (n) | 440,905 | 315,520 |
| San Diego, Calif. | John M. Robbins, EVP | 230,000 | ------- |
| | | **670,905** | **450,520** |
| Gibraltar Financial Corp. of Calif. | Herbert J. Young, 53, Ch of HC and Gibraltar Savings FS&LA | 407,775 | 275,600 |
| Beverly Hills | John R. Williamson, 60, FVP, Sec & Tr of HC; EVP of S&L | 154,941 | 111,580 |
| | | **562,716** | **387,180** |

Footnotes refer to 1984 remuneration data. (a) — Includes $2 million severance payment. Company has instituted legal proceedings to recover the amount. (b) — Includes $647,500 severance payment and company car ($27,797) received upon termination. (c) —Excludes cash dividends from deferred and/or restricted shares of common stock from the company's "managing director equity incentive plan." Last year, Mr. Buchanan received $195,475 and Mr. Shoemaker received $80,211 in cash dividends under the plan. No stock was awarded to Mr. Buchanan or to Mr. Shoemaker under the plan in 1984. (f) —Remuneration data are for the fiscal year ending 8/30/84. (m) — Includes $35,581 in moving expenses. (r) — Also granted stock options. (n) — Includes $20,000 forgiveness of debt, $83,431, living allowance, $5,128 split life insurance premium, and $7,346 real estate tax reimbursement. (t) — Exercised stock options. Not included in remuneration total. **Title Abbreviations:** CEO — Chief Executive Officer; CEx — Chairman of Executive Committee; Ch — Chairman of the Board; Co-CEO — Co-Chief Executive Officer; Co-Ch — Co-Chairman of the Board; COO — Chief Operating Officer; EVP — Executive Vice President; FVP — Financial Vice President; HC — holding company; Pr — President; Sec. — Secretary; Tr — Treasurer

BACK PAGE

# 1984: A Pretty Good Year for Banks, A Very Good Year for Executive Elite

## Remuneration Up 9.6% for 50 Top Holding Companies' No. 1 and No. 2 Men

By KENNETH J. HICKS

NEW YORK — Executive remuneration for the two highest-paid officers at each of the top 50 bank holding companies increased an average of 9.6% in 1984, up substantially from the 6% growth in 1983.

J.P. Morgan & Co. Inc., New York, replaced Citicorp in the No. 1 spot on the remuneration list, as Morgan's two highest-paid officers placed first and ninth among the nation's bankers.

But despite pay increases exceeding those at nonbank financial service companies, the banking companies' top executives still trail their nonbank counterparts.

These are some of the findings of the *American Banker's* annual survey of remuneration of the two highest-paid officers at each of the top 50 bank holding companies.

The *American Banker* defines remuneration as total compensation — whether current or deferred — paid or credited for services during 1984 to the two highest-paid officers of the company.

The *American Banker* does not include pension plan payments, stock options exercised, stock appreciation rights, or long-term bonus payments that are based on the company's performance for a period of more than one year.

Buoyed by generally improved income growth — with several holding companies rebounding from poor 1983 performances — executive remuneration was up substantially compared with 1983, when the *American Banker* recorded the lowest growth since it began tabulating these compensation figures in 1973.

Only 12 of the officers in today's survey had declines in remuneration in 1984, compared with 21 in 1983. Nineteen had less than a 10% gain in total compensation vs. 26 in 1983.

### Greater Emphasis on Bonuses

The bulk of the increases in remuneration can be attributed to a "greater emphasis on bonuses," according to Pete Smith, a consultant with the San Francisco office of the Wyatt Co. He noted that the "leveraged bonus plans are driving up" bank officers' compensation.

Mr. Smith called the 4.5% increase in base salaries of the 10 highest-paid bankers "conservative," and said he believed the more than 21% increase in bonuses and incentives is in line with the basic trend of rewarding top executives for solid corporate performance.

Remuneration for the two top-paid executives at banking companies was significantly higher than for executives in general industry. According to a study done by Executive Compensation Service, a subsidiary of the Wyatt Co., salaries and bonuses for general industry executives were up 6.9% in 1984.

Mr. Smith noted that the Executive Compensation Service survey includes the compensation for anywhere from 5 to 15 executives. "CEOs may be higher — perhaps closer to 7% or even 8%," he said, but bankers' increases are still significantly ahead.

Mr. Smith said bankers are receiving higher rates of increases in remuneration "because of heavy competition" in the financial sector. Banking companies are trying to bring their chief officers salaries to a more comparable level with other financial service companies.

However, when compared with the remuneration of the top two executives from a sample listing of nonbank financial institutions, bankers still tend to trail financial service companies' executives, but they exceed savings and loan officers.

Thomas D. O'Malley and John H. Gutfreund, the vice chairman and cochairman, respectively, of Phibro-Salomon Inc., New York, had combined remuneration of $4,852,608, an increase of 16.6% from 1983 and more than double the combined salaries of J.P. Morgan's two highest paid executives.

In fact, while banking officers have only recently broken the $1 million compensation figure, four of the sample financial service companies paid their two top executives more than $2 million combined.

### Thrifts Are Still Trailing

Thrifts, on the other hand, continued to trail their commercial banking counterparts despite some sizable increases in compensation.

For instance, Gibraltar Financial Corp., Beverly Hills, Calif. — whose $6.4 billion-asset subsidiary Gibraltar Savings FS&LA is similar in size to the Wachovia Bank & Trust Co. (chief subsidiary of Wachovia Corp., Winston-Salem, N.C.) — had combined remuneration for its two highest-paid executives of $562,716, a 45.3% increase from $387,180 in 1983. Wachovia's highest paid executives, however, had combined compensation of $783,030.

J.P. Morgan moved into the No. 1 spot with a 14.3% increase in compensation for its top two executives, Lewis T. Preston and Robert V. Lindsay, to $1,569,576. Mr. Preston's remuneration totaled $1,018,125 and Mr. Lindsay's was $775,750, increases of 13.7%

➼ Remuneration: Page 10

The Cummings Quality Bank Signage Story: No. 2 in a Series

We Put Goldome's Name In Lights On Broadway

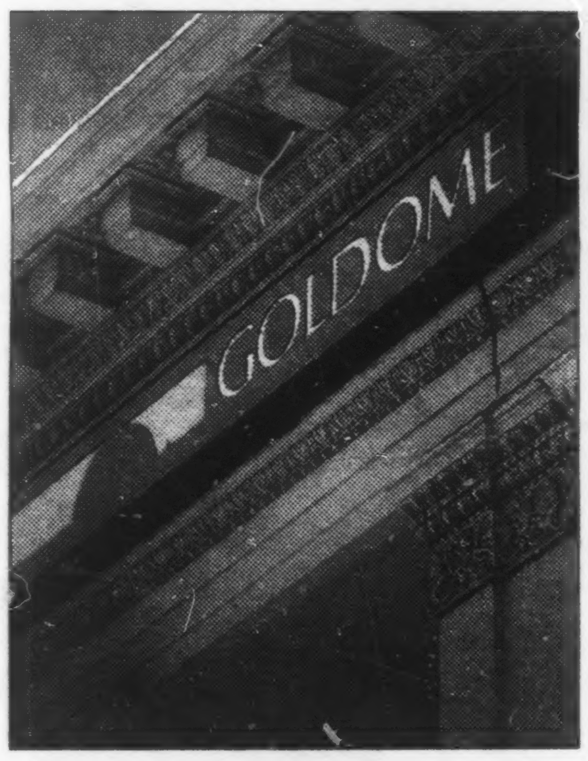
Major Acquisitions Brought Goldome To The Big Apple

Buffalo Savings Bank faced an enormous identification problem. Like many other financial institutions, the bank needed to escape the limitations imposed by the single city in its name.

The problem was brought about by the bank's acquisition of Union Dime Savings Bank and the New York Bank for Savings, both in New York City, and the Western New York Savings Bank and Genessee Savings Bank in upstate New York. Recently the bank also acquired branches in Florida.

A New Name And A New Image

To provide a uniform image, Buffalo Savings became Goldome, a name adapted from the unique architecture of the bank's home office.



Along with the name change, the bank faced a formidable challenge of installing 250 new identity signs in more than 100 locations across New York and Florida.

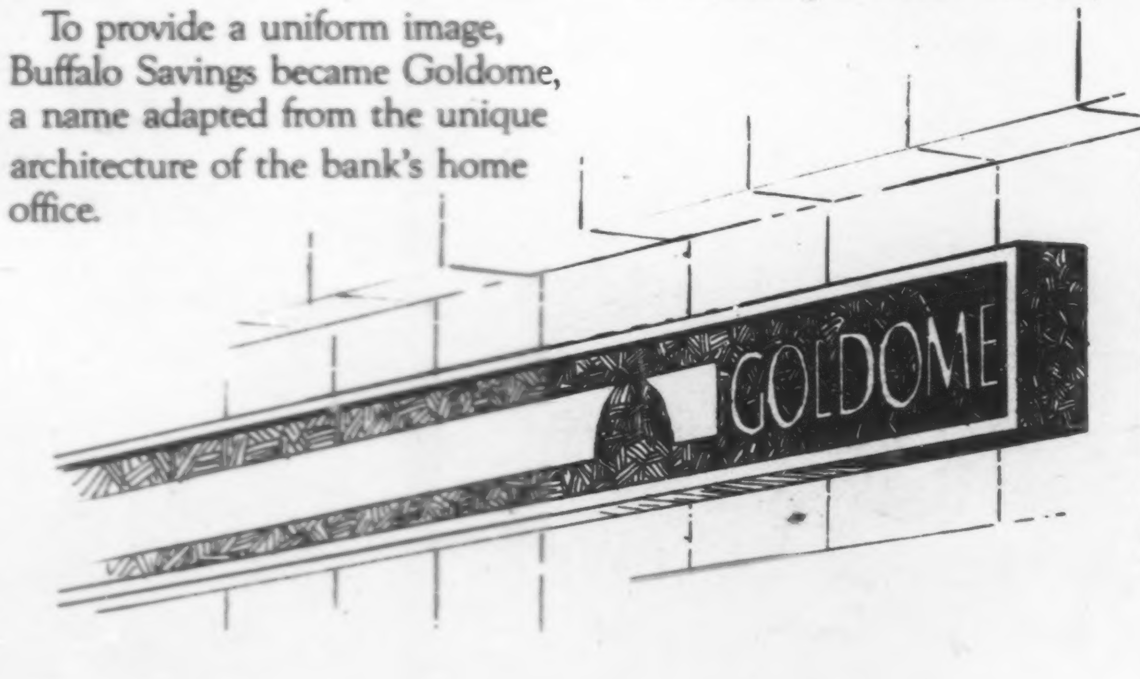
The name change involved practically every style of sign available: standard illuminated identification signs, cast bronze plaques, individual wall letters, specially designed signs to meet landlord requirements and directional signs.

From Planning To Installation, Cummings Was There

Cummings' project management team worked with Goldome from early program design to completion. From material selection, permits and landlord approval to final site review, Cummings was there.

If your bank is faced with an identification program as big as Goldome's, or if you're expanding into new territories, turn to the company with nearly 40 years' experience.

Cummings is ready to help. Just ask Goldome.



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# American Banker

The Daily Financial Services Newspaper

VOL. CL NO. 108 | Tuesday, June 4, 1985 | 150th Year

## Back Room Magic

**BACK ROOM OPERATIONS:** A lot of technology magic goes on behind the scenes to keep a bank humming. Today's special section features profiles of people who are the institutional wizards providing the support necessary to make things happen. One of them is Deborah Talbot of Chase Manhattan. The section starts on page... ........ 13

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**JOINT VENTURE:** Chemical Bank and Bank of America have teamed with American Telephone & Telegraph Co. and Time Inc. to form a videotex joint venture... ................. 1

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# Random Thoughts

By SANFORD ROSE

Opponents of protectionism must constantly refocus on an ineluctable fact — a tax on imports is also a tax on exports. The reason: To the extent that trade flows have any effect on the value of the dollar, a decline in, say, Japanese sales in the U.S. market, caused by protectionist pressures, raises the dollar exchange rate.

That is, other things being equal, a drop in Japanese exports to the U.S. decreases the demand for yen relative to its supply and causes the floating yen to decline in value. This raises the prices of U.S. goods, denominated in yen, relative to what they would have been.

In consequence, U.S. exporters to Japan find it more difficult to sell price-sensitive goods. While it is true that import restrictions help some domestic producers — those whose goods compete with Japanese imports — they simultaneously hurt other producers — those that are current or potential exporters to Japan.

□ □ □

Economist Mike Hamburger is among those who dispute the notion

➔ Random Thoughts: Page 4

# Security Pacific Seizes Opportunity In Banking Communication Services

By MICHAEL WEINSTEIN

Second of Two Parts

NEW YORK — Security Pacific Corp. thinks it has found opportunity amid chaos.

Last October, the Los Angeles-based holding company formed a new subsidiary, Security Pacific Data Transmission Corp., to sell a range of telecommunications-related services to other banks.

"Most banks have not thought of telecommunications as another product," observed DuWayne J. Peterson Jr., executive vice president at Security Pacific Corp., who masterminded the data transmission subsidiary.

The world of telecommunications tends to baffle and scare outsiders, and bankers are no exception.

But effective use of telecommunications technology is critical in managing an increasingly valuable commodity — information.

And this is a time of confusion in the telecommunications industry, even for those who are familiar with it.

The divestiture of American Telephone & Telegraph Co. created widespread uncertainty — and was a major reason that Security Pacific decided to get into the telecommunications business, Mr. Peterson said.

The divestiture, which took effect Jan. 1, 1984, separated AT&T's long-distance business from the operating companies that provide local phone

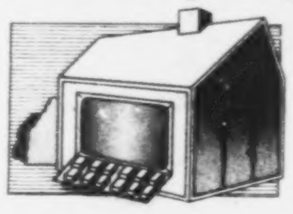
➔ Security Pacific: Page 10

# Video Banking Grows Rapidly Since January

## American Banker Estimates There Are Now 58,000 Users

By DAVID O. TYSON

NEW YORK — *American Banker* estimates video banking has grown by nearly a third since January with about 58,000 consumers and small businesses now using computers and terminals to bank from homes, offices, and other locations.



Home Banking

The latest survey shows 25 banks, thrift institutions, and credit unions in North America are in full commercial operation with 28 video banking services, three of them with two such

➔ Video Banking: Page 31

## Chemical, BankAmerica Join in Videotex Venture

DALLAS — Chemical Bank and Bank of America, which together account for about three-quarters of all home banking customers in the nation, have teamed with American Telephone & Telegraph Co. and Time Inc. to form a videotex joint venture.

Charles S. Forbes, vice president for marketing and sales of Pronto Link Corp., the Chemical affiliate that runs its video banking, declined to disclose the proportion of interest each parent will have in the new venture. "That's proprietary infor-

➔ Venture: Page 38

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# Video Banking, Growing Like Topsy, Attracts One-Third More Customers

Continued from Page 1

programs for different customer groups.

Another 23 depository institutions are running pilot tests. And 13 others have stated an intention to get into video banking.

At the last survey in January, the users were estimated at 44,000 in 22 fully operating systems and 15 pilots. Another 15 institutions at the time intended to enter video banking (*American Banker*, Jan. 21, 1985, page 1).

The current estimate is less reliable because much of the growth this year has come in institutions, chiefly in New York, which decline to disclose how many on-line customers they have. As estimate is added to educated guess, the margin of error increases.

Who's Who in Video Banking, Page 32

Chemical Bank remains the apparent leader with 17,000 households and about 23,000 individuals in its Pronto Personal service and about 4,000 small businesses in its Pronto Business Banker service.

And Bank of America remains second with about 18,000 in its Home-Banking. After that, the standings are undetermined.

Video banking in 1985 is marked by the introduction of variations for small businesses, which are considered a ripe group of prospects. For them, the original home banking service is redesigned slightly to offer such features as access to revolving credit, credit payments, and business information services. The small business service does not include bill paying, however, since businesses make a wider range of payments than consumers and more information, such as an invoice number, must accompany each payment.

To get around that problem, personal financial management software programs now are being linked to video banking services. Examples are Dollars & Sense by Monogram and Quicken by Intuit. The user writes his own checks automatically, keeps track of them in his own microcomputer system, and integrates his records with the bank's when he is on line.

### Three Dropouts, Two Newcomers

Three banks have dropped home banking programs this year.

In Florida, Dadeland Bank in Miami was in full operation in Viewtron with less than two dozen customers when it discontinued the service about May 1.

In California, Crocker National Bank was running a pilot test of Pronto but announced last week it was abandoning all plans for home banking because of commitments elsewhere in electronic funds transfer. It said its users were pleased with Pronto.

Also in California, First Interstate Bank at the end of May closed down the pilot test it had been running in the San Fernando Valley for some five years. The bank was applauded as a pioneer when it launched the test, but it said the technology by now had become outmoded.

"It was built as a pilot program that could not be expanded," said Tom Britt, one of the project managers, in a telephone interview.

"It was literally set up for 250 users. We have not found the demand. And five years is a long time for a pilot. We got a lot of glory out of it, but unfortunately the shareholders didn't."

First Interstate has not given up all plans for video banking, however, and remains in the table which accompanies this article. "We are still evaluating the whole marketplace and technology," Mr. Britt said.

Two banks are new to the *American Banker* list. One is First National Bank of Atlanta which is ready and waiting to participate in the Transtext project in suburban Rosewell as soon as the project managers launch it.

The basic thrust of the Transtext effort is energy management in more than 200 test homes. It is based on a microcomputer which is connected to lines for telephone, cable, and power. Video banking is one of the information services.

The other newcomer is Continental Bank of Canada, Toronto. Through its 55 branches across Canada, it is offering on-line banking as part of its Executive Banking, a service similar to private banking in the U.S.

As of last week, 146 Continental customers were using it to check balances, review account activity for the past 45 days, make account transfers, and find out term deposit rates and foreign exchange rates. There is no bill paying.

### A Credit Union Consortium

Two more credit unions have gone live with the system developed by NCR Universal Credit Union in Dayton, Ohio. The ORNL Credit Union, which serves the Oak Ridge National Laboratories in Tennessee, is in full commercial operation. And the Northwest Orient Airlines Credit Union, Minneapolis, has started a pilot test.

A fourth credit union in the consortium — IBM Pacific Credit Union, San Jose, Calif. — plans to introduce the service Aug. 1. All four services are accessed over the CompuServe network.

The first transactions at Oak Ridge were done April 30, and more than 40 customers now use that service.

The credit union has five offices — two in Knoxville, the main office in Oak Ridge, and one each in North City and Kingston. CompuServe has no local node in these last two so the credit union has not been marketing the service there. But Larry Jones, marketing manager, says a steady stream of people are coming in for demonstrations in the other two offices which account for 80% of the membership.

He says the first prospects were experienced computer users, the typical early adapters. "People coming in now are a mixed group of curiosity seekers and people not oriented to computers but fascinated by the service," he said. "And computer stores say the number people buying modems is up as a result of this. We are hoping to have 100 users by the end of the year." ■

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## Ohio Firm's Software Helps Students Plan College Education

**Special to the American Banker**

AKRON, Ohio — The AmeriTrust Co. of Cleveland has designed and sent to 80 Ohio school systems a computer software package that helps high school students to plan and budget for their college education.

By typing information on their family finances into a computer at school, students find out how much state and federal financial aid they can expect to receive.

Other companies offer similar programs, but the AmeriTrust program is the first one tailored to Ohio financial aid, said David Brandt, an officer in the bank's student loan department.

The program operates on IBM PCs or Apple Computers. The promotional benefit to AmeriTrust is that the computer screen shows the bank's name and instructs students to write to AmeriTrust if they want a kit containing more information, Mr. Brandt said.

He said AmeriTrust made $20 million in student loans last year, the most of any Ohio bank.

## Marketing

# Bank Makes Ripple with Low Rates

By MARYN McKENNA

CHICAGO — A small, independent suburban bank has broken away from the pack by offering credit card interest rates 3% to 6% below market levels.

The First National Bank of Lincolnshire, Ill., the first suburban bank in the Chicago area to have a credit card program, offers Visa Success and Idea cards at interest rates of 15% to 18%. First National says that the next lowest rate in the Chicago area is 19%. The maximum rate in Illinois is 21.6%.

In addition to the low rates, First National charges no annual fee on the Idea card and a $20 fee on the premium Success card, which has a minimum credit line of $5,000.

First National president Saul Binder said the bank will fund the card program through its regular deposit base. In first-quarter 1985, First National had $52.2 million in deposits.

The program makes First National one of three Visa direct processors in Chicago. The other two, The First National Bank of Chicago and Harris Trust and Savings Bank, have deposits in excess of $29 billion and $5 billion respectively.

"We started this as a defensive measure — our correspondent banks were killing us on rates," Mr. Binder said. "Now it's a successful profit center. We've doubled our merchant and deposit business."

First National has issued more than 1,100 cards since last November and projects authorizing another 5,000 by the end of 1985.

Nevertheless, the bank doesn't expect to have much impact on the credit card market in Chicago. "We're a very small fish," Mr. Binder said. "Chicago rates won't fall until market conditions bring them down." ■

## Publisher Is New Chief At Freedom National Bank

NEW YORK — Edward Lewis, publisher of Essence Magazine and chief executive of Essence Communications Inc., has been elected chairman of the board of the $100 million-asset Freedom National Bank of New York.

He has served as a director of the bank since 1977, the last three years as vice chairman.

Mr. Lewis succeeds Dr. Wyatt Tee Walker, senior minister of Canaan Baptist Church, who didn't stand for re-election as board chairman because of his expanding responsibilities at the church.

The bank's newly elected vice chairman is James H. Dowdy, president and chief executive officer of Commonwealth Holding Co., an economic development corporation involved with real estate management and manufacturing.

Sharnia 'Tab" Buford continues as president of Freedom.

Prior to launching Essence Magazine in 1970, Mr. Lewis held positions with Citibank of New York and in the office of the city manager of New Mexico City, N.M. ■

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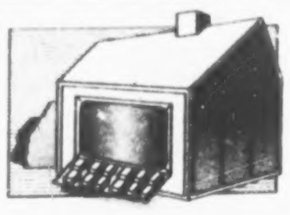
# Who's Who in Video Banking Nationwide



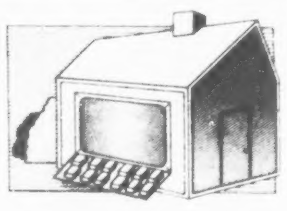
**ACI:** Applied Communications Inc.'s Base24. **AP:** Associated Press. **CHI:** Chillicothe Telephone Co. system. **CIS:** CompuServe. **DA:** Data One Inc., Knoxville. **DJ:** Dow Jones News/Retrieval. **HAR:** Harbinger Home Computer Services Inc., Atlanta. **HBI:** Home Banking Interchange. **INF:** Informart. **KFX:** Keyfax. **K-R:** Knight Ridder Newspapers' Viewdata Corp. of America Inc. **NCR:** NCR Universal Credit Union's Companion At-Home. **NOA:** National Oceanic & Atmospheric Administration. **Own:** Proprietary. **PRE:** Precision Software Inc.'s HomeBranch. **PRO:** Pronto. **SHU:** Shuttle Corp.'s Scratch Pad. **SO:** The Source. **T-M:** Times Mirror Videotex Services. **TXT:** Transtext. **VBK:** VistaBanc (Toledo Trust Co.) **VFS:** VideoFinancial Services of America.

■—Operational. □—Pilot. ○—Planned. X—No plans to implement. •—New entry in table. +—Revised entry.

Table revised 5/31/85.

| | Institution | Status | System | Bill Paying | Statement On-Line | Brokerage | No. of User IDs | Additional Service Provider |
|---|---|---|---|---|---|---|---|---|
| ARIZONA | Western Savings & Loan Assn., Phoenix | □ | HBI | □ | □ | ○ | 100 | T-M, INF |
| ARKANSAS | Worthen Bank & Trust Co., Little Rock | □ | PRO | □ | □ | ○ | 87 | PRO |
| CALIFORNIA | Bank of America NT&SA, San Francisco | ■ | Own | ■ | ■ | ○ | 18,000 | T-M |
| | + First Interstate Bank of Calif., Los Angeles | ○ | Own | ○ | ○ | X | – | – |
| | IBM Pacific Credit Union, San Jose | ○ | NCR | ○ | ○ | ○ | – | CIS |
| | + Security Pacific National Bank, Los Angeles | ■ | VFS | ■ | ■ | ○ | 100 | T-M |
| CONNECTICUT | Colonial Bank, Waterbury | □ | HBI | □ | □ | X | 70 | T-M, INF |
| | Union Trust Co.(Pronto Personal), New Haven | ■ | PRO | ■ | ■ | ○ | 475 | PRO |
| | • Union Trust Co.(Pronto Business Banker) | ○ | PRO | ○ | ○ | X | – | PRO |
| DISTRICT of COLUMBIA | American Security Bank | ○ | PRO | ○ | ○ | ○ | – | PRO |
| | + Madison National Bank | ■ | Own | ■ | ■ | ■ | 750 | O |
| FLORIDA | Bank of Coral Gables | ■ | VFS | ■ | ■ | ○ | 12 | K-R |
| | Barnett Bank, Jacksonville | □ | HBI | □ | □ | X | 100 | T-M, INF |
| | Chase Federal Savings & Loan, Miami | ○ | VFS | ○ | ○ | ○ | – | K-R |
| | City National Bank, Miami | ○ | VFS | ○ | ○ | ○ | – | K-R |
| | Coconut Grove Bank, Miami | ○ | VFS | ○ | ○ | ○ | – | K-R |
| | Continental National Bank, Miami | ■ | Own | ■ | ■ | ○ | 310 | X |
| | County Natl. Bank of South Fla., North Miami Beach | □ | VFS | □ | □ | ○ | 37 | K-R |
| | Dade Savings & Loan Assn., Miami | ○ | VFS | ○ | ○ | ○ | – | K-R |
| | Flagler National Bank, West Palm Beach | □ | VFS | □ | □ | ○ | 6 | K-R |
| | Florida National Bank(Pronto Personal), Jacksonville | □ | PRO | □ | □ | ○ | 20 | PRO |
| | • Florida National Bank(Pronto Business Banker) | □ | PRO | X | □ | X | N.A. | PRO |
| | + The Mall Bank, West Palm Beach | ■ | VFS | ■ | ■ | ○ | 50 | K-R |
| | Southeast Bank NA, Miami | ■ | VFS | ■ | ■ | ○ | N.A. | K-R |
| GEORGIA | • First National Bank of Atlanta | ○ | TXT | ○ | ○ | X | – | ○ |
| | Fulton Federal Savings & Loan Assn., Atlanta | ■ | HAR | ■ | ■ | X | 72 | X |
| ILLINOIS | Continental Illinois NB&T Co., Chicago | □ | HBI | □ | □ | X | 75 | T-M, INF |
| | First National Bank of Chicago | ○ | KFX | ○ | ○ | ○ | – | KFX,VFS |
| LOUISIANA | + Louisiana National Bank, Baton Rouge | ■ | SHU | ■ | ■ | ○ | 335 | AP,NOA |
| MASSACHUSETTS | Shawmut Corp., Boston | ■ | Own | ■ | ■ | X | N.A. | X |
| MICHIGAN | First of America Bank Corp., Kalamazoo | □ | HBI | □ | □ | X | 120 | T-M, INF |
| | + Manufacturers National Bank, Detroit | □ | PRO | □ | □ | ○ | 250 | PRO |
| | + National Bank of Detroit | □ | Own | □ | □ | ○ | 120 | ○ |
| MINNESOTA | + Northwest Orient Airlines Credit Union, Minneapolis | □ | NCR | □ | □ | ○ | 3 | CIS |
| NEW YORK | Chase Manhattan Bank NA, New York | ■ | Own | ■ | ■ | ■ | N.A. | X |
| | Chemical Bank(Pronto Personal), New York | ■ | PRO | ■ | ■ | ○ | 23,000 | PRO |
| | • Chemical Bank(Pronto Business Banker) | ■ | PRO | X | ■ | X | 4,000 | PRO |
| | Citibank(Direct Access), New York | ■ | Own | ■ | ■ | ○ | N.A. | DJ |
| | Citibank(Focus), New York | ■ | Own | ■ | ■ | ■ | N.A. | X |
| | Empire of America Bank, Buffalo | □ | Own | □ | ○ | X | 106 | ○ |
| | Manufacturers Hanover Trust Co., New York | ■ | ACI | ■ | ■ | X | N.A. | X |
| | Marine Midland Bank NA, New York | □ | HBI | □ | □ | X | 100 | T-M, INF |
| | United States Trust Co., New York | ■ | Own | X | ■ | ■ | 146 | X |
| NORTH CAROLINA | First Union National Bank, Charlotte | □ | HBI | □ | □ | X | 40 | T-M, INF |
| | NCNB National Bank, Charlotte | ○ | VFS/CIS | ○ | ○ | ○ | – | CIS |
| | Wachovia Bank & Trust Co., Winston-Salem | ○ | VFS | ○ | ○ | ○ | – | K-R |
| OHIO | BancOhio National Bank, Columbus | □ | HBI | □ | □ | X | 50 | T-M, INF |
| | Huntington National Bank, Columbus(BancShare) | ■ | CIS | ■ | ■ | X | N.A. | CIS |
| | Huntington National Bank, Columbus(ExpressWire) | ■ | Own | -- | -- | X | N.A. | X |
| | National City Bank, Cleveland | □ | HBI | □ | □ | X | 45 | T-M, INF |
| | NCR Universal Credit Union, Dayton | ■ | NCR | ■ | ■ | ○ | 200 | CIS |
| | Society National Bank, Cleveland | □ | HBI | □ | □ | X | 45 | T-M, INF |
| | Third National Bank, Dayton | □ | HBI | □ | □ | X | 50 | T-M, INF |
| | Toledo Trust Co. | ■ | VBK | ■ | ■ | ○ | 372 | ○ |
| | + Trustcorp Inc., Columbus | ■ | VBK | ■ | ■ | ○ | 16 | ○ |
| PENNSYLVANIA | Penn Security Bank & Trust Co., Scranton | ■ | Own | ■ | ■ | X | 215 | O |
| SOUTH CAROLINA | Bankers Trust Co. of S.Carolina, Columbia | □ | PRO | □ | □ | ○ | 200 | PRO |
| TENNESSEE | United American Bank, Memphis | ■ | DA | ■ | ■ | X | 95 | X |
| | + ONRL Credit Union, Oak Ridge | ■ | NCR | ■ | ■ | ○ | 40 | CIS |
| TEXAS | Mercantile National Bank, Dallas | ○ | Own | ○ | ○ | ○ | – | ○ |

# Who's Who in Video Banking Nationwide



**ACI:** Applied Communications Inc.'s Base24. **AP:** Associated Press. **CHI:** Chillicothe Telephone Co. system. **CIS:** CompuServe. **DA:** Data One Inc., Knoxville. **DJ:** Dow Jones News/Retrieval. **HAR:** Harbinger Home Computer Services Inc., Atlanta. **HBI:** Home Banking Interchange. **INF:** Informart. **KFX:** Keyfax. **K-R:** Knight Ridder Newspapers' Viewdata Corp. of America Inc. **NCR:** NCR Universal Credit Union's Companion At-Home. **NOA:** National Oceanic & Atmospheric Administration. **Own:** Proprietary. **PRE:** Precision Software Inc.'s HomeBranch. **PRO:** Pronto. **SHU:** Shuttle Corp.'s Scratch Pad. **SO:** The Source. **T-M:** Times Mirror Videotex Services. **TXT:** Transtext. **VBK:** VistaBanc (Toledo Trust Co.) **VFS:** VideoFinancial Services of America.

■—Operational.☐—Pilot.○—Planned. X—No plans to implement. •—New entry in table. +—Revised entry.

Table revised 5/31/85.

| | Institution | Status | System | Bill Paying | Statement On-Line | Brokerage | No. of User IDs | Additional Service Provider |
|---|---|---|---|---|---|---|---|---|
| **WASHINGTON** | Peoples National Bank, Seattle | ☐ | HBI | ☐ | ☐ | X | 59 | TM, INF |
| **WISCONSIN** | First Wisconsin National Bank, Milwaukee | ☐ | HBI | ☐ | ☐ | X | 150 | TM, INF |
| **CANADA** | Bank of Montreal(Grassroots) | ■ | INF | ○ | ■ | X | 150 | INF |
| | Bank of Montreal(HBI) | ☐ | HBI | ☐ | ☐ | X | 170 | T-M. INF |
| | • Continental Bank of Canada, Toronto | ■ | Own | X | ■ | ■ | X | 134 |

## Judge Gives Jake Butcher Maximum of 20 Years

KNOXVILLE, Tenn. (UPI) — Jake Butcher, a high-rolling financier whose $790 million banking empire collapsed under the weight of bad loans, was sentenced Monday by a federal judge to the maximum 20 years in prison for bank fraud.

U.S. District Court Judge William K. Thomas told Mr. Butcher, 49, that he had "betrayed the public trust" by stealing money deposited in his banks, and he ordered him to serve at least six years and eight months behind prison walls.

Mr. Butcher was ordered to report Sept. 3 to begin serving his sentence at an institution that will be selected by the U.S. Parole Commission.

In his plea bargaining with the government in April, he agreed to plead guilty to 20 of the 102 criminal counts against him in Knoxville, Memphis, and London, Ky.

Mr. Butcher pleaded guilty to using a series of fraudulent loans to siphon more than $17 million from his banks. He also pleaded guilty to fraud at United American banks in Knoxville, Memphis, Chattanooga, Lexington, Ky., and Somerset, Ky.

Judge Thomas sentenced Mr. Butcher on eight of the 20 charges to which he pleaded guilty. Mr. Butcher also faces three more sentencing hearings later.

Mr. Butcher, pausing frequently to wipe away tears with the back of his hand, pleaded for mercy in a rambling three-minute statement.

"I want to apologize for what I have done," Mr. Butcher said. "My little boy, who is 9 years old, thinks I am going to be gone for 20 years. I hope the Knoxville community will give me the chance to repay any wrongs I have done."

Because of huge loan losses, United American Bank-Knoxville was closed by regulators on Feb. 14, 1983, in the nation's third largest bank failure since the Great Depression. The bank's collapse triggered the failure of nine other Tennessee banks owned by Jake or his brother, C.H. Butcher Jr. in that year.

C.H. Butcher, 48, is the object of a federal grand jury investigation in Knoxville. ■

## Midlantic Banks Elects Elmer L. Ward Director

EDISON, N.J. — Elmer L. Ward Jr. has been elected a director of the Midlantic Banks Inc., increasing its number of directors to 20.

Mr. Ward is chairman and chief executive officer of Palm Beach Inc., a Fortune 500 apparel manufacturer based in New York. ■

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Stanley D. Halper, Glenn C. Davis,
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# Venture . . .

Continued from Page 1

mation, as is the capital contribution," Mr. Forbes said in an interview here. He is in Dallas to speak at the National Operations and Automation Conference of the American Bankers Association.

The two institutions expect to shift their video banking services to the new company late this summer. Chemical Bank's Pronto and Bank of America's HomeBanking will retain their own characteristics for the time being, Mr. Forbes said.

Bank of America has 17,500 customers in an open system which can be accessed by any computer capable of transmitting text in the ASCII protocol. Chemical Bank issues special software diskettes to its Pronto customers who number about 23,000. Pronto operates only on the IBM PC family, Apple II line, Macintosh, Commodore 64, Atari line, and microcomputers compatible with these. Altogether, the *American Banker* estimates there are about 58,000 video banking customers in the nation.

### Antitrust Angles

Mr. Forbes was asked whether the new joint venture has any antitrust aspects since the two banks enjoy such a large share of the market.

He said that question has been explored. But he pointed out that penetration of the potential market for video banking is small. "I don't believe anything we do in the venture will run us afoul of the Justice Department," he added.

The joint venture, which has not yet been named, will be based in New York. Mr. Forbes said a search for space is under way. Its operating facility will be in Jericho, N.Y., on Long Island where Pronto moved into a new operations center a month ago.

Francis J. Heffron, executive vice president of AT&T Technologies Inc., has been named chairman and chief executive officer of the venture.

"Partner companies will all contribute experience, personnel, technological resources, and financial backing to the new venture," he said in the announcement. "All four companies have extensive and complementary experience in the field of videotex services."

### On-Line Brokerage

The home banking portion of the videotex service will include brokerage. Mr. Forbes said Bank of America will offer such a service from Charles Schwab & Co., its discount broker affiliate.

Chemical Bank, he said, will offer brokerage through TradePlus Inc., the Palo Alto, Calif., firm which handles the on-line information and order entry services for a number of discount brokers. It is slated to go onto Pronto early this summer.

Mr. Forbes said Chemical has not announced which broker will be linked into its Pronto service via TradePlus. But he said it will not be George Brown & Co., the discounter affiliated with the bank. Brown, he said, is an active upscale trader, and its clientele is different from Pronto's.

Pronto Link Corp. was formed Jan. 1 as a subsidiary of Chemical New York Corp. to take over Pronto, BankLink, Chemical's electronic customer services, and its shared automated teller machine network.

Administratively, when the joint venture goes live, Pronto simply will be carved out of Pronto Link and shifted over, but it will continue to operate from Jericho. "Operationally, this is a nonevent," Mr. Forbes said.

When they log on, customers will get a welcome screen from the new venture and then be handed off to their bank whose menu may include brokerage if the bank so elects.

Five Pronto licensees already are live with video banking, one of them in full commercial operation — Union Trust Co., New Haven, Conn. Four others are in pilot tests. Another licensee plans to offer the service.

Mr. Forbes said the new venture will furnish Pronto service to these licensees and to others that Pronto expects to sign up.

One other videotex joint venture already has been formed but is not yet live with a service. That is Trintex, whose parents are IBM Corp., CBS Inc., and Sears, Roebuck & Co.

Also, RCA Corp. and Citicorp are discussing a videotex product. J.C. Penney Co. dropped out of the talks.

"Unlike other joint ventures that have been announced, this is going into business with customers from Day One," Mr. Forbes said.

— David O. Tyson

*This announcement appears as a matter of record only.*

June 1, 1985

THE WYOMING NATIONAL BANK
OF WILKES-BARRE

has been acquired by

MERCHANTS BANCORP, INC.

The undersigned served as financial advisor to
The Wyoming National Bank of Wilkes-Barre in this transaction.

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Crocker National Corporation

has been acquired by
a wholly owned subsidiary of

Midland Bank plc

*The undersigned assisted in the negotiations and acted as financial*
*advisor to the Special Committee of the Board of Directors of*
*Crocker National Corporation in this transaction.*

Kidder, Peabody & Co.
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# FDIC . . .

Continued from Page 3

real estate industries have contended that the proposal would go too far toward permitting banks to get into businesses historically considered off limits.

In a letter to the FDIC, the American Council of Life Insurance called the FDIC's original proposal "simply a reflection of the FDIC's preferences" in favor of chipping away the wall between banking and commerce. "As such," the council said, it "is not a proper exercise of rulemaking authority .... Matters of national banking policy must be left to legislative bodies and not to regulatory bodies." ■

# Commerce Bankshares Merging Several Banks Under National Charters

By MARYN McKENNA

CHICAGO — A plan to switch state-chartered banks to national charters will reduce Commerce Bancshares Inc.'s holdings to 26 banks by June 30.

The $4.5 billion-asset Missouri holding company currently has 36 subsidiaries operating in 107 locations, down from a high of 50 original charters.

The plan takes advantage of a 1983 Missouri law that allows holding companies to merge existing banks and retain all their branching rights. Prior to 1983, Missouri's unit banking law had allowed a maximum of two branches per bank.

Commerce recently announced that it would switch nine state banks to national charters and would merge eight state and four national banks in St. Louis County to create the new Commerce Bank of St. Louis County from the former Commerce Bank of Kirkwood, Mo. The new $1.1 billion-asset national bank will be based in Clayton, Mo., and will be the largest bank in St. Louis County, with 24 current locations and a potential 12 more.

Commerce Bancshares' comptroller, Charles Templar, said the mergers would increase efficiency and reduce operating costs, but he did not indicate whether the mergers would boost the holding company's earnings for 1985. "This is the first merger of such a size we've made," he said.

The first planned merger, in January 1984, folded five Kansas City banks into the Commerce Bank of Kansas City. In addition, there have been several two- and three-bank mergers in St. Charles and Jefferson counties and the St. Louis area. ■

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# American Banker

The Daily Financial Services Newspaper

VOL. CL NO. 110 Thursday, June 6, 1985 150th Year

## TODAY

**TOWARD A TRIGGER:** A House subcommittee approved a plan to open the borders of most states to interstate banking in five years.............. 1

**TEARS:** Money brokers are complaining that an uncertain regulatory atmosphere has already hurt their business.................................. 1

**PAPER ROUTE:** Goldman, Sachs & Co. and Manufacturers Hanover Trust Co. have linked their computers to make it easier for corporations to issue commercial paper... .......... 1

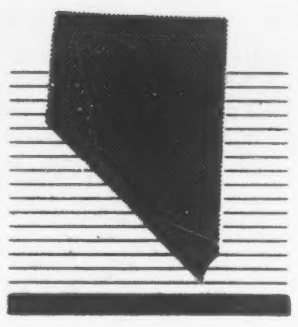
**NETTLED IN NIGERIA:** U.S. banks are rethinking their Nigerian operations as a result of disputes with the government...................................... 2

**LONDON VOTE:** Eleven American firms are among those awaiting a vote by the London Stock Exchange to decide whether to allow full outside ownership of exchange seats...2

**Global People**.................................. 2

**INTERNATIONAL BRIEFING:** Developing debtor nations should be taking more responsibility for the recovery of their economies, top bankers asserted this week at the International Monetary Conference... .................................. 2

**NEVADA:** It once appeared deadlocked, but the state legislature has passed a controversial, reciprocal interstate banking bill encompassing a 12-state western region that excludes California........................................ 3



**What Analysts Say**........................... 3

**REQUIRED READING:** In an address at Albion College, business executive Robert V. Krikorian said the bottom line doesn't end with profits; ethics should also be a concern..... 4

**BACK PAGE:** Monogram says it is about to announce deals with two money center banks to deliver home banking services .... Valley National Bank will become the first Arizona institution to join Star System's teller machine network...................... 16

### Quote

***The validity of this regulation should be affirmed by Congress and coupled with a law denying deposit insurance coverage to credit unions, banks, and S&Ls placing their excess funds directly in other insured institutions.***

FDIC Chairman William M. Isaac, on a rule which would limit deposits placed by money brokers to $100,000 per broker per insured institution. [1]

**Unquote**

# Uncertainty Hurting Brokers

## Complaints Voiced as Regulators Urge Deposit Caps on Funds

By NINA EASTON

WASHINGTON — Even while regulators are urging Congress to limit the flow of brokered funds into banks and thrifts, money brokers are complaining that an uncertain regulatory atmosphere has already hurt their business.

William M. Isaac, chairman of the Federal Deposit Insurance Corp., and Edwin J. Gray, chairman of the Federal Home Loan Bank Board, told a Senate Banking subcommittee Wednesday that legislative action limiting brokered funds to financial institutions was necessary to protect the health of the federal insurance system.

A regulation issued jointly by the two agencies, limiting deposits placed by money brokers to $100,000 per broker per insured institution, was thrown out by a U.S. district court. A court of appeals upheld that decision early this year.

Despite that setback for the regulators — and Congress' failure so far to adopt legislative limits — money brokers are finding that many investors and financial institutions are shying away from brokered deposits.

Jorge H. Coloma, president of the Miami-based FAIC Securities Inc., said: "Since the proposed regulations were published, FAIC has suffered an irreparable loss of customers who have chosen not to place deposits through FAIC given the attitude of the regulators."

FAIC, which calls itself the largest insured certificate of deposit broker in the country, was the firm that sued the

➵ Brokers: Page 8

# Goldman Sachs and Hanover Connect Systems for Commercial Paper Trades

By TOM FERRIS

NEW YORK — Goldman, Sachs & Co. and Manufacturers Hanover Trust Co. announced Wednesday they have linked their computer networks to make it easier for corporations to issue commercial paper.

The enhancement is available to companies that use Goldman Sachs as the dealer and Manufacturers as the issuing and paying agent. The promised result is faster and more accurate trading.

"The communications system we have set up with Goldman Sachs is truly unique," said Richard J. Matteis, a senior vice president of Manufacturers. "As far as we know, no one else has this capability on Wall Street today," said another official at the New York bank.

The new service fully automates the transfer of information between the issuing corporation, Goldman Sachs, which lines up the purchasers, and Manufacturers, which handles the operational end of the process, including the actual drafting of promissory notes on behalf of the issuer.

Previously, Goldman Sachs, the large investment banking house, typically relayed the information about commercial paper notes — including the par amount, term, rate, and net proceeds — to the issuing corporation by telephone. That firm would then input the data into a computer terminal

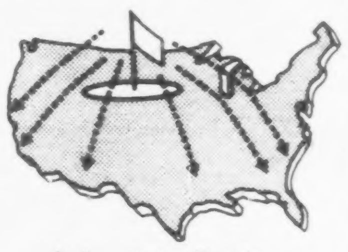
➵ Commercial: Page 9

# Interstate Bill Passes First Hurdle

## But Vote of House Panel May Be Reversed in Full Committee

By BARTLETT NAYLOR

WASHINGTON — Interstate banking moved one step closer Wednesday as a House subcommittee began hammering out the details of legislation that would enable banks to cross state lines.



Interstate Banking

By mid-afternoon, the panel had given preliminary approval to a plan that would permit states to form regional compacts for five years, allowing banks to merge or acquire banks within a specific region.

After five years, banks could acquire banks operating under any regional compact in the nation. A state could choose not to participate in any interstate banking.

Before taking a final vote on the legislation, the panel was expected to add tougher antitrust standards to banks because of the decision to go interstate.

The 18-12 preliminary vote by the House Banking subcommittee on financial institutions signaled the start of a lengthy congressional battle. It will be months before the full House and Senate act on any interstate banking bill.

The vote was hailed as a "significant step in the right direction" by John Rippey, a lobbyist with the Association of Bank Holding Companies, whose membership includes many large money center banks.

➵ Trigger: Page 7

"There is nothing sinister in so arranging one's affairs to keep taxes as low as possible. Everybody does so, rich and poor; and all do right, for nobody owes any public duty to pay more than the law demands: taxes are enforced exactions, not voluntary contributions. To demand more in the name of morals is mere cant."

Judge Learned Hand

NUVEEN

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Wildlife is thriving in Indianapolis

The Indianapolis Zoo, the largest in the nation not supported by tax dollars, is going to get larger. By the late 1980's the zoo will have tripled its land size and increased its population 5 times when it moves to White River Park. By employing natural buffers such as land and water moats and rock formations this natural zoo will rank alongside the finest zoos in the country. In the spirit of expansion, American Fletcher, Indiana's largest bank, commends the effort of the Indianapolis Zoological Society.

AMERICAN FLETCHER NATIONAL BANK
AFNB
INDIANAPOLIS

# Brokers . . .

Continued from Page 1

FDIC and the Bank Board over their joint regulation. Regulators frequently point to FAIC as a firm that invests its money in failing institutions.

Emanuel J. Falzon, president of Merrill Lynch Money Markets Inc., told a reporter after Wednesday's hearing that banks are less interested in accepting brokered funds because of the possibility that the agencies' regulation will be upheld on appeal.

Banks are concerned that if the regulatory agencies were successful in an appeal, they might enforce the rule back to Oct. 1, 1984 — its original effective date. "This is intimidating issuers," Mr. Falzon said.

In his testimony, Mr. Falzon also complained that a Bank Board proposal to force brokers to disclose the names of those individuals and institutions that actually own the money would create "such cumbersome and redundant record-keeping requirements that the market for S&L CDs would be severely undermined." The FDIC is considering a similar proposal.

Mr. Gray agreed that these regulatory efforts by the Bank Board and the FDIC to curb brokered deposits "did have a somewhat chilling effect on money brokering." However, he argued, "the heart of the problem and its potential for further mischief continues."

Officials at the two regulatory agencies have argued that money brokers funnel their funds into troubled institutions that offer high rates in an attempt to keep afloat. Brokers slice these funds into $90,000 to $100,000 chunks in order to take advantage of federal insurance, say regulators.

Fully insured brokered deposits have been found "in an alarming number of failed banks," Mr. Isaac said, costing the insurance fund millions of dollars a year.

At Wednesday's hearing, Mr. Isaac released a list of the top 25 suppliers of insured brokered funds to troubled banks backed by the FDIC. From the top, the list included Merrill Lynch & Co. ($771 million); Dean Witter Reynolds Inc. ($447 million); Prudential-Bache Securities Inc. ($131 million); the First Boston Co. ($115.5 million); Goldman, Sachs & Co. ($80 million); Professional Asset Securities ($67 million); and FAIC Securities Inc. ($44 million).

These figures were disputed by money broker officials testifying at Wednesday's hearing, and by Mr. Falzon in particular. And they continued to reject the view that brokered deposits contribute to the demise of banks and thrifts, pointing instead to faulty bank management and a cyclical economy.

"The brokered deposits did not bring about the trouble in these banks," Sen. Alfonse M. D'Amato, R-N.Y., who has been an ally of the money brokers, said during a heated exchange with Mr. Isaac. "That's nonsense."

Most of the members of a money broker panel testifying said that they routinely conduct detailed financial analyses of the institutions in which they place deposits. However, FAIC's Mr. Coloma said that adequate financial evaluations are impossible because of the lack of publicly available information on banks and thrifts.

Mr. Isaac and Mr. Gray asked the Senate panel to adopt by statute the same $100,000 limit that they had unsuccessfully attempted to impose by regulation.

"The validity of this regulation should be affirmed by Congress and coupled with a law denying deposit insurance coverage to credit unions, banks, and S&Ls placing their excess funds directly in other insured institutions," Mr. Isaac said.

However, Mr. Isaac also indicated that he would accept legislation capping an institution's brokered funds intake to 100% of the institution's capital. Such a cap would enable brokers to funnel nearly $190 million into insured accounts at banks. FDIC-insured banks now hold $24 billion in both insured and uninsured brokered deposits, Mr. Isaac said.

Mr. Gray forwarded a legislative proposal that would authorize federal banking agencies to classify deposit accounts and deny or limit insurance to certain classifications. The FDIC also would support such a legislative proposal.

The money brokers that testified before the Senate subcommittee on financial institutions and consumer affairs Wednesday indicated support for a bill sponsored by Sen. D'Amato and Sen. Mack Mattingly, R-Ga., that parallels a similar provision in the banking bill the Senate passed last year.

That bill would place no limit on long-term deposits but would limit an institution's ability to accept short-term brokered deposits to 15% of its total deposits.

Mr. Isaac said adoption of that bill would be worse than no legislation at all. "We can't afford that bill," Mr. Isaac said. "It's too expensive." ■

## Top 25 Suppliers Of Fully Insured Brokered Deposits

| | | (000 omitted) |
|---|---|---|
| 1. | Merrill Lynch* | $771,268 |
| 2. | Dean Witter Reynolds Inc. | 447,000 |
| 3. | Prudential Bache Securities Inc. | 131,406 |
| 4. | The First Boston Co. | 115,500 |
| 5. | Goldman Sachs & Co. | 80,000 |
| 6. | Professional Asset Securities | 63,979 |
| 7. | FAIC Securities Inc. | 44,395 |
| 8. | First Empire Funding Corp. | 43,564 |
| 9. | The Calvert Group | 41,665 |
| 10. | A.G. Becker | 38,000 |
| 11. | Golconda Financial | 31,650 |
| 12. | Shearson Lehman/American Express | 28,700 |
| 13. | First United Fund LTD | 28,100 |
| 14. | Paine Webber | 27,003 |
| 15. | Salomon Brothers | 26,000 |
| 16. | Jessup Group | 26,000 |
| 17. | MKI Money Markets Inc. | 20,000 |
| 18. | Harvey Baskin (CDX) | 19,593 |
| 19. | Long Beach Savings & Loan Association | 14,555 |
| 20. | TCD National Inc. | 14,500 |
| 21. | Churchill | 14,300 |
| 22. | Continental Money Markets Inc. | 12,248 |
| 23. | Morgan Stanley International | 10,000 |
| 24. | Garvin Guy Butler Corp. | 10,000 |
| 25. | TCS Funds Brokerage | 9,298 |

Source: Federal Deposit Insurance Corp. Based upon available survey data as of Feb. 28, 1985. The survey was limited to troubled institutions holding 5% or more of their deposits in fully insured brokered funds. The survey excluded direct placements by other insured banks, thrifts, and credit unions.

*Merrill Lynch disputes this figure but did not immediately provide a figure of its own.

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American B

The Daily Financial Services Newspaper

VOL. CL NO. 116 Friday, June 14, 1985 150th Year

## TODAY

**FINANCE COMPANY SURVEY:** The *American Banker* annual survey of finance companies finds an industry riding high on the continuing economic upturn.... 1

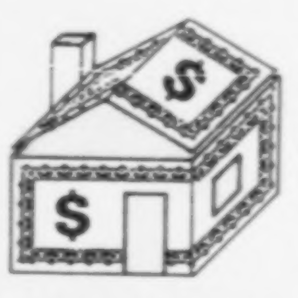
**AUTOS MOBILE:** Chrysler Financial, which leads all comers in *American Banker*'s 1984 survey of finance companies, is doing it again, with a record first quarter.... 1

**HIGH RISK INSTRUMENT:** Corporate bond insurance will become a reality shortly, with one company about to begin offering it and two others to follow within a year.... 1

**INTERNATIONAL BRIEFING:** The international financial community is concerned by the renewed possibility of another drop in oil prices.... 2

**MR. LANCE SELLS:** The First Railroad and Banking Company of Georgia has agreed to buy Bert Lance's Calhoun First National Bank.... 2

**PRELUDE TO A BUYOUT?** First Union Corp. in Charlotte, N.C., has agreed to buy a small equity interest in Commerce Union Corp. of Nashville, Tenn.... 2



Mortgage Securities

**STANDARDS SET:** A committee of the Public Securities Association, a trade group of tax-exempt bond dealers, has developed the standard prepayment index — a crucial factor in the trading of collateralized mortgage obligations, or CMOs.... 3

**LAUNDRY BILL:** The Reagan administration proposed legislation that would make money laundering a criminal offense and give law enforcement agencies direct authority to prosecute banks and bank employees.... 3

**DOWNGRADED:** Keefe, Bruyette & Woods lowered its investment rating on BankAmerica Corp. from "C" to "C/D".... 3

**REQUIRED READING:** Richard H. Dionne, president of the Provident Institution for Savings in Boston, admonishes financial institutions to cooperate with government investigations instead of "stonewalling".... 4

**BIG DEALS:** Indiana's new interstate banking law and the Ohio thrift crisis helped make the Midwest the hub of merger activity in May.... 24

**Quote**

***It's like you're waiting for the other shoe to drop, but you're living under a centipede.***

An analyst speaking about BankAmerica's plight [3]

**Unquote**

# Corporate Bond Guarantees Loom on Insurance Horizon

By LYNN BRENNER

NEW YORK — Institutional investors are betting hundreds of millions of dollars that corporate bond insurance — a guarantee that bondholders will receive timely payment of principal and interest — is going to be the hottest financial guarantee product around in the next few years.

Insurance bonds now guarantee a wide variety of instruments, ranging from municipal bond issues to individual investors' promissory notes in limited partnerships. But corporate bond insurance will be the riskiest type of financial guarantee offered to date, according to some market experts.

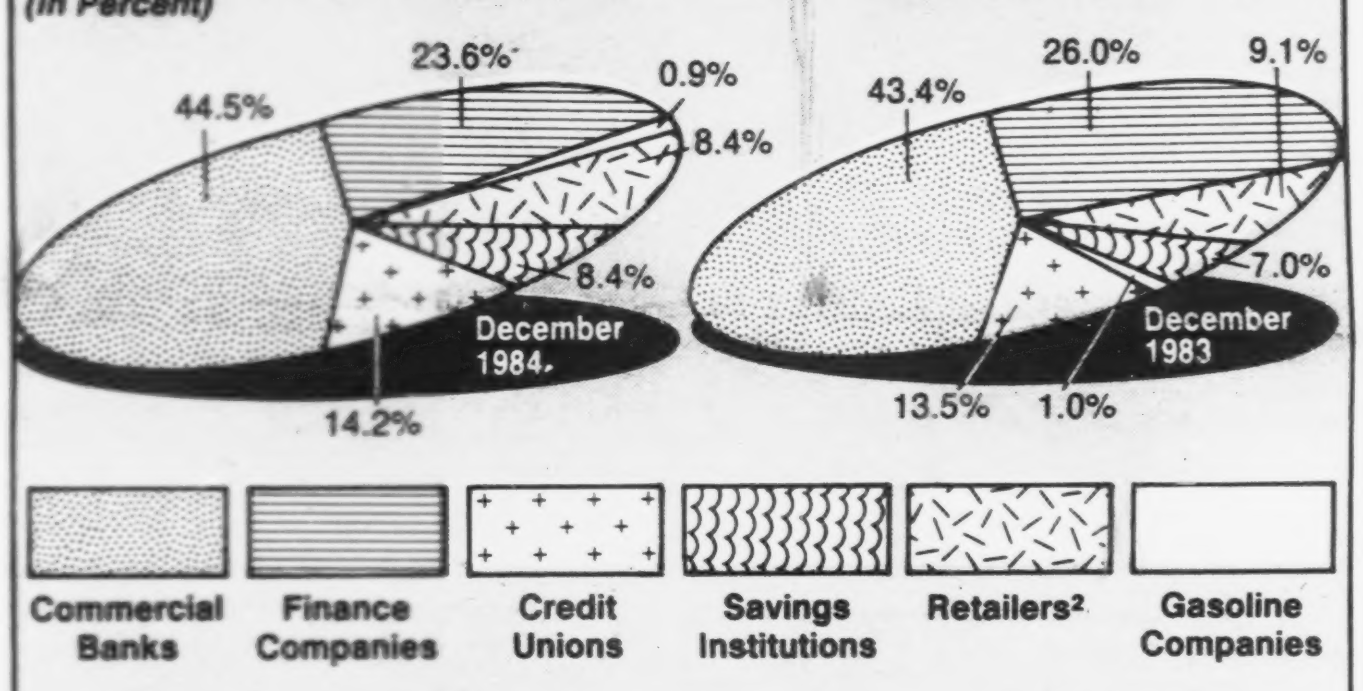
American Financial Assurance Corp., the first company to specialize in insuring taxable issues, will open its doors "any day now," according to executives at Standard & Poor's Corp., which rates financial guarantors.

Two other corporate bond guarantors will probably enter the market within the next 12 months, adds S&P managing director Robert Mebus. "And at least 15 companies interested

➵ Guarantees: Page 18

**Market Share of Consumer Lending[1]**

*(In Percent)*



[1] Includes most short- and intermediate-term credit extended to indivuduals through regular business channels, usually to finance the purchase of consumer goods and services or to refinance debts incurred for such purposes, and scheduled to be repaid—or with the option of repayment— in two or more installments.

[2] Includes auto dealers.

Source: Federal Reserve Bulletin

# Finance Companies Prosper in 1984

## Chrysler Financial's Stunning Growth Fueled by Parent's Automobile Sales

By ROBERT M. GARSSON

NEW YORK — "When cars are moving," says Chrysler Financial Corp.'s Glenn E. Meyer, "everyone's job gets easier."

If so, then Mr. Meyer, manager of financial reporting for Chrysler Financial, had an easy time of it in 1984. Cars were moving and Chrysler Financial Corp. was soaring.

CHRYSLER

The captive finance company — so called because the bulk of its business derives from financing auto sales for its parent, Chrysler Corp. — reported net income of $83 million, up from $47 million the previous year.

Assets grew at an equally stunning pace. At yearend 1984, the firm recorded total assets of $7.2 billion, an increase of 67% from the previous year's $4.3 billion.

Measured by capital funds, the Troy, Mich.-based company shows up in the

➵ Chrysler: Page 11

## Economy's Surge Enables Top Firms To Post Sizable Gains, Survey Shows

By L. MICHAEL CACACE

NEW YORK — The nation's top finance companies in 1984 reaped large benefits from the economic upturn that began in 1983 and continued last year. Their total capital funds, net income, net consumer receivables, net commercial receivables, net leasing receivables, and factoring volume all rose sizably, as shown in the *American Banker's* annual survey of the finance company industry published today.

Indicative of this surge was the experience of the Chrysler Financial Corp., the fastest growing of the nation's top

➵ Survey: Page 12

**Top 5 Finance Companies In Net Income for 1984**

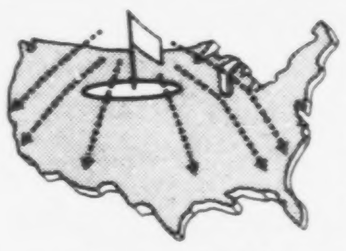
| | (Millions) |
|---|---|
| 1. General Motors Accept. Corp. | $784.8 |
| 2. General Electric Credit Corp. | 320.3 |
| 3. Ford Motor Credit Co. | 310.4 |
| 4. Household Finance Corp. | 153.3 |
| 5. American Express Credit Corp. | 140.0 |

# Key Senators Scorn House Banking Bill

## But White House Backs Plan for 1990 'Trigger'

By JAY ROSENSTEIN
and BARTLETT NAYLOR

WASHINGTON — Senate Banking Committee leaders signaled their House counterparts Thursday that a long battle could be in store over the question of how to let banks expand interstate.



Interstate Banking

The Reagan administration entered the fray as well on Thursday, as Treasury Secretary James Baker sided with the Democratic-controlled House Banking Committee, which voted Wednesday to mandate nationwide banking in 1990.

At a hearing of the Senate Banking Committee, Chairman Jake Garn, R-Utah and colleagues criticized the House initiative. Mr. Garn and others favor only regional interstate banking zones approved by the states, contending that a broader approach doesn't make sense politically or economically.

Mr. Garn, noting that the Supreme Court earlier this week upheld the constitutionality of regional banking, added: "I certainly see no need to have an interstate banking provision" in legislation that the Senate will work on this year. Mr. Garn will hold three more hearings in preparation for writing his own banking powers bill, which he has promised to introduce this month.

Sen. William Proxmire of Wisconsin, the ranking Democrat on the committee, also bemoaned the House action as

➵ Interstate: Page 8

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# CIT Financial Corp. Shuffles Management Of Factoring Group

LIVINGSTON, N.J. — CIT Financial Corp., has made several changes within the CIT Factoring and Commercial Finance Group, which was formed in 1984. The group consists of Manufacturers Hanover Commercial Corp., Meinhard-Commercial Corp., and William Iselin & Co.

Joseph A. Dehler, 53, executive vice president of Manufacturers Hanover Commercial, is moving back to Meinhard-Commercial as president and chief executive officer. He started in factoring at Meinhard and spend the first 13 years of his career there.

Leonard S. Grollman, 58, who has been president and CEO of Meinhard while also serving as vice chairman of the group, will now concentrate solely on his group responsibilities.

At Manufacturers Hanover Commercial, George T. Wendler, 40, was named executive vice president and general manager of the factoring division; and Emmanuel Darmanin, 41, was appointed executive vice president and general manager of the commercial finance division. Lawrence A. Marsiello, 34, was elected a senior vice president and will serve as deputy to the general manager.

CIT Financial Corp. is a subsidiary of Manufacturers Hanover Corp., parent company of Manufacturers Hanover Trust Co., New York. ■

# James W. Aldrich Named CEO, Northwest National

CHICAGO — James W. Aldrich, 45, has been elected president and chief executive officer of Northwest National Bank, a member of the $1.6 billion-asset Chicago-area Lane Bank Group.

He succeeds Fred W. Heitmann Jr. who has become president of Northwest National's one-bank holding company, Northwestco.

Mr. Aldrich joins Northwest from Society National Bank, Canton, Ohio, where he most recently served as executive vice president of lending for Society National Bank of Eastern Ohio, a consolidated division for Society National's affiliates. ■

# Progressive . . .

Continued from Page 7

"It has a lot to do with eliminating our [real estate owned through foreclosure] and getting back into traditional mortgage banking business," said James Hennis, a former stockbroker who recently was elected president and chief operating officer. Mr. Hennis said Progressive's real estate owned totals some $10 million.

Besides Mr. Hennis, Progressive's board, which recently was reduced to eight members from 16, also elected James I. Condie Jr., a mortgage broker, as vice chairman and chief executive officer, and Arthur A. Shafran as chairman of its executive committee.

Progressive's former president and chief executive officer, Lon E. Harmon, is on a permanent medical leave of absence, Mr. Hennis said.

In other matters, Mr. Hennis said it is "unlikely" that Mr. Carter would proceed with a previously announced plan to purchase the thrift "as agreed upon.

"But," Mr. Hennis said, "we are still negotiating with him."

Progressive said it is seeking regulatory approval to include in its net worth $2 million from the sale of a subordinated debenture to Mr. Carter last December, when the proposed acquisition was announced. ■

# Finance Companies Post Large Gains in 1984

Continued from Page 1

25 finance companies as ranked by capital funds, the major measure of size. The auto financing subsidiary of the Chrysler Corp., based in Troy, Mich., saw its capital funds rise 50.5% to $1.4 billion at yearend 1984, from $933 million a year earlier, to move it up six places in rank to sixth position. Capital growth was sparked by an infusion of $205 million in capital from its parent company.

In addition, Chrysler Financial's net income rose 75.28% to $83.1 million in 1984, compared with $47.4 million in 1983, to rank the company 12th in net income. According to a spokesman for the company, the increase in net income was aided by "the increased penetration of the Chrysler product line, and through the use of special finance plans."

Another trend emerged last year. Improved economic conditions brought with them stiffer competition in the consumer lending field from commercial banks and thrifts. As a result, consumer finance companies lost market share to these institutions in 1984. This was especially true in the auto financing field, where the finance companies' share fell four percentage points.

An example of the impact of this competition is seen in the earnings performance of General Motors Acceptance Corp., whose net income fell 22% last year. In fact, GMAC observed in its annual report that "the effects of higher borrowing costs and sharply increased competition for automotive financing in 1984 contributed to reductions in financing volume and net income."

A summary of the major findings of *American Banker's* annual finance company survey shows:

- Total capital funds of the top 100 finance companies in the field rose 6% in 1984 to $38.6 billion, after rising 7.2% to $36.4 billion in 1983.

- Net income for the top 50 earners in the field, excluding the financing arms of the three major automobile manufacturers, rose 16% in 1984, after rising 10% in 1983.

The combined net income of GMAC, Ford Motor Credit Co., and Chrysler Financial Corp. fell 12% in 1984 after jumping up 38% in 1983. These movements are heavily influenced by the performance of GMAC, whose net income rose 46% in 1983 to a record $1.002 billion, then fell 22% last year to $784.8 million. Ford Motor Credit posted a modest 6.4% gain in net income last year, after posting a 27.5% increase in 1983, and Chrysler Financial's income soared 75% last year, after falling 9% in 1983.

- The top 10 consumer finance companies posted a 12.8% gain in net consumer retail and real estate receivables last year.

- The top 10 commercial finance companies had an 18.1% gain in their

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# Banks Claim Larger Share of Consumer Finance Market in '84

net commercial and industrial receivables.

- The industrial and equipment leasing receivables of the top 10 nonbank firms in the field moved up 17% in 1984.
- The top 10 bank-related leasing firms posted an 11.7% gain in their industrial and equipment leasing receivables.
- And the factoring volume of the top factors in the field moved up 16%.

For definitions of all the terms used in today's study, plus a description of the various statistical listings, see the story on page 17.

### Aggregate Consumer Finance Data

According to aggregate finance company data from the Federal Reserve Board, consumer installment credit rose 20.4% in 1984 to $427 billion from $396.1 billion a year earlier. Commercial banks held 44.5% of this credit last year, up from 43.4% in 1983; savings institutions — savings banks and savings and loan associations — had 8.4% in 1984, up from 7% in 1983; credit unions had 14.2%, up from 13.5%; finance companies had 23.6% in 1984, down from 26% in 1983; and retailers and gasoline companies had 9.3%, down from 10.1% in 1983.

The largest component of consumer installment credit is auto installment credit, which acounted for $170 billion, or 40% of the 1984 consumer installment credit total of $427 billion. Auto installment credit rose 19.3% in 1984, with commercial banks increasing their share of this market to 50.3% from 47.4% in 1983. Credit unions also increased their share of this market to 19.1% last year from 18% in 1983. The finance company share fell to 30.6% in 1984 from 34.6% in 1983.

"Since the recovery, banks and thrifts have been very aggressive in the consumer lending field, and have offered the consumer more attractive interest rates than finance companies," one analyst said.

Federal Reserve Board data support this statement. According to the Fed, in November 1984 the most common rate on a 48-month new-car loan from a commercial bank was 13.91%. This rate was 133 basis points lower than the 15.24% new-car loan rate of the top three auto finance company firms — GMAC, Ford Motor Credit Co., and Chrysler Financial Corp. A year earlier, the commercial bank offering rate was only four basis points lower than the finance company rate, or 13.46% for banks and 13.50% for the finance companies.

The Fed's finance company rate is a volume-weighted average covering all loans purchased during the month. The commercial bank data are a simple unweighted average of each bank's most common rate charged during the first week of the month.

Other findings of the survey include the following:

- GMAC remains the top finance company in the field with $5.94 billion in total capital funds on Dec. 31, 1984, down 1.1% from $6 billion on Dec. 31, 1983.
- The largest domestic, bank-related finance company is C.I.T. Financial Corp., New York, which ranked fifth in total capital funds with $1.49 billion.

The company, which is a subsidiary of Manufacturers Hanover Corp., was also the top factoring company in the nation with a factoring volume of $8 billion in 1984. The $8 billion figure includes $2.5 billion in factoring from Manufacturers Hanover Commercial Corp., which was incorporated into C.I.T. on Jan. 7, 1985.

- The nations's seventh largest savings institution, the $8.9 billion-deposit Glendale Federal Savings and Loan Association, Glendale, Calif., acquired Armco Financial Corp. of Dallas from Armco Inc., Middletown, Ohio, for about $63 million on April 11. Armco Financial ranked 46th in total capital funds with $124.4 million on Dec. 31, 1984.
- The largest foreign, bank-related finance company is Heller Financial Inc., Chicago, which ranked 18th with $700 million in capital funds. Formerly known as Walter E. Heller & Co., it was acquired by Fuji Bank Ltd., Tokyo, on Jan. 24, 1984. ■

## Dear Reader,
## How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Finance Company Industry** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

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(2.) What do you like **best** about this tabulation?

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(3.) What do you like **least** about this tabulation?

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(4.) **How** do you use this information in your work?

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(5.) What **new** statistical survey would you like to see?

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**Name (optional)**________________
**Title**________________
**Company**________________
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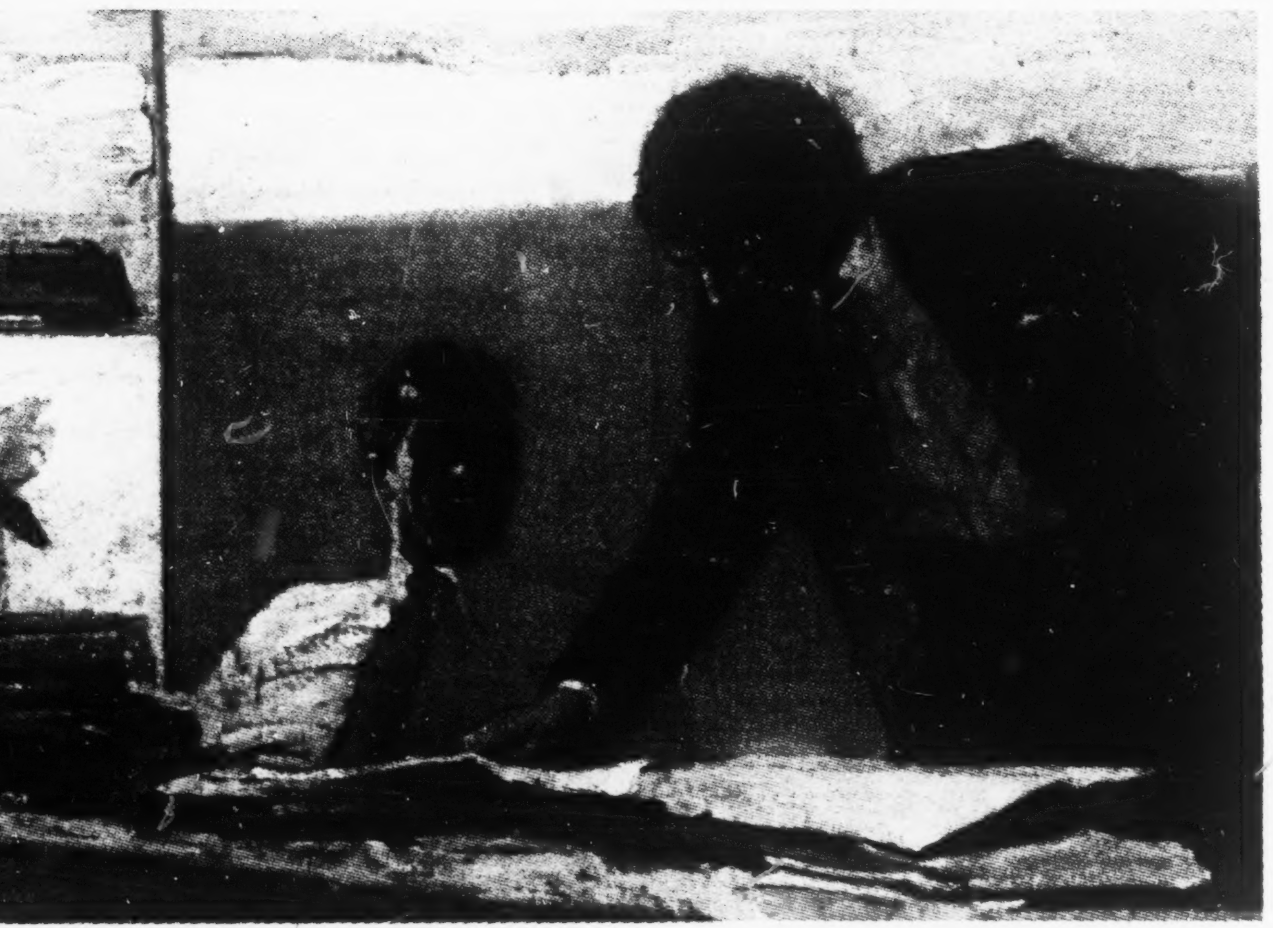
**Phone**________________



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It has taken hard work and an unwavering commitment for Manufacturers Hanover Trust to be so widely regarded, for so long, as America's premier correspondent bank.

Today, as always, we bring quality, loyalty and consistency to our correspondent network of 2,700 domestic and 1,700 international banks. Quality in our services and the personnel who deliver them. Loyalty under varying economic conditions. Consistency in our day-to-day handling of details, whether performing credit or operating services.

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Contact Merrill O. Burns, Senior Vice President and Deputy General Manager, Manufacturers Hanover Banking Group, 270 Park Avenue, New York, NY 10017. Telephone: (212) 286-4940.

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# Top 100 Finance Companies in the U.S.

## By Size of Capital Funds Dec. 31, 1984 or Nearest Fiscal Year-End

(In thousands of Dollars)

| Rank | | Total Capital Funds (a) 12/31/84 | Total Capital Funds (a) 12/31/83 | Rank 12/83 | Gain in Rank | Capital & Surp 12/31/84 | Receivables Net 12/31/84 | Total Assets 12/31/84 | Net Income (e) 1984 | Deferred Income 12/31/84 | Receivables Acquired (f) 1984 | Bank Credit (k) 12/31/84 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | General Motors Acceptance Corp., Detroit | 5,943,600 | 6,013,000 | 1 | | 4,166,700 | 50,051,500 | 54,425,400 | 784,800 | 6,499,700 | 101,274,300 | 10,662,500 |
| 2 | Ford Motor Credit Co., Dearborn, Mich. | 2,892,100 | 2,861,500 | 2 | | 2,081,800 | 23,091,500 | 24,034,600 | 310,400 | 3,113,800 | 42,293,700 | 4,400,000 |
| 3 | Sears Roebuck Acceptance Corp., Wilmington, Del. | 2,213,124 | 2,083,919 | 3 | | 2,063,123 | 9,774,737 | 9,781,641 | 129,191 | 813,370 | 5,775,217 | 6,308,100 |
| 4 | General Electric Credit Corp., Stamford, Conn. | 1,996,781 | 2,019,209 | 4 | | 1,566,943 | 15,310,681 | 18,466,773 | 320,349 | 3,617,640 | 20,928,080 | 4,005,000 |
| 5 | C.I.T. Financial Corp., New York (g,h) | 1,485,220 | 1,453,455 | 5 | | 1,067,308 | 6,395,406 | 7,153,141 | 137,074 | 1,565,808 | 10,439,872 | 1,610,710 |
| 6 | Chrysler Financial Corp., Troy, Mich. | 1,404,247 | 933,183 | 12 | + 6 | 994,529 | 6,793,286 | 7,148,618 | 83,105 | 738,098 | 16,592,381 | 4,007,500 |
| 7 | Associates Corporation of North America, Dallas (b) | 1,210,813 | 1,149,760 | 6 | | 932,411 | 5,933,973 | 6,638,427 | 139,212 | 1,087,110 | 10,308,667 | 2,085,739 |
| 8 | Avco Financial Services, Inc., Newport Beach, Calif. (b) | 1,186,657 | 1,107,167 | 7 | | 784,715 | 3,190,346 | 5,693,990 | 102,507 | 485,802 | 1,968,787 | 1,083,945 |
| 9 | Household Finance Corp., Prospect Heights, Ill. (u) | 1,148,700 | 1,066,165 | 8 | | 832,600 | 5,151,400 | 6,572,700 | 153,300 | 776,700 | 2,398,200[2] | 838,300[3] |
| 10 | ITT Financial Corp., St. Louis, Mo. | 1,075,294 | 828,969 | 14 | + 4 | 675,296 | 4,634,256 | 5,346,631 | 124,407 | 587,273 | 7,766,098 | 1,807,724 |
| 11 | Beneficial Corp., Wilmington, Del. | 1,042,800 | 1,003,000 | 10 | | 992,800 | 5,037,500 | 7,720,900 | 106,300 | 45,700 | N.A. | 788,100 |
| 12 | Commercial Credit Co., Baltimore | 952,250 | 1,031,400 | 9 | | 843,710 | 5,448,426 | 7,373,019 | 49,603 | 416,581 | 8,046,149 | 1,001,900 |
| 13 | American Express Credit Corp., Wilmington, Del. | 861,000 | 726,000 | 15 | + 2 | 663,000 | 5,526,000 | 5,727,000 | 140,000 | 57,000 | 42,376,000 | 1,256,000 |
| 14 | Montgomery Ward Credit Corp., Wilmington, Del. | 846,000 | 850,415 | 13 | | 710,000 | 3,701,000 | 3,942,000 | 80,000 | 0 | 5,677,000 | 1,899,000 |
| 15 | International Harvester Credit Corp., Chicago (b,c) | 842,486 | N.A. | ... | | 662,017 | 3,088,468 | 3,374,975 | 44,921 | 280,730 | 3,993,878 | 2,157,416 |
| 16 | Westinghouse Credit Corp., Pittsburgh | 748,977 | 577,621 | 21 | + 5 | 445,717 | 3,612,528 | 3,765,579 | 67,075 | 267,748 | 3,264,006 | 1,300,800 |
| 17 | J.C. Penney Financial Corp., New York (b) | 712,213 | 660,111 | 16 | | 693,465 | 2,154,944 | 2,315,743 | 53,666 | 0 | 5,017,000 | 745,110 |
| 18 | Heller Financial, Inc., Chicago (m,n) | 699,765 | 617,540 | 18x | | 383,853 | 2,943,894 | 3,055,941 | (181,863) | 76,688 | N.A. | N.A. |
| 19 | Barclays American Corp., Charlotte, N.C. (m) | 682,036 | 638,836 | 17 | | 499,151 | 2,793,216 | 3,024,328 | 30,113 | 400,461 | 8,423,987 | 1,201,200 |
| 20 | John Deere Credit Co., Reno, Nev. (b) | 629,305 | 589,067 | 19 | | 534,305 | 2,800,210 | 2,833,041 | 52,238 | 541,651 | 2,283,000 | 1,684,000 |
| 21 | Borg-Warner Acceptance Corp., Chicago | 618,900 | 581,300 | 20 | | 400,200 | 3,523,500 | 3,793,800 | 43,800 | 363,600 | 7,095,300 | 1,200,800 |
| 22 | Transamerica Financial Corp., Los Angeles | 453,696 | 426,608 | 23 | + 1 | 285,637 | 1,818,094 | 1,958,258 | 52,252 | 129,376 | 1,263,010 | 755,000 |
| 23 | Credithrift Financial Corp., Evansville, Ind. | 453,073 | 404,479 | 24 | + 1 | 297,898 | 1,606,316 | 1,921,489 | 46,171 | 309,120 | 2,108,218 | 336,000 |
| 24 | Norwest Financial Services, Inc., Des Moines, Iowa (g) | 450,141 | 310,313 | 30 | + 6 | 289,087 | 1,832,810 | 2,103,023 | 45,726 | 419,276 | 2,119,169 | 317,000 |
| 25 | FinanceAmerica Corp., Allentown, Pa. (g) | 399,338 | 337,434 | 28 | + 3 | 194,910 | 2,839,254 | 2,955,306 | 160 | 466,402 | 4,908,878 | 10,000 |
| 26 | Security Pacific Finance Corp., San Diego, Calif. (g) | 387,800 | 489,000 | 22 | | 387,800 | 3,007,900 | 3,267,800 | 47,000 | 0 | 1,592,900 | 514,400 |
| 27 | Manufacturers Hanover Fin'l Serv, Inc, Huntingdon Valley, Pa.(g) | 359,808 | 362,334 | 26 | | 178,142 | 1,302,512 | 1,420,977 | 26,691 | 247,601 | 2,981 | 949,185 |
| 28 | J.I. Case Credit Corp., Racine, Wis. | 357,856 | 375,768 | 25 | | 274,886 | 1,490,260 | 1,553,241 | 33,353 | 123,434 | 1,131,886 | 688,500 |
| 29 | Xerox Credit Corp., Greenwich, Conn. | 337,800 | ........ | ... | | 337,800 | 1,723,500 | 1,840,000 | 57,700 | 444,300 | 1,055,300 | 500,000 |
| 30 | Sperry Financial Corp., New York (c) | 332,976 | N.A. | ... | | 282,475 | 669,385 | 671,953 | 14,875 | 46,053 | 2,208,703 | 253,000 |
| 31 | Aristar, Inc., Miami (j) | 313,942 | 138,231 | 41 | +10 | 183,016 | 578,591 | 753,999 | 32,761 | 131,145 | 706,157 | 150,000 |
| 32 | Gulf Oil Financial Corp., Houston | 276,800 | 309,100 | 31 | | 171,300 | 1,140,200 | 1,169,300 | 26,800 | 0 | 15,601,400 | 800,000 |
| 33 | Allis-Chalmers Credit Corp., West Allis, Wis. | 275,373 | 275,210 | 32 | | 190,600 | 1,155,500 | 1,313,300 | 23,200 | 104,500 | 480,300 | 677,168 |
| 34 | Clark Equipment Credit Corp., Buchanan, Mich. | 263,959 | 231,336 | 34 | | 162,334 | 1,150,632 | 1,211,847 | 19,316 | 187,761 | 1,630,671 | 371,559 |
| 35 | Mobil Oil Credit Corp., Kansas City, Mo. | 250,126 | 248,603 | 33 | | 250,126 | 1,135,901 | 1,160,318 | 29,524 | 13,240 | 16,952,117 | 961,000 |
| 36 | Mack Financial Corp., Allentown, Pa. | 243,400 | 226,164 | 35 | | 173,416 | 720,786 | 737,494 | 26,376 | 87,104 | 1,567,745 | 352,820 |
| 37 | Fruehauf Finance Co., Detroit | 225,467 | 213,348 | 36 | | 225,467 | 592,897 | 601,023 | 20,119 | 185,831 | 399,564 | 177,000 |
| 38 | Leucadia National Corp., New York | 211,000 | 111,563 | 47 | + 9 | 207,000 | 211,000 | 742,000 | 52,000 | 0 | 0 | 175,000 |
| 39 | Fleet Financial Corp., Providence, R.I. (g) | 168,025 | 128,715 | 44 | + 5 | 111,125 | 672,227 | 736,735 | 24,170 | 100,078 | 939,426 | 50,000 |
| 40 | Sunoco Credit Corp., Wilmington, Del. | 151,818 | 151,353 | 39 | | 151,817 | 255,231 | 255,790 | 12,765 | 0 | 1,118,817 | 0 |
| 41 | Commercial Alliance Corp., New York (c,g) | 148,768 | 143,586 | 40 | | 95,489 | 589,571 | 590,814 | 15,994 | 137,907 | 471,767 | 0 |
| 42 | Whirlpool Acceptance Corp., Benton Harbor, Mich. | 145,517 | 134,949 | 42 | | 112,517 | 423,491 | 467,742 | 11,568 | 3,602 | 1,380,511 | 268,750 |
| 43 | May Department Stores Credit Co., Reno, Nev. (b) | 140,631 | 127,708 | 45 | + 2 | 140,631 | 557,216 | 560,466 | 12,923 | 0 | 21,646 | 0 |
| 44 | Cessna Finance Corp., Wichita, Kan. (b) | 137,932 | 130,200 | 43 | | 93,932 | 403,818 | 428,762 | 9,733 | 0 | 257,185 | 180,000 |
| 45 | ITT Credit Corp., East Meadow, N.Y. | 128,826 | 124,412 | 46 | + 1 | 128,825 | 752,115 | 766,777 | 16,976 | 18,821 | 212,483 | 690,000 |
| 46 | Armco Financial Corp., Dallas | 124,367 | ........ | ... | | 77,117 | 392,160 | 456,610 | 7,867 | 7,295 | 186,900 | 288,684 |
| 47 | E.F. Hutton Credit Corp., Greenwich, Conn. | 117,808 | 110,258 | 48 | + 1 | 102,570 | 925,844 | 874,542 | 13,585 | 181,150 | 361,000 | 280,000 |
| 48 | Paccar Financial Corp., Bellevue, Wash. | 114,498 | N.A. | ... | | 114,497 | 760,488 | 796,086 | 10,118 | 0 | 1,108,512 | 145,000 |
| 49 | Foothill Group, Inc., Los Angeles | 108,824 | 62,925 | 59 | +10 | 32,703 | 332,236 | 402,301 | 3,213 | 36,630 | 209,324 | 148,000 |
| 50 | Honeywell Finance, Inc., Minneapolis | 98,588 | 157,987 | 38 | | 98,588 | 440,366 | 452,789 | 9,095 | 0 | 696,100 | 468,000 |
| 51 | Ingersoll-Rand Financial Corp., Woodcliff Lake, N.J. | 93,196 | 65,204 | 57 | + 6 | 67,918 | 648,694 | 662,797 | 7,709 | 136,764 | 644,543 | 300,000 |
| 52 | Northwest Acceptance Corp., Portland, Ore. (c,g) | 85,669 | 90,069 | 49 | | 57,989 | 235,667 | 257,445 | 3,072 | 36,956 | 128,984 | 134,000 |
| 53 | Union Oil Credit Corp., Los Angeles | 85,612 | 81,130 | 50 | | 75,612 | 234,230 | 234,354 | 4,483 | 0 | 1,405,596 | 150,000 |
| 54 | Congress Financial Corp., New York (g) | 83,177 | 68,904 | 53 | | 39,959 | 455,655 | 476,335 | 7,161 | 487 | 957,000 | 41,000 |
| 55 | Carrier Distribution Credit Corp., Syracuse, N.Y. | 83,000 | 76,067 | 51 | | 76,000 | 230,543 | 263,111 | 10.571 | 559 | 2,169,840 | 810,000 |
| 56 | PSFS Credit Corp., Norwalk, Conn. (g) | 80,296 | ........ | ... | | 80,296 | 677,449 | 761,643 | 9,358 | 134,099 | 292,119 | 0 |
| 57 | Associated Dry Goods Credit Corp., New York (b) | 73,596 | 66,800 | 55 | | 73,596 | 222,882 | 222,934 | 6,792 | 0 | 1,225,000 | 426,000 |
| 58 | Amoco Credit Corp., Chicago | 68,585 | 51,925 | 63 | + 5 | 68,585 | 361,878 | 392,774 | 16,984 | 0 | 1,354,480 | 223,000 |
| 59 | Midland-Guardian Co., Cincinnati | 62,151 | 68,076 | 54 | | 50,027 | 29,012 | 157,930 | 1,733 | 0 | 36,454 | 86,000 |
| 60 | Allied Stores Credit Corp., New York (b) | 61,425 | 63,857 | 58 | | 61,425 | 203,427 | 203,791 | 7,568 | 6,520 | 797,182 | 529,900 |
| 61 | Standard Financial Corp., New York (g) | 57,597 | 51,783 | 64 | + 3 | 41,797 | 13,997 | 116,916 | 6,562 | N.A. | 52,993 | 49,000 |
| 62 | Government Employees Financial Corp., Denver | 56,678 | 55,609 | 61 | | 43,317 | 128,261 | 193,920 | 4,940 | 7,899 | 94,575 | 34,500 |
| 63 | Mellon Financial Services Corp., Oak Brook, Ill. (g) | 55,514 | 52,838 | 62 | | 55,514 | 364,093 | 396,957 | 4,498 | 31,678 | 5,370 | 0 |
| 64 | First Family Financial Services, Atlanta (g) | 55,130 | 36,944 | 75 | +11 | 19,000 | 144,832 | 152,203 | 4,209 | 51,159 | 188,673 | 4,000 |
| 65 | Amca International Finance Corp., Brookfield, Wis. | 53,504 | 57,179 | 60 | | 45,747 | 161,891 | 171,875 | 4,597 | 4,419 | 136,771 | 160,000 |
| 66 | Fidelity Acceptance Corp., Minneapolis (b,g) | 51,595 | 42,807 | 72 | + 6 | 47,585 | 114,128 | 127,955 | 5,951 | 26,363 | 116,675 | 43,000 |
| 67 | Transway Finance Co., Savannah, Ga. | 49,957 | 45,049 | 67 | | 23,670 | 196,583 | 199,821 | 4,405 | 57,605 | 223,100 | 60,000 |
| 68 | Kentucky Finance Co., Inc., Lexington | 49,658 | 43,201 | 69 | + 1 | 31,358 | 148,912 | 157,132 | 6,423 | 32,979 | 284,377 | 67,500 |
| 69 | TranSouth Financial Corp., Florence, S.C. (g) | 48,675 | 73,453 | 52 | | 48,675 | 342,736 | 397,346 | 11,443 | 38,020 | 345,178 | 0 |
| 70 | U.S. Bancorp Financial, Inc., Portland, Ore. (g) | 47,843 | 44,554 | 68 | | 47,843 | 367,757 | 385,096 | 2,157 | 59,999 | 0 | 0 |
| 71 | Century Acceptance Corp., Kansas City, Mo. | 46,561 | 28,927 | 81 | +10 | 20,104 | 75,829 | 79,493 | 3,117 | 16,458 | 110,068 | 41,000 |
| 72 | Agristor Credit Corp., Elm Grove, Wis. | 46,162 | 43,014 | 70 | | 33,312 | 147,115 | 166,178 | 4,398 | 22,116 | 35,428 | 55,600 |
| 73 | Deutsche Credit Corp., Bannockburn, Ill. (m) | 45,183 | 41,027 | 73 | | 45,183 | 329,799 | 339,147 | 4,157 | 44,422 | 211,337 | 150,000 |
| 74 | Maryland National Affiliates Corp., Baltimore (g) | 44,733 | 45,080 | 66 | | 44,733 | 618,567 | 655,982 | (1,246) | 50,827 | 199,421 | 0 |
| 75 | FMC Finance Corp., Chicago | 44,429 | 45,426 | 65 | | 32,429 | 216,078 | 231,255 | 6,503 | 25,857 | 115,065 | 150,000 |
| 76 | Heights Finance Corp., Peoria, Ill. (b,c) | 43,355 | 24,678 | 86 | +10 | 25,955 | 133,533 | 149,633 | 2,207 | 35,451 | 75,069 | 44,500 |
| 77 | Allied Finance Co., Dallas (b) | 40,373 | 37,111 | 74 | | 27,972 | 82,866 | 163,867 | 4,352 | 20,764 | 129,988 | 66,350 |
| 78 | U.S. Bancorp Consumer Services, Inc., Portland, Ore. (g) | 36,725 | 34,915 | 76 | | 36,725 | 204,930 | 223,480 | 365 | 16,211 | 0 | 0 |
| 79 | Rosenthal & Rosenthal, Inc., New York | 35,571 | 31,460 | 79 | | 17,371 | 149,389 | 161,450 | N.A. | 0 | 925,581 | 76,000 |
| 80 | Genesco Financial Corp., Nashville, Tenn. (b,c) | 35,231 | 34,874 | 77 | | 32,231 | 55,656 | 77,733 | 527 | 0 | 144,887 | 11,000 |
| 81 | Sunamerica Corp., Cleveland (g) | 35,158 | 25,411 | 83 | + 2 | 33,778 | 537,550 | 568,896 | 11,077 | 135,676 | 458,639 | 0 |
| 82 | Eaton Credit Corp., Cleveland | 33,987 | 31,784 | 78 | | 33,987 | 79,182 | 106,691 | 2,113 | 10,315 | 121,838 | 65,000 |
| 83 | Signal Financial Corp., Pittsburgh (g) | 33,727 | 24,916 | 85 | + 2 | 16,121 | 136,428 | 150,461 | 2,514 | 12,971 | 113,046 | 6,850 |
| 84 | Finance Factors, Inc., Honolulu | 29,500 | 30,132 | 80 | | 26,800 | 90,500 | 128,500 | N.A. | 37,000 | N.A. | N.A. |
| 85 | Provident Financial Corp., Columbia, S.C. (g) | 28,808 | 26,717 | 82 | | 15,808 | 83,015 | 96,790 | 3,385 | 1,776 | 85,122 | 66,000 |
| 86 | Firstmark Financial Corp, Indianapolis | 27,912 | 42,889 | 71 | | 27,142 | 30,594 | 172,623 | 6,992 | 1,537 | 60,236 | 25,000 |
| 87 | Oxford Finance Companies, Inc., Philadelphia | 27,674 | 24,983 | 84 | | 25,174 | 93,192 | 101,152 | 2,699 | 55,875 | 81,802 | 36,000 |
| 88 | Horrigan American, Inc., Reading, Pa. | 24,640 | 21,536 | 89 | + 1 | 13,099 | 82,058 | 90,616 | 2,550 | 25,142 | 83,392 | 60,316 |
| 89 | Wisconsin Finance Corp., Shawano | 24,490 | 19,050 | 93 | + 4 | 15,640 | 86,224 | 105,716 | 2,207 | 0 | 110,178 | 59,700 |
| 90 | First Wisconsin Financial Corp., Milwaukee (g) | 22,485 | 21,149 | 90 | | 15,485 | 96,573 | 102,588 | 1,337 | 177 | 1,388,044 | 100,000 |
| 91 | John Hancock Financial Services, Boston | 21,634 | 18,013 | 96 | + 5 | 21,633 | 138,266 | 156,296 | 1,862 | 29,380 | 34,211 | 30,000 |
| 92 | Capitol Finance Group, Inc., Charlotte, N.C. (g) | 21,511 | 19,042 | 94 | + 2 | 13,811 | 99,592 | 108,912 | 3,847 | 5,208 | 140,280 | 30,300 |
| 93 | Security Finance Corp., Spartanburg, S.C. | 21,446 | 20,624 | 91 | | 11,710 | 38,686 | 40,217 | 3,428 | 10,023 | 140,664 | 14,250 |
| 94 | Century Factors, Inc., New York | 21,366 | 16,474 | 99 | + 5 | 13,353 | 48,099 | 52,296 | (269) | N.A. | 385,400 | 50,000 |
| 95 | 1st Franklin Financial Corp., Toccoa, Ga. | 21,135 | 20,181 | 92 | | 6,481 | 30,281 | 39,755 | 1,382 | 7,894 | 48,446 | 10,000 |
| 96 | Public Finance Service, Inc., Bala Cynwyd, Pa. | 20,489 | 18,480 | 95 | | 13,157 | 50,047 | 65,974 | 794 | (2,034) | 63,817 | 21,000 |
| 97 | First Union Commercial Corp., Charlotte, N.C. (g) | 20,271 | 7,635 | 112 | +15 | 20,270 | 158,582 | 167,497 | 2,696 | 20,107 | 841,631 | 220,000 |
| 98 | Landmark Financial Services, Inc., Silver Spring, Md. (g) | 19,903 | 16,341 | 100 | + 2 | 19,902 | 100,453 | 112,403 | 4,001 | 22,306 | 108,373 | 0 |
| 99 | Community Credit Co., Edina, Minn. | 18,460 | 16,952 | 98 | | 14,460 | 50,381 | 60,035 | 2,378 | 12,967 | 71,959 | 33,735 |
| 100 | Commonwealth Financial Corp., Walnut Creek, Calif. | 18,259 | 17,996 | 97 | | 8,258 | 65,757 | 68,685 | 801 | 5,112 | 167,319 | 70,000 |

**Capital funds consist of stockholders' equity plus non-current, subordinated debt. Minority interest is excluded. Finance companies whose primary activity is leasing are excluded from this listing.** **(b)** — Year ending on date other than Dec. 31. **(c)** — Current year's figures are for a date different from preceding year. **(e)** — Net income is before extraordinary items. **(f)** — Gross receivables acquired during the year. **(g)** — A subsidiary of a domestic commercial or saving bank organization. **(h)** — Acquired by Manufacturers Hanover Corp., New York, from RCA Corp., New York, on April 30, 1984. **(j)** — The 1983 data were for Blazer Financial Services, Inc., Miami, the consumer finance unit of Aristar. **(k)** — Bank credit available plus in use. Please note that many bank-related finance companies report zero for bank credit lines because they are funded by their parent company. **(m)** — Owned by a foreign commercial banking organization. **(n)** — Formerly Walter E. Heller & Co., name was changed on May 3, 1985. Also, the company was acquired by Fuji Bank, Ltd., Tokyo, Japan on Jan. 24, 1984. **(u)** — Data are for Household Finance, the financial services business of Household International, Inc. **(x)** — Based on revised data. Rank that the company would have had, if the revised data had been available. **( )** — Deficit. **N.A.** — Not available. **(2)** — Includes only net consumer finance receivables acquired during the year. **(3)** — Excludes $400 million revolving credit line shared on an either/or basis with its parent, Household International, Inc.

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# Finance Companies Below Top 100

## Ranked by Total Capital Funds
## As of Dec. 31, 1984 or Nearest Fiscal Year-End

(Dollar Figures in Thousands)

| Rank 12/84 | | Capital Funds 12/31/84 | Capital Funds 12/31/83 | Rank 12/31/83 | Gain in Rank |
|---|---|---|---|---|---|
| 101 | NCNB Financial Services, Inc., Charlotte, N.C. (g) | 17,451 | 16,150 | 101 | |
| 102 | Hawaii Thrift & Loan, Inc., Honolulu (g) | 16,707 | 15,791 | 102 | |
| 103 | Personal Finance Co, Chicago Heights, Ill. (b) | 16,553 | 14,871 | 103 | |
| 104 | Family Credit Services, Inc., Tucker Ga. (g) | 16,372 | 11,931 | 104 | |
| 105 | CBT Financial Corp., Hartford, Conn. (g) | 16,242 | 23,100 | 87 | |
| 106 | Security Mutual Finance Corp., Decatur, Ala. | 13,025 | 11,456 | 105 | |
| 107 | Horowitz Finance Corp., Millburn, N.J. | 12,813 | 1,823 | 124 | +17 |
| 108 | National City Credit Corp., Cleveland (g) | 12,167 | 9,328 | 109 | |
| 109 | American Fletcher Financial Services, Inc., Marion, Ind. (g) | 11,612 | 11,247 | 107 | |
| 110 | Commercial Funding Inc., New York (b,m) | 10,000 | N.A. | ... | |
| 111 | Gulfco Investment Group, Inc., Marksville, La. | 8,588 | 8,894 | 110 | |
| 112 | United Finance Co., Portland, Ore. (b) | 8,340 | 7,369 | 113 | + 1 |
| 113 | Sovran Credit Corp., Elizabeth City, N.C. (g) | 7,457 | 6,414 | 116 | + 3 |
| 114 | Pioneer Financial Services, Inc., Kansas City, Mo. (b) | 7,324 | 7,211 | 114 | |
| 115 | NatWest Commercial Services, Inc., New York (g) | 7,248 | N.A. | ... | |
| 116 | Finance Co. of America, Baltimore | 7,139 | N.A. | ... | |
| 117 | Gibraltar Corp. of America, New York (g) | 6,666 | 6,129 | 119 | + 2 |
| 118 | BVA Credit Corp., Richmond (g) | 6,570 | 11,343 | 106 | |
| 119 | Peoples Loan & Finance Corp., Marietta, Ga. | 6,339 | 5,423 | 122 | + 3 |
| 120 | Mechanics Finance Co., Jersey City, N.J. | 5,878 | 5,786 | 120 | |
| 121 | Pioneer Credit Corp., Hartford, Conn. (g) | 3,972 | 3,343 | 123 | + 2 |
| 122 | Seafirst Commercial Corp., Lakewood, Colo. (g) | 2,497 | 8,319 | 111 | |
| 123 | Colonial Business Finance Corp., Waterbury, Conn. (g) | 2,343 | N.A. | ... | |
| 124 | First Manufactured Housing Cred Cp., Glen Burnie, Md. (g) | 2,049 | 22,002 | 88 | |
| 125 | First American Comm'l Finance, Inc., Nashville, Tenn. (g) | 1,561 | 1,657 | 125 | |
| 126 | AmSouth Financial Corp., Birmingham, Ala. (g) | 1,500 | 5,626 | 121 | |

# Largest Captive Finance Companies

## Ranked by Total Capital Funds
## As of Dec. 31, 1984 or Nearest Fiscal Year-End

(Dollar Figures in Thousands)

| Captive Rank 12/84 | | Capital Funds 12/31/84 | Capital Funds 12/31/83 | Captive Rank 12/31/83 | Gain in Rank |
|---|---|---|---|---|---|
| 1 | General Motors Acceptance Corp., Detroit | 5,943,600 | 6,013,000 | 1 | |
| 2 | Ford Motor Credit Co., Dearborn, Mich. | 2,892,100 | 2,861,500 | 2 | |
| 3 | Sears Roebuck Acceptance Corp., Wilmington, Del. | 2,213,124 | 2,083,919 | 3 | |
| 4 | Chrysler Financial Corp., Troy, Mich. | 1,404,247 | 933,183 | 4 | |
| 5 | American Express Credit Corp., Wilmington, Del. | 861,000 | 726,000 | 6 | + 1 |
| 6 | Montgomery Ward Credit Corp., Wilmington, Del. | 846,000 | 850,415 | 5 | |
| 7 | International Harvester Credit Corp., Chicago (b,c) | 842,486 | N.A. | ... | |
| 8 | J.C. Penney Financial Corp., New York (b) | 712,213 | 660,111 | 7 | |
| 9 | John Deere Credit Co., Reno, Nev. (b) | 629,305 | 589,067 | 8 | |
| 10 | J.I. Case Credit Corp., Racine, Wis. | 357,856 | 375,768 | 9 | |
| 11 | Xerox Credit Corp., Greenwich, Conn. | 337,800 | .......... | ... | |
| 12 | Sperry Financial Corp., New York (c) | 332,976 | N.A. | ... | |
| 13 | Gulf Oil Financial Corp., Houston | 276,800 | 309,100 | 10 | |
| 14 | Allis-Chalmers Credit Corp., West Allis, Wis. | 275,373 | 275,210 | 11 | |
| 15 | Clark Equipment Credit Corp., Buchanan, Mich. | 263,959 | 231,336 | 13 | |
| 16 | Mobil Oil Credit Corp., Kansas City, Mo. | 250,126 | 248,603 | 12 | |
| 17 | Mack Financial Corp., Allentown, Pa. | 243,400 | 226,164 | 14 | |
| 18 | Fruehauf Finance Co., Detroit | 225,467 | 213,348 | 15 | |
| 19 | May Department Stores Credit Co., Reno, Nev. (b) | 140,631 | 127,708 | 19 | |
| 20 | Cessna Finance Corp., Wichita, Kan. (b) | 137,932 | 130,200 | 18 | |
| 21 | ITT Credit Corp., East Meadow, N.Y. | 128,826 | 124,412 | 20 | |
| 22 | Paccar Financial Corp., Bellevue, Wash. | 114,498 | N.A. | ... | |
| 23 | Honeywell Finance, Inc., Minneapolis | 98,588 | 157,987 | 17 | |
| 24 | Ingersoll-Rand Financial Corp., Woodcliff Lake, N.J. | 93,196 | 65,204 | 24 | |
| 25 | Union Oil Credit Corp., Los Angeles | 85,612 | 81,130 | 21 | |
| 26 | Associated Dry Goods Credit Corp., New York (b) | 73,596 | 66,800 | 22 | |
| 27 | Amoco Credit Corp., Chicago | 68,585 | 51,925 | 27 | |
| 28 | Allied Stores Credit Corp., New York (b) | 61,425 | 63,857 | 25 | |
| 29 | Amca International Finance Corp., Brookfield, Wis. | 53,504 | 57,179 | 26 | |
| 30 | Transway Finance Co., Savannah, Ga. | 49,957 | 45,049 | 29 | |
| 31 | Agristor Credit Corp., Elm Grove, Wis. | 46,162 | 43,014 | 30 | |
| 32 | FMC Finance Corp., Chicago | 44,429 | 45,426 | 28 | |
| 33 | Genesco Financial Corp., Nashville, Tenn. (b,c) | 35,231 | 34,874 | 31 | |
| 34 | Eaton Credit Corp., Cleveland | 33,987 | 31,784 | 32 | |

**A captive finance company is defined as a company whose principal activity consists of financing purchase of products or services sold by its parent company or by another subsidiary of the parent company.**
**(b) — Year ending on date other than Dec. 31.**
**(c) — Current year's figures are for a date different from preceding year.**

# Largest Independent or Affiliated Finance Companies

## Ranked by Total Capital Funds
## As of Dec. 31, 1984 or Nearest Fiscal Year-End

(Dollar Figures in Thousands)

| Rank 12/84 | | Capital Funds 12/31/84 | Capital Funds 12/31/83 | Ind. Rank 12/31/83 | Gain in Rank |
|---|---|---|---|---|---|
| 1 | General Electric Credit Corp., Stamford, Conn. | 1,996,781 | 2,019,209 | 1 | |
| 2 | C.I.T. Financial Corp., New York (g,h) | 1,485,220 | 1,453,455 | 2 | |
| 3 | Associates Corporation of North America, Dallas (b) | 1,210,813 | 1,149,760 | 3 | |
| 4 | Avco Financial Services, Inc., Newport Beach, Calif. (b) | 1,186,657 | 1,107,167 | 4 | |
| 5 | Household Finance Corp., Prospect Heights, Ill. (u) | 1,148,700 | 1,066,165 | 5 | |
| 6 | ITT Financial Corp., St. Louis, Mo. | 1,075,294 | 828,969 | 9 | + 3 |
| 7 | Beneficial Corp., Wilmington, Del. | 1,042,800 | 1,003,000 | 7 | |
| 8 | Commercial Credit Co., Baltimore | 952,250 | 1,031,400 | 6 | |
| 9 | Westinghouse Credit Corp., Pittsburgh | 748,977 | 577,621 | 13 | + 4 |
| 10 | Heller Financial, Inc., Chicago (m) | 699,765 | 617,540 | 11x | + 1 |
| 11 | Barclays American Corp., Charlotte, N.C. (m) | 682,036 | 638,836 | 10 | |
| 12 | Borg-Warner Acceptance Corp., Chicago | 618,900 | 581,300 | 12 | |
| 13 | Transamerica Financial Corp., Los Angeles | 453,696 | 426,608 | 15 | + 2 |
| 14 | Credithrift Financial Corp., Evansville, Ind. | 453,073 | 404,479 | 16 | + 2 |
| 15 | Norwest Financial Services, Inc., Des Moines, Iowa (g) | 450,141 | 310,313 | 21 | + 6 |
| 16 | FinanceAmerica Corp., Allentown, Pa. (g) | 399,338 | 337,434 | 19 | + 3 |
| 17 | Security Pacific Finance Corp., San Diego, Calif. (g) | 387,800 | 489,000 | 14 | |
| 18 | Manuf Hanover Fin'l Serv, Inc, Huntingdon Valley, Pa. (g) | 359,808 | 362,334 | 17 | |
| 19 | Aristar, Inc., Miam000024LI | 313,942 | 138,231 | 24 | + 5 |
| 20 | Leucadia National Corp., New York | 211,000 | 111,563 | 27 | + 7 |
| 21 | Fleet Financial Corp., Providence, R.I. (g) | 168,025 | 128,715 | 26 | + 5 |
| 22 | Sunoco Credit Corp., Wilmington, Del. | 151,818 | 151,353 | 22 | |
| 23 | Commercial Alliance Corp., New York(c) | 148,768 | 143,586 | 23 | |
| 24 | Whirlpool Acceptance Corp., Benton Harbor, Mich. | 145,517 | 134,949 | 25 | + 1 |
| 25 | Armco Financial Corp., Dallas | 124,367 | ........ | ... | |
| 26 | E.F. Hutton Credit Corp., Greenwich, Conn. | 117,808 | 110,258 | 28 | + 2 |
| 27 | Foothill Group, Inc., Los Angeles | 108,824 | 62,925 | 34 | + 7 |
| 28 | Northwest Acceptance Corp., Portland, Ore.(g)(c) | 85,669 | 90,069 | 29 | + 1 |
| 29 | Congress Financial Corp., New York(g) | 83,177 | 68,904 | 32 | + 3 |
| 30 | Carrier Distribution Credit Corp., Syracuse, N.Y. | 83,000 | 76,067 | 30 | |
| 31 | PSFS Credit Corp., Norwalk, Conn. (g) | 80,296 | ........ | ... | |
| 32 | Midland-Guardian Co., Cincinnati | 62,151 | 68,076 | 33 | + 1 |
| 33 | Standard Financial Corp., New York (g) | 57,597 | 51,783 | 37 | + 4 |
| 34 | Government Employees Financial Corp., Denver | 56,678 | 55,609 | 35 | + 1 |
| 35 | Mellon Financial Services Corp., Oak Brook, Ill. (g) | 55,514 | 52,838 | 36 | + 1 |
| 36 | First Family Financial Services, Atlanta (g) | 55,130 | 36,944 | 45 | + 9 |
| 37 | Fidelity Acceptance Corp., Minneapolis (b,g) | 51,595 | 42,807 | 42 | + 5 |
| 38 | Kentucky Finance Co., Inc., Lexington | 49,658 | 43,201 | 40 | + 2 |
| 39 | TranSouth Financial Corp., Florence, S.C. (g) | 48,675 | 73,453 | 31 | |
| 40 | U.S. Bancorp Financial, Inc., Portland, Ore. (g) | 47,843 | 44,554 | 39 | |
| 41 | Century Acceptance Corp., Kansas City, Mc. | 46,561 | 28,927 | 49 | + 8 |
| 42 | Deutsche Credit Corp., Bannockburn, Ill. (m) | 45,183 | 41,027 | 43 | + 1 |
| 43 | Maryland National Affiliates Corp., Baltimore (g) | 44,733 | 45,080 | 38 | |
| 44 | Heights Finance Corp., Peoria, Ill. (b,c) | 43,355 | 24,678 | 54 | +10 |
| 45 | Allied Finance Co., Dallas (b) | 40,373 | 37,111 | 44 | |
| 46 | U.S. Bancorp Consumer Services, Inc., Portland, Ore. (g) | 36,725 | 34,915 | 46 | |
| 47 | Rosenthal & Rosenthal, Inc., New York | 35,571 | 31,460 | 47 | |
| 48 | Sunamerica Corp., Cleveland (g) | 35,158 | 25,411 | 51 | + 3 |
| 49 | Signal Financial Corp., Pittsburgh (g) | 33,727 | 24,916 | 53 | + 4 |
| 50 | Finance Factors, Inc., Honolulu | 29,500 | 30,132 | 48 | |
| 51 | Provident Financial Corp., Columbia, S.C. (g) | 28,808 | 26,717 | 50 | |
| 52 | Firstmark Financial Corp, Indianapolis | 27,912 | 42,889 | 41 | |
| 53 | Oxford Finance Companies, Inc., Philadelphia | 27,674 | 24,983 | 52 | |
| 54 | Horrigan American, Inc., Reading, Pa. | 24,640 | 21,536 | 57 | + 3 |
| 55 | Wisconsin Finance Corp., Shawano | 24,490 | 19,050 | 61 | + 6 |
| 56 | First Wisconsin Financial Corp., Milwaukee (g) | 22,485 | 21,149 | 58 | + 2 |
| 57 | John Hancock Financial Services, Boston | 21,634 | 18,013 | 64 | + 7 |
| 58 | Capitol Finance Group, Inc., Charlotte, N.C. (g) | 21,511 | 19,042 | 62 | + 4 |
| 59 | Security Finance Corp., Spartanburg, S.C. | 21,446 | 20,624 | 59 | |
| 60 | Century Factors, Inc., New York | 21,366 | 16,474 | 67 | + 7 |
| 61 | 1st Franklin Financial Corp., Toccoa, Ga. | 21,135 | 20,181 | 60 | |
| 62 | Public Finance Service, Inc., Bala Cynwyd, Pa. | 20,489 | 18,480 | 63 | + 1 |
| 63 | First Union Commercial Corp., Charlotte, N.C. (g) | 20,271 | 7,635 | 80 | +17 |
| 64 | Landmark Financial Services, Inc., Silver Spring, Md.(g) | 19,903 | 16,341 | 68 | + 4 |
| 65 | Community Credit Co., Edina, Minn. | 18,460 | 16,952 | 66 | + 1 |
| 66 | Commonwealth Financial Corp., Walnut Creek, Calif. | 18,259 | 17,996 | 65 | |
| 67 | NCNB Financial Services, Inc., Charlotte, N.C. (g) | 17,451 | 16,150 | 69 | + 2 |
| 68 | Hawaii Thrift & Loan, Inc., Honolulu (g) | 16,707 | 15,791 | 70 | + 2 |
| 69 | Personal Finance Co, Chicago Heights, Ill. (b) | 16,553 | 14,871 | 71 | + 2 |
| 70 | Family Credit Services, Inc., Tucker Ga. (g) | 16,372 | 11,931 | 72 | + 2 |
| 71 | CBT Financial Corp., Hartford, Conn. (g) | 16,242 | 23,100 | 55 | |
| 72 | Security Mutual Finance Corp., Decatur, Ala. | 13,025 | 11,456 | 73 | + 1 |
| 73 | Horowitz Finance Corp., Millburn, N.J. | 12,813 | 1,823 | 92 | +19 |
| 74 | National City Credit Corp., Cleveland (g) | 12,167 | 9,328 | 77 | + 3 |
| 75 | American Fletcher Financial Services, Inc., Marion, Ind. (g) | 11,612 | 11,247 | 75 | |
| 76 | Commercial Funding Inc., New York (m) | 10,000 | N.A. | ... | |
| 77 | Gulfco Investment Group, Inc., Marksville, La. | 8,588 | 8,894 | 78 | + 1 |
| 78 | United Finance Co., Portland, Ore. (b) | 8,340 | 7,369 | 81 | + 3 |
| 79 | Sovran Credit Corp., Elizabeth City, N.C. (g) | 7,457 | 6,414 | 84 | + 5 |
| 80 | Pioneer Financial Services, Inc., Kansas City, Mo. (b) | 7,324 | 7,211 | 82 | + 2 |
| 81 | NatWest Commercial Services, Inc., New York (g) | 7,248 | N.A. | ... | |
| 82 | Finance Co. of America, Baltimore | 7,139 | N.A. | ... | |
| 83 | Gibraltar Corp. of America, New York (g) | 6,666 | 6,129 | 87 | + 4 |
| 84 | BVA Credit Corp., Richmond (g) | 6,570 | 11,343 | 74 | |
| 85 | Peoples Loan & Finance Corp., Marietta, Ga. | 6,339 | 5,423 | 90 | + 5 |
| 86 | Mechanics Finance Co., Jersey City, N.J. | 5,878 | 5,786 | 88 | + 2 |
| 87 | Pioneer Credit Corp., Hartford, Conn. (g) | 3,972 | 3,343 | 91 | + 4 |
| 88 | Seafirst Commercial Corp., Lakewood, Colo. (g) | 2,497 | 8,319 | 79 | |
| 89 | Colonial Business Finance Corp., Waterbury, Conn. (g) | 2,343 | N.A. | ... | |
| 90 | First Manufactured Housing Credit Cp., Glen Burnie, Md. (g) | 2,049 | 22,002 | 56 | |
| 91 | First American Comm'l Finance, Inc., Nashville, Tenn. (g) | 1,561 | 1,657 | 93 | + 2 |
| 92 | AmSouth Financial Corp., Birmingham, Ala. (g) | 1,500 | 5,626 | 89 | |

**(b)** — Year ending on date other than Dec. 31. (c) -- Current year's figures are for a date different from preceding year. **(g)** — A subsidiary of a domestic commercial or saving bank organization. **(h)** — Acquired by Manufacturers Hanover Corp., New York, from RCA Corp., New York, on April 30, 1984. **(j)** — The 1983 data were for Blazer Financial Services, Inc., Miami, the consumer finance unit of Aristar. **(m)** — Owned by a foreign commercial banking organization. **(n)** — Formerly Walter E. Heller & Co. the name was changed on May 3, 1985. Also, company was acquired by Fuji Bank, Ltd., Tokyo, Japan on Jan. 24, 1984. **(u)** — Data are for Household Finance, the financial services business of Household International, Inc. **(x)** — Based on revised data. Rank that the company would have had, if the revised data had been available. **N.A.**– Not available.

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# Top 50 Finance Companies In Net Income for 1984

| 1984 Rank | | Net Income 1984 | Net Income 1983 | % Gain |
|---|---|---|---|---|
| 1 | General Motors Acceptance Corp., Detroit | 784,800,000 | 1,002,000,000 | -21.68 |
| 2 | General Electric Credit Corp., Stamford, Conn. | 320,349,000 | 271,002,000 | 18.21 |
| 3 | Ford Motor Credit Co., Dearborn, Mich. | 310,400,000 | 291,800,000 | 6.37 |
| 4 | Household Finance Corp., Prospect Heights, Ill. (u) | 153,300,000 | 146,909,000 | 4.35 |
| 5 | American Express Credit Corp., Wilmington, Del. | 140,000,000 | 87,000,000 | 60.92 |
| 6 | Associates Corp. of North America, Dallas | 139,212,000 | 113,146,000 | 23.04 |
| 7 | C.I.T. Financial Corp., New York (g,h) | 137,074,000 | 143,985,000 | -4.80 |
| 8 | Sears Roebuck Acceptance Corp., Wilmington, Del. | 129,190,103 | 169,302,570 | -23.69 |
| 9 | ITT Financial Corp., St. Louis, Mo. | 124,407,000 | 96,520,000 | 28.89 |
| 10 | Beneficial Corp., Wilmington, Del. | 106,300,000 | 105,600,000 | 0.66 |
| 11 | Avco Financial Services, Inc., Newport Beach, Calif. | 102,507,000 | 91,428,000 | 12.12 |
| 12 | Chrysler Financial Corp., Troy, Mich. | 83,104,741 | 47,411,996 | 75.28 |
| 13 | Montgomery Ward Credit Corp., Wilmington, Del. | 80,000,000 | 68,127,000 | 17.43 |
| 14 | Westinghouse Credit Corp., Pittsburgh | 67,075,000 | 62,014,000 | 8.16 |
| 15 | IBM Credit Corp., Old Greenwich, Conn. (l) | 63,691,000 | .......... | .... |
| 16 | Xerox Credit Corp., Greenwich, Conn. | 57,700,000 | .......... | .... |
| 17 | J.C. Penney Financial Corp., New York | 53,666,000 | 47,674,409 | 12.57 |
| 18 | Transamerica Financial Corp., Los Angeles | 52,252,000 | 56,345,000 | -7.26 |
| 19 | John Deere Credit Co., Reno, Nev. | 52,238,000 | 58,578,000 | -10.82 |
| 20 | Leucadia National Corp., New York | 52,000,000 | 14,975,000 | 247.25 |
| 21 | Commercial Credit Co., Baltimore | 49,603,000 | 29,600,000 | 67.58 |
| 22 | Security Pacific Finance Corp., San Diego, Calif. (g) | 47,000,000 | 32,000,000 | 46.88 |
| 23 | Credithrift Financial Corp., Evansville, Ind. | 46,171,000 | 34,811,000 | 32.63 |
| 24 | Norwest Financial Services, Inc., Des Moines, Iowa (g) | 45,725,703 | 39,758,850 | 15.01 |
| 25 | International Harvester Credit Corp., Chicago | 44,921,000 | N.A. | .... |
| 26 | Borg-Warner Acceptance Corp., Chicago | 43,800,000 | 38,800,000 | 12.89 |
| 27 | McDonnell Douglas Finance Corp., Long Beach, Calif. (l) | 40,505,000 | 20,327,000 | 99.27 |
| 28 | Merrill Lynch Leasing Inc., New York (l) | 36,467,748 | 19,185,264 | 90.08 |
| 29 | J.I. Case Credit Corp., Racine, Wis. | 33,353,000 | 34,440,000 | -3.16 |
| 30 | Aristar, Inc., Miami (j) | 32,761,000 | 1,721,520 | .... |
| 31 | Barclays American Corp., Charlotte, N.C. (m) | 30,113,000 | 29,680,000 | 1.46 |
| 32 | Mobil Oil Credit Corp., Kansas City, Mo. | 29,524,000 | 23,963,000 | 23.21 |
| 33 | Gulf Oil Financial Corp., Houston | 26,800,000 | 27,000,000 | -0.74 |
| 34 | Manuf Hanover Fin'l Serv, Inc, Huntingdon Valley, Pa. (g) | 26,691,000 | 22,812,000 | 17.00 |
| 35 | Mack Financial Corp., Allentown, Pa. | 26,376,000 | 13,201,000 | 99.80 |
| 36 | Fleet Financial Corp., Providence, R.I. (g) | 24,170,000 | 13,479,000 | 79.32 |
| 37 | Allis-Chalmers Credit Corp., West Allis, Wis. | 23,200,000 | 29,842,000 | -22.26 |
| 38 | Fruehauf Finance Co., Detroit | 20,118,792 | 16,730,774 | 20.25 |
| 39 | Clark Equipment Credit Corp., Buchanan, Mich. | 19,316,000 | 21,674,000 | -10.88 |
| 40 | Amoco Credit Corp., Chicago | 16,984,000 | 8,227,000 | 106.44 |
| 41 | ITT Credit Corp., East Meadow, N.Y. | 16,975,450 | 15,372,000 | 10.43 |
| 42 | Commercial Alliance Corp., New York | 15,994,000 | 14,055,000 | 13.80 |
| 43 | Sperry Financial Corp., New York | 14,874,718 | N.A. | .... |
| 44 | E.F. Hutton Credit Corp., Greenwich, Conn. | 13,585,000 | 11,648,000 | 16.63 |
| 45 | Greyhound Leasing & Financial Corp., Phoenix, Ariz. | 13,343,000 | 6,050,000 | 120.55 |
| 46 | May Department Stores Credit Co., Reno, Nev. | 12,923,000 | 13,913,000 | -7.12 |
| 47 | Sunoco Credit Corp., Wilmington, Del. | 12,764,789 | 11,414,218 | 11.83 |
| 48 | Whirlpool Acceptance Corp., Benton Harbor, Mich. | 11,568,000 | 8,014,000 | 44.35 |
| 49 | TranSouth Financial Corp., Florence, S.C. (g) | 11,443,000 | 10,019,000 | 14.21 |
| 50 | Sunamerica Corp., Cleveland (g) | 11,077,000 | 6,261,000 | 76.92 |

**Net income is income after taxes but before extraordinary items. This listing includes leasing companies.**

**(g)** — A subsidiary of a domestic commercial or saving bank organization. **(h)** — Acquired by Manufacturers Hanover Corp., New York on April 309, 1984. **(j)** — The 1983 data were for Blazer Financial Services, Inc., Miami, the consumer finance unit of Aristar. **(l)** — A leasing company. **(m)** — Owned by a foreign banking organization. **(u)** — Data are for Household Finance, the financial services business of Household International, Inc.

## Providers of Consumer Installment Credit[1]

(Billions of Dollars)

| | December 1984 | | | December 1983 | | |
|---|---|---|---|---|---|---|
| | $ Amount Outstand. | % Chg. in Outstand. From 1983 | % Share Of Market | $ Amount Outstand. | % Chg. in Outstand. From 1982 | % Share Of Market |
| Finance Companies | 112.5 | + 9.4 | 23.6 | 102.9 | + 4.2 | 26.0 |
| Commercial Banks | 212.4 | +23.5 | 44.5 | 172.0 | +12.8 | 43.4 |
| Savings Institutions | 40.2 | +45.1 | 8.4 | 27.7 | +34.5 | 7.0 |
| Credit Unions | 67.9 | +26.9 | 14.2 | 53.5 | +13.2 | 13.5 |
| Retailers[2] | 39.9 | +11.1 | 8.4 | 35.9 | + 9.7 | 9.1 |
| Gasoline Companies | 4.1 | - 0.5 | 0.9 | 4.1 | + 1.7 | 1.0 |
| **Totals** | **427.0** | **+20.4** | **100.0** | **396.1** | **+11.3** | **100.0** |

[1]— Includes most short- and intermediate-term credit extended to indivuduals through regular business channels, usually to finance the purchase of consumer goods and services or to refinance debts incurred for such purposes, and scheduled to be repaid—or with the option of repayment— in two or more installments. [2]— Includes auto dealers.

**Source: Federal Reserve Bulletin**

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# Finance Company Receivables

## As of Dec. 31, 1984 or Nearest Fiscal Year-End

(Dollar Figures in Thousands)

| | | |
|---|---|---|
| | **CONSUMER — RETAIL AND REAL ESTATE** | |
| 1 | General Motors Acceptance Corp., Detroit | 44,254,000 |
| 2 | Ford Motor Credit Co., Dearborn, Mich. | 16,398,600 |
| 3 | Sears Roebuck Acceptance Corp., Wilmington, Del. | 9,774,736 |
| 4 | American Express Credit Corp., Wilmington, Del. | 5,727,000 |
| 5 | General Electric Credit Corp., Stamford, Conn. | 5,073,707 |
| 6 | Beneficial Corp., Wilmington, Del. | 4,993,000 |
| 7 | Household Finance Corp., Prospect Heights, Ill. (u) | 4,553,500 |
| 8 | Chrysler Financial Corp., Troy, Mich. | 3,909,135 |
| 9 | Montgomery Ward Credit Corp., Wilmington, Del. | 3,701,000 |
| 10 | Associates Corporation of North America, Dallas | 3,019,346 |
| | **COMMERCIAL — INDUSTRIAL** | |
| 1 | General Motors Acceptance Corp., Detroit | 11,273,600 |
| 2 | Ford Motor Credit Co., Dearborn, Mich. | 6,484,800 |
| 3 | C.I.T. Financial Corp., New York (g,h) | 3,272,918 |
| 4 | Heller Financial, Inc., Chicago (m,n) | 2,943,894 |
| 5 | Westinghouse Credit Corp., Pittsburgh | 2,923,410 |
| 6 | Commercial Credit Co., Baltimore | 2,916,523 |
| 7 | Chrysler Financial Corp., Troy, Mich. | 2,840,531 |
| 8 | Associates Corp. of No. America, Dallas | 2,745,546 |
| 9 | Borg-Warner Acceptance Corp., Chicago | 2,522,700 |
| 10 | ITT Financial Corp., St. Louis, Mo. | 2,455,700 |
| | **INDUSTRIAL AND EQUIPMENT LEASING — NONBANK (p)** | |
| 1 | General Electric Credit Corp., Stamford, Conn. | 8,790,131 |
| 2 | IBM Credit Corp., Old Greenwich, Conn. | 2,974,643 |
| 3 | General Motors Acceptance Corp., Detroit | 1,554,500 |
| 4 | Commercial Credit Co., Baltimore | 1,397,546 |
| 5 | Borg-Warner Acceptance Corp., Chicago | 815,200 |
| 6 | McDonnell Douglas Finance Corp., Long Beach, Calif. | 775,545 |
| 7 | Equitable Life Leasing Corp., San Diego, Calif. | 665,393 |
| 8 | E.F. Hutton Credit Corp., Greenwich, Conn. | 581,849 |
| 9 | Bankers Leasing & Financial Corp., San Mateo, Calif. | 555,222 |
| 10 | Greyhound Leasing & Financial Corp., Phoenix, Ariz. | 509,848 |
| | **INDUSTRIAL AND EQUIPMENT LEASING — BANK-RELATED (q)** | |
| 1 | Manufacturers Hanover Corp., New York | 3,883,362 |
| 2 | Citicorp, New York | 2,159,000 |
| 3 | Security Pacific Corp., Los Angeles | 2,127,915 |
| 4 | BankAmerica Corp., San Francisco | 1,876,000 |
| 5 | Chase Manhattan Corp., New York | 1,084,389 |
| 6 | Chemical New York Corp. | 1,081,716 |
| 7 | First Interstate Bancorp., Los Angeles | 912,515 |
| 8 | Wells Fargo & Co., San Francisco | 855,649 |
| 9 | Bankers Trust New York Corp. | 599,370 |
| 10 | Bank of New England Corp., Boston | 498,580 |
| | **FACTORING VOLUME (r)** | |
| 1 | C.I.T. Financial Corp., New York (g,h,i) | 7,968,962 |
| 2 | Heller Financial, Inc., Chicago (m,n) | 3,914,000 |
| 3 | BancBoston Financial Co., Boston (g,s) | 2,634,000 |
| 4 | Barclays American Corp., Charlotte, N.C. (m) | 2,380,896 |
| 5 | Irving Commercial Corp., New York (g) | 1,843,000 |
| 6 | Commercial Credit Co., Baltimore | 1,794,930 |
| 6 | Republic Factors, New York (g,s) | 1,625,000 |
| 7 | Chemical Business Credit Corp. (g,s) | 1,600,000 |
| 8 | Citizens & Southern Commercial Corp., Atlanta (g,s) | 1,507,000 |
| 9 | BT Factors, New York (g,s,t) | 1,400,000 |
| 10 | James Talcott Inc., New York (o,s) | 1,387,000 |

**A breakdown of net receivables into three operational types: consumer-retail and real estate; commercial-industrial; and industrial and equipment leasing. Industrial and equipment leasing are broken down into two groups — nonbank and bank-related. Factoring receivables or "volume" are reported gross. For some companies it is not possible to net out unearned discount and loan loss reserves by type. For these companies, therefore, the sum of the net receivables shown above may exceed total net receivables reported in the "Top 100 Finance Companies" listing. Complete definitions of these four operational categories appear in a story accompanying the tables.**

**(g)** —A subsidiary of a domestic banking organization. **(h)** — Acquired by Manufacturers Hanover Corp., New York, from RCA Corp., New York, on April 30, 1984. **(i)** — Includes the $2.5 billion factoring volume of Manufacturers Hanover Commercial Corp., New York, which was incorporated into C.I.T. Financial Corp. on 1/7/85. **(m)** — Owned by a foreign commercial banking organization. **(n)** — Formerly Walter E. Heller & Co. It changed its name on May 3, 1985. It was acquired by Fuji Bank, Ltd., Tokyo, Japan on Jan. 24, 1984. **(o)** — Owned by a foreign financial institution. **(p)** — Based on response to American Banker questionnaire. This listing is incomplete, because of poor response from companies engaged primarily in leasing. **(q)** — Source of net lease financing receivables data for bank-related lessors was Manufacturers Hanover Leasing Corpation, New York, a subsidiary of Manufacturers Hanover Corp. The data are "as reported in quarterly statements or as reported by the respective banks directly to Manufacturers Hanover Leasing Corpation." The data are for the equipment leasing subsidiary and other subsidiaries of the corporation offering similar financial products. These data are used because American Banker was not able to obtain data from most of these corporations' leasing subsidiaries only. **(r)** — Factoring data were taken from responses to American Banker questionnaire, whenever possible. However, to make the list complete, factoring data from the Daily News Record, New York, were also used. A special footnote "s" appears after the name of the company for which Daily News Record data were used. The Daily News Record is a textile trade newspaper. **(s)** — Factoring data were taken from the Daily News Record listing of top factors published on Feb. 11, 1985. **(t)** — A division of Bankers Trust Co., New York. **(u)** — Data are for Household Finance, the financial services business of Household International, Inc.

## Providers of Auto Installment Credit[1]

(Billions of Dollars)

| | December 1984 | | | December 1983 | | |
|---|---|---|---|---|---|---|
| | $ Amount Outstand. | % Chg. in Outstand. From 1983 | % Share Of Market | $ Amount Outstand. | % Chg. in Outstand. From 1982 | % Share Of Market |
| Finance Companies | 52.0 | + 5.4 | 30.6 | 49.3 | + 0.8 | 34.6 |
| Commercial Banks | 85.5 | +26.6 | 50.3 | 67.6 | +13.4 | 47.4 |
| Credit Unions | 32.5 | +26.9 | 19.1 | 25.6 | +13.2 | 18.0 |
| **Totals** | **170.0** | **+19.3** | **100.0** | **142.5** | **+ 8.7** | **100.0** |

[1]— Automobile financing is a component of consumer installment credit.

**Source: Federal Reserve Bulletin**

## Summary Statistics: Top 100 Finance Companies

($ Amounts in Billions)

| | No. Firms | | Total Capital Funds | | | Capital and Surplus | | | Subordinated Debt | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1984 | 1983 | 1984 | 1983 | % Chg. | 1984 | 1983 | % Chg. | 1984 | 1983 | % Chg. |
| Top 100 firms | 100 | 100 | 38.6 | 36.4 | + 6.0 | 29.1 | 27.5 | + 5.8 | 9.5 | 8.9 | +6.7 |
| Captive firms[1] | 34 | 32 | 20.2 | 18.0 | +12.2 | 15.8 | 13.6 | +16.2 | 4.4 | 4.4 | 0.0 |
| Independent/affiliated firms[2] | 66 | 68 | 18.4 | 18.4 | 0.0 | 13.3 | 13.9 | - 4.3 | 5.1 | 4.5 | +13.3 |
| Domestic bank-related firms[3] | 25 | 26 | 4.2 | 4.0 | + 5.0 | 2.9 | 3.3 | -12.1 | 1.3 | 0.7 | +85.7 |

[1] Captive firms are those whose main activity consists of financing sales of their parent firm's product or services.

[2] Affiliated firms are subsidiaries of other companies, but are not captive.

[3] Domestic bank-related finance companies are a component of independent and affiliated companies.

# Bank-Related Finance Companies

## With Capital Funds Greater Than $5 Million

(Dollar Figures in Thousands)

| Rank 12/31/84 | | Total Capital Funds | | Rank 12/31/83 | Gain in Rank | Parent |
|---|---|---|---|---|---|---|
| | | 12/31/84 | 12/31/83 | | | |
| | **DOMESTIC COMMERCIAL AND SAVINGS BANK-RELATED COMPANIES** | | | | | |
| 5 | C.I.T. Financial Corp., New York (h) | 1,485,220 | 1,453,455 | 5 | | Manufacturers Hanover Corp., New York |
| 24 | Norwest Financial Services, Inc., Des Moines, Iowa | 450,141 | 310,313 | 30 | + 6 | Norwest Corp., Minneapolis |
| 25 | FinanceAmerica Corp., Allentown, Pa. | 399,338 | 337,434 | 28 | + 3 | BankAmerica Corp., San Francisco |
| 26 | Security Pacific Finance Corp., San Diego, Calif. | 387,800 | 489,000 | 22 | | Security Pacific Corp., Los Angeles |
| 27 | Manufacturers Hanover Financial Services, Inc, Huntingdon Valley, Pa. | 359,808 | 362,334 | 26 | | Manufacturers Hanover Corp., New York |
| 39 | Fleet Financial Corp., Providence, R.I. | 168,025 | 128,715 | 44 | + 5 | Fleet Financial Group, Providence, R.I. |
| 41 | Commercial Alliance Corp., New York (c) | 148,768 | 143,586 | 40 | | First Interstate Bancorp, Los Angeles |
| 52 | Northwest Acceptance Corp., Portland, Ore. (c) | 85,669 | 90,069 | 49 | | Orbanco Financial Services Corp., Portland, Ore. |
| 54 | Congress Financial Corp., New York | 83,177 | 68,904 | 53 | | CoreStates Financial Corp., Philadelphia |
| 56 | PSFS Credit Corp., Norwalk, Conn. (g) | 80,296 | ........ | ... | | PSFS, Philadelphia |
| 61 | Standard Financial Corp., New York | 57,597 | 51,783 | 64 | + 3 | Sterling Bancorp., New York |
| 63 | Mellon Financial Services Corp., Oak Brook, Ill. | 55,514 | 52,838 | 62 | | Mellon Bank Corp., Pittsburgh |
| 64 | First Family Financial Services, Atlanta | 55,130 | 36,944 | 75 | +11 | Georgia Federal Bank FSB, Atlanta |
| 66 | Fidelity Acceptance Corp., Minneapolis (b) | 51,595 | 42,807 | 72 | + 6 | Society for Savings, Hartford, Conn. |
| 69 | TranSouth Financial Corp., Florence, S.C. | 48,675 | 73,453 | 52 | | NCNB Corp., Charlotte, N.C. |
| 70 | U.S. Bancorp Financial, Inc., Portland, Ore. | 47,843 | 44,554 | 68 | | U.S. Bancorp, Portland, Ore. |
| 74 | Maryland National Affiliates Corp., Baltimore | 44,733 | 45,080 | 66 | | Maryland National Corp., Baltimore |
| 78 | U.S. Bancorp Consumer Services, Inc., Portland, Ore. | 36,725 | 34,915 | 76 | | U.S. Bancorp, Portland, Ore. |
| 81 | Sunamerica Corp., Cleveland | 35,158 | 25,411 | 83 | + 2 | Chemical New York Corp. |
| 83 | Signal Financial Corp., Pittsburgh | 33,727 | 24,916 | 85 | + 2 | CoreStates Financial Corp., Philadelphia |
| 85 | Provident Financial Corp., Columbia, S.C. | 28,808 | 26,717 | 82 | | South Carolina National Corp., Columbia |
| 90 | First Wisconsin Financial Corp., Milwaukee | 22,485 | 21,149 | 90 | | First Wisconsin Corp., Milwaukee |
| 92 | Capitol Finance Group, Inc., Charlotte, N.C. | 21,511 | 19,042 | 94 | + 2 | First Railroad & Banking Co., Augusta |
| 97 | First Union Commercial Corp., Charlotte, N.C. | 20,271 | 7,635 | 112 | +15 | First Union Corp., Charlotte, N.C. |
| 98 | Landmark Financial Services, Inc., Silver Spring, Md. | 19,903 | 16,341 | 100 | + 2 | Union Trust Bancorp., Baltimore |
| 101 | NCNB Financial Services, Inc., Charlotte, N.C. | 17,451 | 16,150 | 101 | | NCNB Corp., Charlotte, N.C. |
| 102 | Hawaii Thrift & Loan, Inc., Honolulu | 16,707 | 15,791 | 102 | | First Hawaiian, Inc., Honolulu |
| 104 | Family Credit Services, Inc., Tucker Ga. | 16,372 | 11,931 | 104 | | Citizens & Southern Georgia Corp., Atlanta |
| 105 | CBT Financial Corp., Hartford, Conn. | 16,242 | 23,100 | 87 | | CBT Corporation, Hartford, Conn. |
| 108 | National City Credit Corp., Cleveland | 12,167 | 9,328 | 109 | + 1 | National City Corp., Cleveland |
| 109 | American Fletcher Financial Services, Inc., Marion, Ind. | 11,612 | 11,247 | 107 | | American Fletcher Corp., Indianapolis |
| 113 | Sovran Credit Corp., Elizabeth City, N.C. | 7,457 | 6,414 | 116 | + 3 | Sovran Financial Corp, Richmond |
| 115 | NatWest Commercial Services, Inc., New York | 7,248 | N.A. | ... | | NatWest Holdings Inc., New York |
| 117 | Gibraltar Corp. of America, New York | 6,666 | 6,129 | 119 | + 2 | United Jersey Banks, Princeton, N.J. |
| 118 | BVA Credit Corp., Richmond | 6,570 | 11,343 | 106 | | Bank of Virginia Co., Richmond |
| | **FOREIGN BANK-RELATED COMPANIES** | | | | | |
| 18 | Heller Financial, Inc., Chicago | 699,765 | 617,540 | 18x | | Fuji Bank, Ltd., Tokyo, Japan |
| 19 | Barclays American Corp., Charlotte, N.C. | 682,036 | 638,836 | 17 | | Barclays Bank Plc, London, U.K. |
| 73 | Deutsche Credit Corp., Bannockburn, Ill. | 45,183 | 41,027 | 73 | | Deutsche Bank, Frankfurt, Germany |
| 110 | Commercial Funding Inc., New York (b) | 10,000 | N.A. | ... | | Nordic Group of Banks (y) |

**(b)** — Year ending on date other than Dec. 31. **(c)** — Current year's figures are for a date different from preceding year. **(h)** — Acquired by Manufacturers Hanover Corp., New York, from RCA Corp., New York, on April 30, 1984. **(n)** — Formerly Walter E. Heller & Co., name was changed on May 3, 1985. Also, the company was acquired by Fuji Bank, Ltd., Tokyo, Japan on Jan. 24, 1984. **(x)** — Based on revised data. Rank that the company would have had, if the revised data had been available. **(y)** — Consists of the following four banks: Copenhagen Handelsbank, Denmark; Kansallis Osake-Pankki, Helsinki, Finland; Norske Creditbank, Oslo, Norway; and Svenska Handelsbanken, Stockholm, Sweden. **N.A.**— Not available.

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# Description of Listings and Definitions

**By L. MICHAEL CACACE**

The American Banker's study of the finance industry is presented in six tables.

- The main listing consists of the 100 largest firms in order of their total capital funds as of Dec. 31, 1984. Total capital funds for 1983 are also shown, along with the 1983 capital funds rank and gain in rank. The other yearend 1984 data shown in this table are capital and surplus; net receivables; total assets; net income; deferred income; gross receivables acquired; and bank credit lines available plus those in use.

- For the second year in a row, *American Banker* lists the top 50 finance companies in order of their net income. This listing gives 1984 and 1983 net incomea and the percentage change in net income from 1983 to 1984.

- Another table lists captive finance companies in the survey in order of their capital funds. **Captive companies** are those whose main activity consists of financing sales of their parent firm's product or services. This year there are 34 such companies in the listing.

- A seperate table lists the 92 independent or affiliated finance companies in the survey in order of their capital funds. **Independent companies** are not owned by other companies. **Affiliated companies** are subsidiaries of other companies but are not captives.

- There is a listing of all domestic commercial and savings bank-related finance companies and of foreign bank-related finance companies with capital funds of $5 million or more. Included in this table is the name of the parent banking company. By definition, bank-related companies are affiliated companies and appear on the listing of independent and affiliated companies.

- Another table breaks down the net receivables outstanding at a finance company at yearend into four "types of business" categories: (1) consumer-retail and real estate; (2) commercial industrial; (3) industrial and equipment leasing; and (4) factoring. The 10 largest companies in each category are given. In the case of leasing companies, there are two lists: the 10 largest nonbank-related companies and the 10 largest bank-related. The latter listing was constructed from data supplied to *American Banker* by Manufacturers Hanover Leasing Corp.

Receivables are reported net of loan losses and unearned income, whenever possible. However, some companies are unable to apportion loan losses and unearned income among the various categories, and these companies report gross receivables.

For factoring companies, receivables are reported gross. In addition, "volume" figures, or receivables acquired during the year, are used. For the companies for which *American Banker* received no factoring data, data gathered by the *Daily News Record* were used., The *Daily News Record* is a textile trade newspaper located in New York City.

### Definitions

The definitions used by the *American Banker* for the six listings described above are listed below.

**Total capital funds** is the sum of stockholders' equity and non-current subordinated debt. Stockholders' equity is the sum of capital plus surplus. Non-current subordinated debt is subordinated debt with a remaining maturity of more than one year.

**Receivables** include direct loans and paper purchased from manufacturers, wholesalers, and retailers. **Gross receivables** include unearned income and reserves for loan losses, while **net receivables** exclude unearned income and loan-loss reserves.

**Net income** is income for the entire fiscal year after taxes but before extraordinary items.

**Deferred income** is another term for **unearned discounts.** It is the sum of prepaid interest on loans outstanding.

**Bank credit lines** are the sum of bank credit available plus in use. For bank-related finance companies the bank credit line is Often reported to American Banker as zero or not applicable, since these companies are usually funded by their parent. We report zero in this category for all bank-related companies reporting "not applicable".

**Consumer-retail and real estate receivables** are those obtained through the financing of the consumer through direct cash loans or through the purchase of installment sales paper from dealers and retailers. Included are personal loans secured by second mortgages (real estate loans) and open end (revolving) credit.

**Commercial-industrial receivables** are those obtained through the financing of small and medium-size businesses, including agribusinesses, through secured short-term loans. In most cases, a firm offers its accounts receivables as security, and the lending arrangement is called "accounts-receivable financing." Inventories or plant equipment also may be used as collateral.

In addition to the short-term accounts receivables financing, businesses also receive funds on longer term installment receivables by selling them to finance companies. These are **industrial-sales finance transactions.**

**Industrial/equipment leasing** is a type of asset-based lending where the lender owns the physical asset to be financed. Generally, longer term fixed assets are financed by finance companies via leasing.

**Factoring** is a type of asset-based lending where the lender buys the borrower's receivables and extends funds prior to their collection. The factor usually collects the receivables on a nonrecourse basis.

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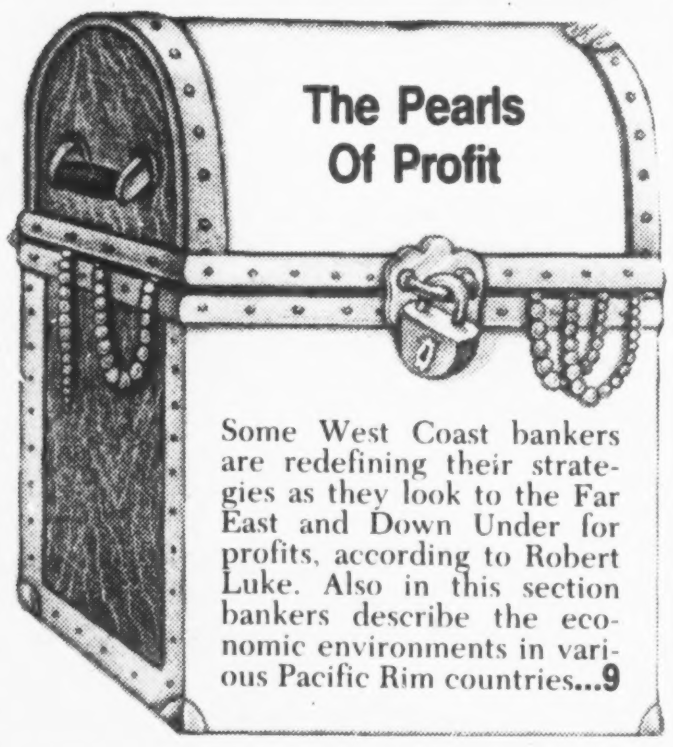
## PACIFIC RIM



Some West Coast bankers are redefining their strategies as they look to the Far East and Down Under for profits, according to Robert Luke. Also in this section bankers describe the economic environments in various Pacific Rim countries...**9**

## newsmonday

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# Bank of America Drops Plan to Add South Dakota Unit

### Stock Continues to Decline as Effect Of Disappointing Financial News Is Felt

By RICHARD RINGER

CHICAGO — The BankAmerica Corp. last week abandoned its lengthy efforts to open a South Dakota bank that was planned as a way to expand into the insurance business.

The San Francisco-based bank holding company asked the Federal Reserve Board to withdraw from further consideration its application to open a de novo, state-chartered bank planned for Rapid City, S.D. In its letter to the Fed, BankAmerica did not cite a reason for its decision.

Speculation arose, however, that

➸ BankAmerica: Page 31

# Three Months of Denial Ends For Depositors of Home State

By BART FRAUST

NEW YORK — The nightmare has ended for 75,000 depositors of the failed Home State Savings Bank who had been denied access to their funds since March 9, the day after the Cincinnati thrift was closed.

At 9 a.m. on Friday, 33 Home State branches reopened as offices of three separate banking companies: Hunter Savings Association, a Cincinnati thrift indirectly owned by Ohio tycoon Carl Lindner; AmeriTrust Corp. of Cleveland; and First National Cincinnati Corp.

Several Ohio banking observers had expected a chaotic, "circus-like" atmosphere, but at many branches the atmosphere was more like a party, with cookies and fruit punch given out to waiting depositors.

Lines were long at some branches, and computers were swamped — but basically all was calm on the Home State front.

"It's about what you'd expect considering that people have been denied their money for 14 weeks," said Mark Stachler, one of the organizers of the Home State Depositors Association, a group formed to represent depositor interests.

"It's been a long time since I've seen my money," said Eldon Ryle, a Cincinnati depositor. "I just wanted to see what it looked like."

Wilma Lee of Brighton, Ohio, said she had to borrow money from neighbors in order to get by in the last two months. "Today, I'm going to pay them back," she said.

Home State, which as of March 31

➸ Home State: Page 23

# SEC May Make Rules to Defuse Delaware Buyback Ruling

### Court Decision in Takeover Defense Causes Agency to Mull Ban on Discrimination Against any Class of Shareholders

By MIKE CARROLL

NEW YORK — The effects of a recent Delaware court ruling that appeared to dim the outlook for hostile takeovers could be mitigated by Securities and Exchange Commission action, according to government sources.

In May, the Delaware Supreme Court ruled that Unocal Corp. did not have to include T. Boone Pickens in the company's plan to buy back shares from the public. Mr. Pickens had amassed a stake in Unocal, and the company's action was designed to thwart his takeover attempt.

The Delaware decision handed Mr. Pickens his first defeat after a series of well-publicized and highly successful raids on oil companies. The decision, though intended to be narrow, seemed to grant management wide leeway to defend itself and was quickly seen as a gloomy portent for the future of hostile takeover attempts.

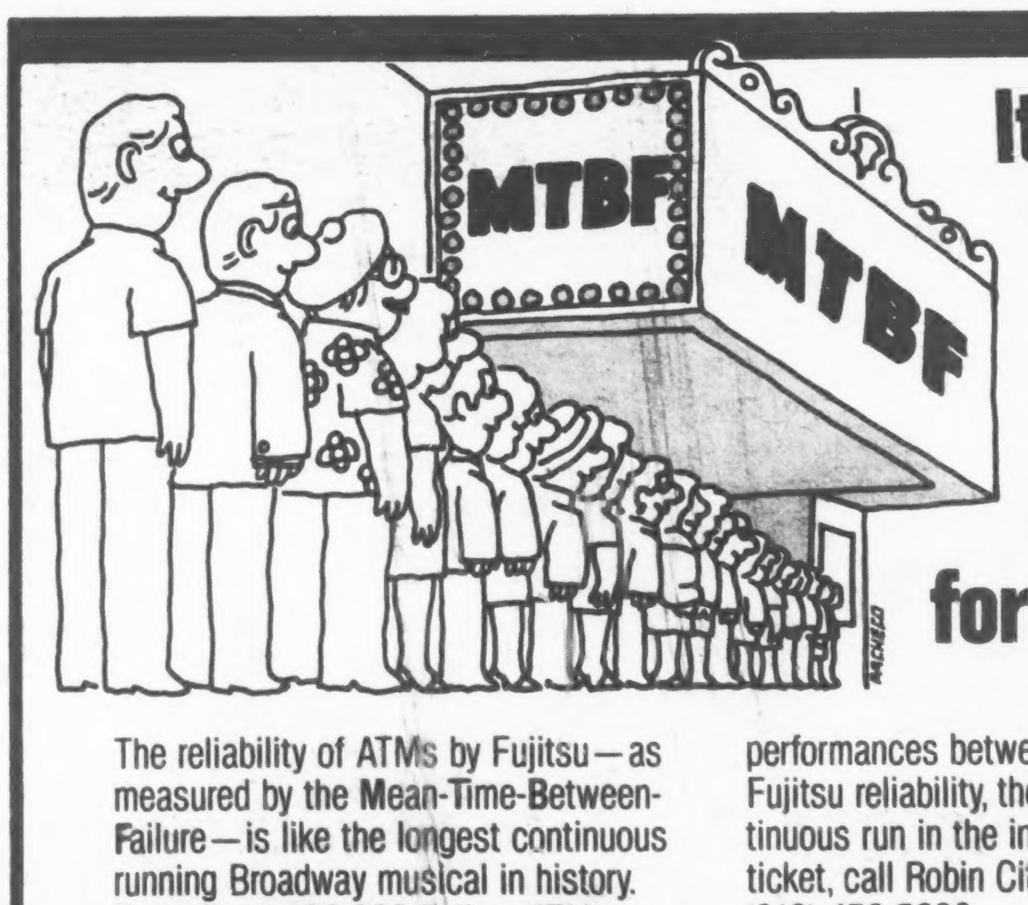
Indeed, since the Unocal decision, one leading Wall Street dealmaker says, there has been a "tremendous drying-up of activity." That's because the Unocal decision has made establishing positions in a company's stock much riskier for raiders who, hitherto, had assumed that eventually their stakes would be bought out, usually at a premium.

But the SEC has made no secret of its discomfort with the decision, which may also be viewed as giving managements too much freedom to fight off suitors and entrench themselves, possibly at the expense of shareholders.

Now, sources close to the SEC say that staff members are exploring ways in which the commission could restrict actions that discriminate against one or another class of shareholders of a company.

"We're going to stomp on that," said one SEC source of the Delaware court ruling. "There's an 80% chance that through rule-making we can outlaw discriminatory tender offers — not just

➸ SEC Rules: Page 31



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# The Measures Taken: Shoring Thailand's Creditworthiness

## *A rapid rise in debt has hurt Thailand's creditworthiness.*

*By Willard D. Sharpe*

THAILAND has for many years been considered one of the most creditworthy countries in Asia. But it is one of several Asian countries that in recent years have been accumulating external debt at rather high rates.

In Thailand's case, the debt is still well within manageable limits, and measures have been taken within the last year to curb the increase. Nevertheless, it is worth taking a look at recent trends to see whether the confidence that credit markets still have in Thailand is justified.

The cause for concern stems from a rapid increase in debt, which began at the time of the second oil shock in 1979. At the end of 1978, Thailand's total external debt, including short-term debt, interbank liabilities, and International Monetary Fund (IMF) credits, was only about $4.6 billion, less than 20% of 1978 gross domestic product (GDP).

By the end of 1984, total debt had expanded to about $15.3 billion, or 36% of 1984 GDP. The level is hardly one for alarm. Both South Korea and Malaysia have external debts greater than 50% of GDP, and neither country is regarded as being in danger of default. It is the near doubling of the Thai debt in six years that draws attention.

Thailand's total debt at the end of 1984 consisted of: about $7.5 billion in public or publicly guaranteed long-term debt, $3.4 billion in private long-term debt, $3.6 billion in short-term debt, and about $850 million in IMF credits. The debt service ratio (interest and amortization of long-term debt over exports of goods and services) was slightly less than 20% in 1984.

The increase in debt came about through a series of large deficits in the current account of the balance of payments. In every year but one since 1978, these deficits have been greater than $2 billion, and their total, from 1979 through 1984, was $12.6 billion. The deficits have been a large percentage of gross domestic product, as shown below:

**Current Account Deficit**

| Year | $ Bil. | % GDP |
|---|---|---|
| 1979 | 2.09 | 7.7% |
| 1980 | 2.07 | 6.2% |
| 1981 | 2.57 | 7.1% |
| 1982 | 1.00 | 2.7% |
| 1983 | 2.87 | 7.1% |
| 1984 | 2.13 | 5.0% |

There is room for debate concerning the size of current account deficit that would be sustainable over the long term for a country like Thailand. Seven percent of GDP certainly is not. Four percent probably is, and 3% certainly is. In only one of the last five years, 1982, has the deficit been clearly sustainable. Not by coincidence, 1982 was a depressed year in which economic growth was slow:

| Year | % GDP Growth |
|---|---|
| 1979 | 6.1% |
| 1980 | 5.8% |
| 1981 | 6.3% |
| 1982 | 4.1% |
| 1983 | 5.8% |
| 1984 | 6.0% |

From 1960 through 1978, Thailand's GDP growth rate averaged more than 7% and had been remarkably stable. The performance since 1978 therefore shows not only a large increase in debt but a marked slowdown in growth. These have not been favorable years for the Thai economy.

The two questions to pose are, first, the reasons for the poor showing and, second, whether an improvement can be expected over the next few years. With respect to the first, there is no doubt that the oil shock of 1979-80 was the main culprit. Oil imports cost Thailand $1.1 billion in 1978, but almost $3 billion in 1981. When we compare that increase with the increase in current account deficit — from $1.2 billion in 1978 to $2.6 billion in 1981 — the impact is clear enough.

A secondary factor has been the sluggish trend of world prices for Thailand's main export commodities. After increases in 1979 and 1980, prices for most of these commodities, including rice, maize, tapioca, sugar, rubber, and tin, began a slump that still continues. Thailand's terms of trade (the relationship between the prices that a producer must pay and those that he receives for his products) fell from 100 in 1980 to 83.3 in 1984. Although the decline has been more than offset by increases in export volume, the burden in terms of resources is a real one.

These external factors do not provide a complete explanation. The response by Thai governments, first under Prime Minister Kriangsak Chamanan and since 1980 under Prime Minister Prem Tinsulanond, has not been sufficient to bring a rapid adjustment.

The central government budget was allowed to slide into a substantial deficit, peaking in 1982 at 5% of gross national product. This was mainly the result of a tax system that depended too heavily on a handful of indirect taxes, with revenue failing to keep up with inflation. Initial efforts under Prime Minister Kriangsak to raise more revenue by lowering subsidies and raising taxes were for the most part unsuccessful and in fact led to the Prime Minister's resignation.

### Peg Abandoned with Reluctance

A second policy failure was the adherence to a fixed, dollar-pegged exchange rate through a period of dollar appreciation. The peg at approximately 20.5 bahts to the dollar had been little changed over many years, and was abandoned only reluctantly.

A move to 23 bahts to the dollar in 1981 was only palliative. The baht lost competitiveness more or less steadily from the end of 1978 until late 1984, the total change in "real effective" exchange rate for the period being on the order of 20%.

Over the last several years, the Government of Prime Minister Prem Tinsulanond gradually has brought a degree of consensus and taken a number of measures that promise to bring Thailand back to a more sustainable path.

*Continued on Next Page*

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# Brisk Trade Winds in China

## *Bank representative offices in China advise clients on banking services and trade and investment practices.*

*By Bob Fienberg*

A MORNING BREEZE plays against the upstairs windows of the former U.S. legation building, whips over the compound's gray stone walls, and sweeps across the expanse of nearby Tiananmen Square.

Another day begins at the Bank of America representative office for the People's Republic of China in Beijing. Erected in 1905 just after the Boxer Rebellion, the stately building houses the office and living quarters of the bank's vice president, Joe Greene.

Downstairs, a state-employed houseboy begins his chores by fetching several large thermos jugs of hot water from the kitchen. This is for the tea that will be served to office visitors throughout the day.

The representative office in Beijing and a second in Shanghai are the focal points for clients to obtain advice on banking services and current trade and investment practices in China. Both representative units report to the PRC office in Hong Kong.

"Our role," says John Chu, a bank vice president who manages the Hong Kong office and coordinates the bank's China-related activities, "is to advise customers on investment opportunities, identify possible risk areas, introduce our customers to PRC entities, facilitate their negotiations, and help them to structure and arrange financing."

The advisory role to which Mr. Chu refers involves four stages. The first is to identify opportunities in China. "This is accomplished by using our officers who have working relationships with key Chinese agencies in their respective market areas," he explains.

If a customer finds an opportunity attractive, the second stage of bringing the PRC entity and the foreign client together begins.

When both sides are satisfied with the potential deal, the customer may visit the site for a personal assessment, which is phase three.

The final phase involves negotiation between the foreign and PRC entities on terms and details leading to a final contract. Mr. Chu and his people make the necessary arrangements along the way and advise the client on financial and other issues critical to concluding the deal.

"Our long-term strategy is to continue playing an active role in promoting and arranging trade and investment between China and the U.S.," says Mr. Chu.

Statistics compiled by the bank's representative offices in China and its PRC office in Hong Kong indicate significant opportunity in these areas. For example, some 120 American companies are resident in Beijing and 30 have a presence in Shanghai.

According to Mr. Chu, this reflects the widely held view of China as a large potential market. The long-term benefits to be realized from the country's modernization and economic development program, he points out, can be gauged by looking at the growing trend of trade between the United States and China.

"In 1971, trade between the two countries amounted to only $5 million," he notes. "The figures for 1984 were more than $6 billion, and this is expected to increase dramatically during the next ten years."

Meanwhile, the bank's economist who tracks the PRC economy, Dr. Kenneth Leung, predicts that Chinese imports from the United States will remain brisk over the next ten years because of China's strong demand for U.S. technology.

He forecasts particularly strong growth in machinery and equipment for power generation, open-pit coal mining, offshore oil exploration and drilling, aircraft, and electronic and scientific equipment. Additionally, imports of cereals should start to rise moderately.

As for Chinese exports to the U.S. market, he sees future increases in shipments of basic machinery, chemicals, and metal products to the United States. The growth rate of such exports, however, will depend upon the degree of China's success in attracting foreign investment and upgrading its manufacturing sector.

Also in line with its economic goals, Mr. Leung says China will require foreign investment and technology to upgrade not only its factories but also its financial system, in order to better mobilize and allocate domestic savings to finance its investment needs.

Mr. Leung adds that "China's foreign exchange needs are enormous. Estimates are that some $20 billion will be needed for development of coal mines and offshore oil fields, and about $10 billion for factory modernization.

The process of economic reforms under way in China represents a very significant and encouraging development in China's history. ■

*Bob Fienberg is vice president and director of Asia Communications & Advertising Department for Bank of America NT & SA in Beijing, China.*

*Continued from Previous Page*

Along the road to adjustment, one of the key elements has been energy policy.

Starting in the 1970s from heavy dependence on imported oil with strongly subsidized domestic energy prices, the country has moved to a much sounder position. The good fortune of large deposits of natural gas in the Gulf of Siam, some oil onshore, and substantial lignite deposits have provided the means. The government has strongly pushed the exploitation of these resources.

BANK
THAILAND

Meanwhile, subsidies on domestic energy prices have been reduced gradually, though not yet entirely eliminated. These measures have reduced Thailand's dependence on imported energy. Oil imports cost only $2.4 billion in 1984, despite the growth of the economy, and should cost less this year.

Breaking the baht's link to the U.S. dollar in November 1984, devaluation by 14.8%, and movement to a more flexible exchange rate policy returned Thailand's competitiveness almost to its 1978 level. The balance of payments for 1985 should reflect this change.

Devaluation also made it possible to loosen up restraints on credit. As capital returned from abroad, liquidity in the banking system has increased, and interest rates have fallen. Although the impact of higher import prices has depressed a number of industries, those most affected are in general the import substitution industries, some of them highly protected and inefficient.

> **"There is room for debate concerning the size of current account deficit that would be sustainable over the long term for a country like Thailand."**

But devaluation was immensely difficult in political terms. For a time it seemed possible that Prime Minister Prem and Sommai Hoontrakul, his finance minister, would not survive; they have.

There remains the issue of the budget deficit, which has still not been effectively handled. It rose from 22.9 billion baht ($996 million) in 1983 to 32.0 billion baht ($1.39 billion) in 1984, around 3.3% of 1984 gross national product (GNP).

But with inflation nearly nil since early 1984, and with serious underemployment in various sectors, the urgency of a balanced budget is certainly less evident. In any case, the budget for this fiscal year represents almost no real increase over last year, and a number of tax reforms are in progress.

Enough basic changes have been made in the Thai economy to offer reasonable assurance. Growth over the next two or three years should remain around the 5% to 6% level, the balance of payments deficit on current accounts should decline to around 3% of GDP, and external debt should be held to a level that can be easily serviced.■

*Willard D. Sharpe is a Chase Manhattan Bank vice president and area economist for Asia. He is based in Hong Kong.*

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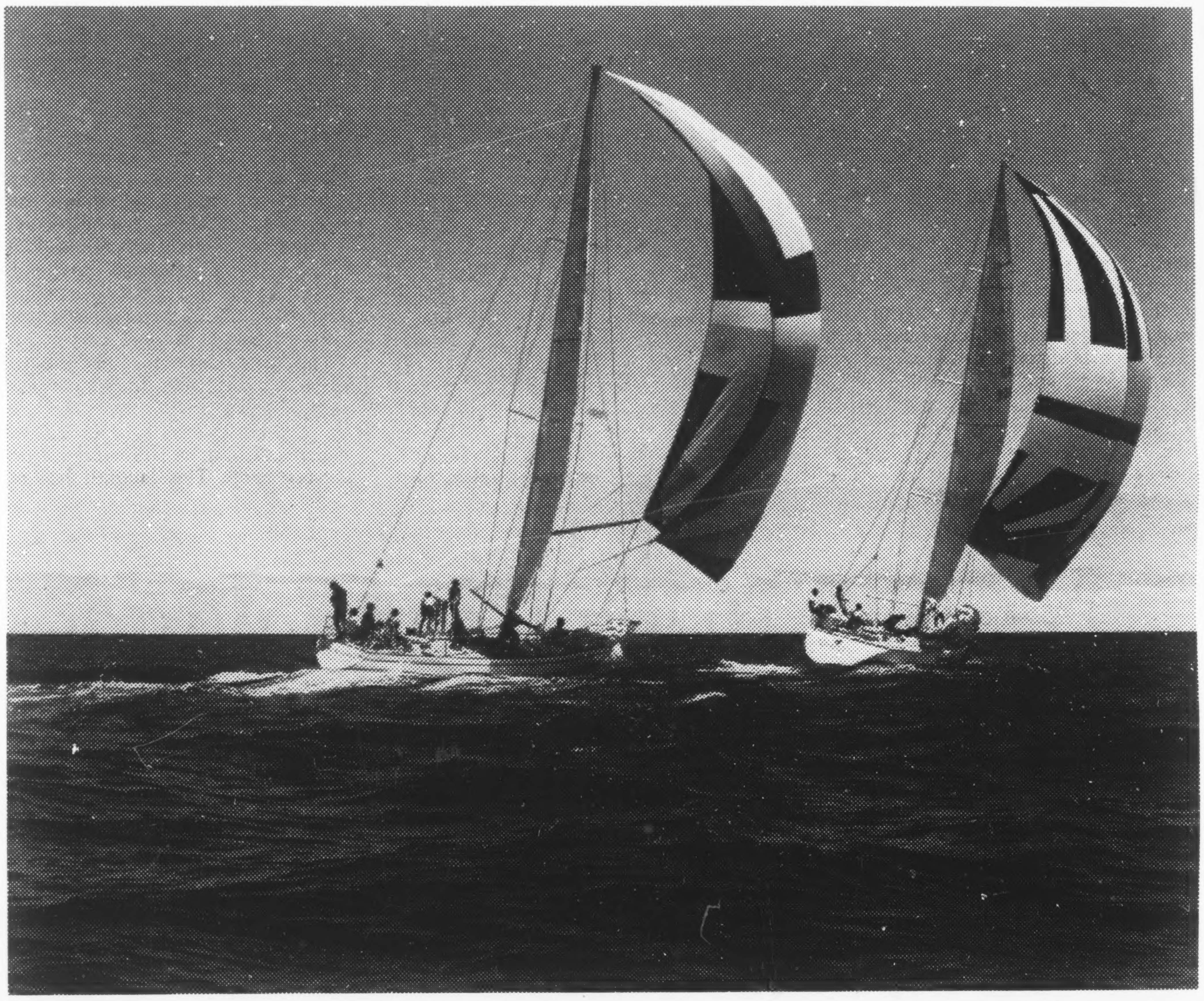

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# American Ba

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## COMMERCIAL LENDING

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**Quote**

***Let's kick a little ass in the banking industry.***

Robert Linton, chairman of Drexel Burnham Lambert Inc., in a Senate Banking Committee discussion on efforts by bankers to underwrite certain types of bond securities. [1]

**Unquote**

# Experts See Weaker Demand For Banks' Commercial Loans

## Economic Slowdown, Attractive Credit Alternatives Cited

By LISABETH WEINER

CHICAGO — Trends in commercial and industrial loan demand are sometimes a reflection of the economy. With that in mind, it appears that commercial loan demand, at least over the next several months, will be weak to moderate. And some economists think that situation may continue well into 1986.

Several economists agree that commercial credit needs will be rising much less rapidly than they did in 1984, when banks generally saw a sharp increase in loan demand during the early stages of the economic recovery.

But with the economy now growing at an annual rate of less than 2%, the impact is being felt at commercial banks of all sizes.

"We've already seen a slowdown in several ways," said First National Bank of Chicago chief economist Roy Moor. A large portion of loan demand over the past year was spurred by leveraged buyouts or merger and acquisition activity rather than capital expansion spending. Consequently, Dr. Moor said, "there have been more transfers of assets rather than the expansion of assets."

Additionally, he said, the amount of debt outstanding relative to the amount of equity is extremely high. This, in turn, Dr. Moor said, is deterring companies from spending.

If indeed banks discover a deterioration in the commercial credit

➸ Loans: Page 27

# Top Lenders Feel Effects of Soft Foreign Demand

By L. MICHAEL CACACE

NEW YORK — The smaller banks among the top 100 banks in lending to business had substantially better loan growth in 1984 than the larger banks.

This disparity in growth reflects the fact that the large banks traditionally have depended more on international business lending — a sector that was weak last year. And the smaller banks served the "middle market" sector of the U.S. economy, which had a strong demand for loans last year.

Lending Tables Begin on Page 22

While business loans at the top 25 banks increased by only 1.4%, business loans at the banks ranked 26 to 100 grew by approximately 30%, after adjusting the data for extensive merger activity among the banks in this group.

These are some of the findings of the *American Banker's* annual survey of the top 100 commercial bank lenders to business, published today.

The survey is based on the banks' federal regulatory report of condition for Dec. 31, 1984, and the re-

➸ Survey: Page 27

**Top 5 Banks in Business Lending 12/31/84**

| | (Billions) |
|---|---|
| 1. Citibank NA | $37.0 |
| 2. Chase Manhattan Bank NA | 32.1 |
| 3. Bank of America NT&SA | 30.5 |
| 4. Manufacturers Hanover Trust Co. | 23.7 |
| 5. Chemical Bank | 16.6 |

# Banks Seek New Profit Sources

## Income from Off-Balance-Sheet Items Leading to Rise of the 'Invisible Bank'

CHICAGO — At about two-thirds of the nation's top 100 commercial banks, income from domestic commercial lending comes to less than 30% of total interest earnings.

Additionally, at only 25 of the largest 100 lenders did business loans represent a higher percentage of total lending in 1984 than in 1983, while 75 posted a decline in that percentage. Meanwhile, 81 of the top bank lending institutions racked up an increase in overall business lending during 1984, compared with 1983.

So while banks increased their commercial and industrial lending in 1984, loans to other sectors — such as consumers — grew at a comparatively accelerated rate.

These data, gathered from documents filed with the Federal Reserve Board, and which appear today in *American Banker's* annual survey of the top 100 commercial bank lenders to business, appear to indicate that in the highly competitive commercial lending world, booking commercial and industrial loans may not be nearly so lucrative as some of the other things that banks can do — and in fact are doing — to earn money. These include activities that generate fee income, such as arranging interest rate and currency swaps and transferable revolving underwriting facilities, issuing standby letters of credit, and providing other services that are generally lumped together under the heading of off-balance-sheet items.

➸ Stagnant: Page 6

# Garn Wraps Up Senate Hearing, Plans Bond Bill

## Senator and Securities Execs Trade Kicks on Bank Powers

By BARTLETT NAYLOR

WASHINGTON — Senate Banking Chairman Jake Garn Thursday concluded a marathon series of hearings on financial deregulation in preparation for writing major banking legislation.

In an interview after the hearing, the Utah Republican said he planned to again sponsor legislation permitting banks to underwrite municipal revenue bonds, as he did last year, but he did not know when he would introduce it. Bank lobbyists expect Mr. Garn's bill to appear after the July 4 congressional recess.

What had promised to be another sleepy hearing Thursday turned into a surprisingly animated debate on the separation of the securities and banking industries.

"Let's kick a little ass in the banking industry," said Robert Linton, chairman of Drexel Burnham Lambert Inc., during a discussion of efforts by bankers to underwrite certain types of bond securities. "As a result of abuses in the 1920s and 1930s by commercial banks that were engaged in securities activities, public confidence in banks was lost," he said. Mr. Linton said bond underwriting is "dangerous" business, and that especially given the thrift crises in Ohio and Maryland, banks should not be empowered to take on new risks.

"Well, let's kick a little ass in the securities industry," Mr. Garn responded. "We got into trouble in Ohio because of a securities firm."

➸ Garn: Page 6

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# Banks Seek New Income Sources as Business Lending Tightens

Continued from Page 1

It appears also that the competition among lenders has resulted in such narrow pricing that banks may be finding it more difficult to earn adequate rates of return from the loans that are being booked.

"There's no expansion in manufacturing, no big projects," said the vice chairman of one money center bank. "It's really hard to find customers with expansion programs to lend money to. There's just not a lot of vibrancy right now."

This stagnation in the commercial lending arena is not necessarily a new development. It has evolved since the last recession, but it has been complicated by several factors, industry observers said. One is that the largest banks have lost some of their best and most creditworthy customers to the ballooning commercial paper market, which offers more and more corporations a chance to raise cheaper and cheaper money.

Additionally, observers said, banks have experienced a high level of problem credits, which have cut into domestic interest income. "There have been a lot of nonperforming credits in the domestic economy, especially energy, steel, real estate, and agriculture," one banker said.

### Stiff Competition

With the pool of the largest U.S. borrowers significantly reduced, more banks have started to emphasize lending to the middle market, where a substantial number of American corporations thrive. Again, because so many banks are chasing the same businesses, the competition to lend money is particularly stiff and the pricing is extremely narrow. "There is more downpricing to small and medium businesses. These companies are getting extremely good interest rates. That's what competition does to you," one banker said. Meanwhile, some major banks that at first emphasized lending to medium-size businesses are now eagerly seeking the attention of small business customers.

And, experts said, the financing needs of these companies are not comparable to what a major industrial firm would have required for a capital expansion program 10 years ago. "These medium-size businesses," one high-level banker said, "might borrow money for working capital, or to carry inventory or receivables, or to expand a warehouse, but these are mostly modest sorts of things."

While 64 of the top 100 commercial banks earned less than 30% of interest income from domestic loans, 26 earned 31% to 40% of their interest income from domestic loans, eight earned 41% to 50%, and two earned more than 50%.

Bank experts agree that the New York-based money center banks earn more from their international loans than from their domestic loans, and in many cases this constitutes a majority of their commercial lending business. Based on data gathered from the Federal Reserve, the six largest New York banks had an average of 42.3% domestic business loans in 1984, with the remainder foreign business credits.

Meanwhile, the growth of off-balance-sheet items has become an increasingly larger part of commercial banking activity. "Basically," one bank economist said, "there are a lot of new products which don't show up as traditional lending." These items are a mixed bag, he said, and there are no reporting requirements or methods for measuring the residual liability.

Some off-balance-sheet figures are included in the Federal Reserve's Schedule L report. Standby letters of credit, loan commitments, and banker's acceptances are a few of the items that banks are required to report. But David Cates, of Cates Consulting Analysts Inc., is skeptical about the reliability of Schedule L, because there is no enforcement of the data and much of the reporting procedure appears to reflect judgment calls. Additionally, he pointed out, certain items, such as interest rate swaps, do not have to be included in Schedule L, although they can be listed in the "miscellaneous" category.

### The "Invisible Bank"

Mr. Cates has come to refer to the growth of off-balance-sheet banking as the "invisible bank." And through some calculations he has found Schedule L to be a significant force. For instance, in looking at the top nine money center banks in New York, Boston, and Chicago, excluding Continental Illinois National Bank and Trust Co., the median growth for Schedule L in 1984 was 31%, compared with a growth of 5.8% for total assets. In comparing the "invisible bank" with the "visible bank," Mr. Cates said the median ratio for Schedule L in relation to total assets was 170%, with First National Bank of Chicago reporting the highest ratio, 217%.

The result of this evolution in commercial banking is that the raw numbers that are available on commercial and industrial loans are showing less and less of the true nature of lending activity.

"The kind of numbers that are available are less meaningful than ever before," one bank economist said. "The nature of competition has changed an awful lot, and the interest income category excludes items that really do involve some sort of lending functions."

Industry observers said other factors have also displaced the domestic loan in terms of importance. For instance, bank experts noted that more companies are borrowing overseas rather than in the domestic market. U.S. corporations have found that by raising funds in the Eurodollar market they are able to attract more favorable rates. "Basically," one banker said, "a U.S. company goes overseas, does a private placement in a foreign currency, and then converts it to U.S. dollars. Increasingly, instead of booking a regular commercial loan, large money center banks are arranging some type of overseas facility and the bank makes its money on the fee income that is generated."

Mr. Cates agreed. "The access to funds is greater because of the increased monetization of the funding process. Meanwhile, banks are being driven out of the Fortune 1,000 market because of commercial paper," he said. "So they are being driven offshore in order to find a place to put their money."

But even the international market is showing signs of being "overlent," Mr. Cates said. In numbers compiled through the Cates Bancompare I service, the median ratio of foreign loans to total loans at money center banks in New York and Chicago declined in 1984 to 37%, from 44% in 1983 and 46% in 1982. Total loan growth for the money center banks was quite modest, an indication, according to Mr. Cates, that domestic loan growth is being offset with international shrinkage.

Another issue that bank economists frequently mention is the use of loans. While it is difficult to pinpoint exactly how borrowings are being used, industry observers believe that as merger and acquisition activity picks up, bank financing is being used for the transfer of assets rather than to finance new capital expansion. "The result is that the money being borrowed is not as productive" as it used to be, one economist said.

**— Lisabeth Weiner**

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## Garn . . .

Continued from Page 1

The run on Ohio thrifts began after Cincinnati's Home State Savings Bank collapsed with the failure of E.S.M. Government Securities Inc. in Fort Lauderdale, Fla.

In the House, major banking legislation has already been approved by the Banking Committee, and some observers predict passage before the long August recess. But in the interview, Mr. Garn predicted only that legislation would be approved before the current session of Congress ends in December 1986.

Mr. Linton was one of three securities industry executives who addressed the Banking Committee as a panel Thursday. With him were William A. Schreyer, chairman of Merrill Lynch & Co., the nation's largest brokerage firm, and James D. Robinson 3d, chairman of the American Express Co., parent of the brokerage firm Shearson Lehman Brothers Inc. Also represented were the Securities Industry Association, the major lobby for brokerage firms, and the Investment Company Institute, representing mutual funds.

### 'The Motherhood Issue'

During the hearing, Mr. Garn lectured the securities industry executives on what he has called "competitive equity."

"I get this line from the securities industry: 'Let us rape, let us pillage,' " the senator said. And when banks ask to enter the securities business, Mr. Garn continued, securities executives "raise the motherhood issue of safety."

"I abhor the crossover of financial services. It is a mistake," Mr. Linton responded.

But pointing out that Drexel Burnham operates a limited-service bank, Mr. Garn said that he gets "tired of all the bullshit that goes on here."

"If the securities industry's hands were clean, we wouldn't have this problem," Mr. Garn said.

Mr. Schreyer and Mr. Robinson disagreed with their colleague from Drexel Burnham, and acknowledged that the division between banking and securities could be redefined.

Both stressed, though, that if banks were given new powers, Congress should consider federal subsidies given to banks, such as Federal Reserve loans and deposit insurance.

"If banks and thrifts want to practice 'fee' enterprise in the name of 'free' enterprise, . . . that's their right, of course," Mr. Robinson said. "But then perhaps they should take a razor blade and scrape the deposit insurance stickers off their windows."

Added Mr. Schreyer, "Legislation should assure that regulation be streamlined in order to achieve the goal of regulation by function, reduce competitive favoritism, and allow the marketplace to continue to shape the future."

On the subject of brokered deposits, Mr. Schreyer endorsed efforts to "curb" their "abuses." Brokered deposits generally are placed in banks by third-party money brokers or brokerage houses on behalf of individual or institutional investors.

"Curtailing excessive growth of brokered deposits in weak institutions is desirable," the chairman of the nation's largest deposit broker said. "But while doing so, legislation must protect this free market and affirm the right of sound depository institutions to utilize brokers as part of a prudent plan of attracting deposits."

Federal regulators have attacked brokered deposits as exploiting federal deposit insurance. ■

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## BofA . . .

Continued from Page 3

tioned the nature of the departures of the two officers. They said the timing of the resignations and the announcement of expected second-quarter earnings appeared to be more than coincidental. The bank revealed its second-quarter projections on June 4.

"The message is not that there were losses," but that the extent of the losses was not made clear enough to top management, said one senior officer of Mr. Polzin's leave-taking. He added, however, that "Steve is a real loss to the bank."

Another source said of the changes: "You can start to see that the bank is not going to tolerate this any more. I think that's good news."

The departures come after a changeover in the top ranks at BofA's corporate banking area. In February, Richard L. Saalfeld, executive vice president, replaced Mont E. McMillen Jr., also an executive vice president, as head of the North America division, which provides wholesale banking services to the nation's largest corporations.

Mr. Polzin, according to sources, will not be replaced. Instead, individual industry group heads who previously reported to Mr. Polzin will now report directly to Mr. Saalfeld.

Attempts to reach Mr. Saalfeld for comment were unavailing. ■

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## Grand Jury Indicts 4 For Fraud in California

**Special to the American Banker**

SEATTLE — A former manager of an Old National Financial Services office in Concord, Calif., has been indicted by a grand jury in San Francisco on 49 counts of fraud.

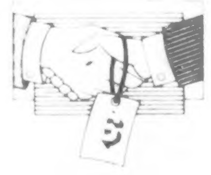
Old National Financial Services is a subsidiary of Old National Bancorp., based in Spokane, Wash. The indictment was handed up in mid-April. It accuses the manager, Robert B. Wilson, and three others, William G. Erb, David W. Jedell, and Benjamin Watson Wills 3d, of 49 counts of fraud. Mr. Erb, Mr. Jedell, and Mr. Wills have no connection with Old National.

The indictment says the four were involved in a scheme in which $2.3 million of loans were made by Old National Financial Services to straw borrowers. Mr. Erb and Mr. Jedell were the real recipients of the loans, the indictment says.

Old National Bancorp. disclosed losses in its financial services subsidiary in July 1982. At the time, it said 40% of the unit's $152 million in loans were nonperforming. Old National since has concluded a so-called "stake-out" agreement, under which it will eventually be acquired by U.S. Bancorp, Portland, Ore. ■

# Top 100 Commercial Banks in Loans to Business

Dec. 31 1984, Compared with Dec. 31, 1983.
(Dollar amounts in thousands)



Compiled by **American Banker**
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| | | BUSINESS LOANS | | | | | TOTAL LOANS | | TOTAL ASSETS | | DOMESTIC BUSINESS LENDING | | | | | | RATIOS | | GROWTH RATES | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Rank 12/84 | Name of Bank, City, State | Total 12/31/84 | Total 12/31/83 | Percent Change | Rank 12/31/83 | Gain in Rank | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 | Total 12/31/84 | % of Total Business Loans | Interest Income 1984 | Gross Int. Inc. 1984 | Dom. Inc. As % of Int. Inc. | Gross Return | Business Lending Concentration 12/31/84 | 12/31/83 | Business Loans '79-'84 | Total Loans '79-'84 | Assets '79-'84 |
| 1 | Citibank NA, New York | 36,984,000 | 39,428,000 | — 6.20 | 1 | | 72,185,000 | 69,850,000 | 120,054,000 | 113,474,000 | 11,831,000 | 31.99 | 1,498,000 | 13,945,000 | 10.74 | 12.66 | 51.24 | 56.45 | 2.61 | 6.15 | 4.86 |
| 2 | Chase Manhattan Bank NA, New York | 32,054,955 | 33,140,086 | — 3.27 | 2 | | 56,216,108 | 52,518,213 | 80,399,540 | 79,527,458 | 8,026,193 | 25.04 | 1,300,195 | 8,296,206 | 15.67 | 16.20 | 57.02 | 63.10 | 6.07 | 8.17 | 5.07 |
| 3 | Bank of America NT&SA, San Francisco | 30,513,000 | 30,527,588 | — 0.05 | 3 | | 74,119,000 | 71,090,465 | 104,084,000 | 109,668,351 | 12,405,000 | 40.65 | 1,684,000 | 11,359,000 | 14.83 | 13.58 | 41.17 | 42.94 | 3.93 | 6.48 | -0.41 |
| 4 | Manufacturers Hanover Trust Co., New York | 23,662,034 | 21,476,581 | +10.18 | 4 | | 45,064,236 | 41,734,579 | 62,426,652 | 58,059,865 | 13,734,529 | 58.04 | 1,979,267 | 6,009,839 | 32.93 | 14.41 | 52.51 | 51.46 | 16.72 | 17.30 | 7.73 |
| 5 | Chemical Bank, New York | 16,558,030 | 15,597,532 | + 6.16 | 7 | + 2 | 35,010,313 | 29,301,368 | 51,232,080 | 49,345,727 | 9,460,966 | 57.14 | 1,226,244 | 5,021,190 | 24.42 | 12.96 | 47.29 | 53.23 | 10.07 | 14.94 | 6.42 |
| 6 | Continental Illinois National Bank & Trust Co., Chicago | 16,486,417 | 19,586,317 | —15.83 | 5 | | 24,054,813 | 29,904,063 | 30,063,705 | 40,669,908 | 10,992,525 | 66.68 | 1,447,983 | 3,560,401 | 40.67 | 13.17 | 68.54 | 65.50 | 4.02 | 2.17 | -2.47 |
| 7 | Morgan Guaranty Trust Co., New York | 16,482,592 | 15,859,486 | + 3.93 | 6 | | 33,966,984 | 29,068,573 | 63,540,749 | 56,204,251 | 4,829,103 | 29.30 | 545,120 | 5,745,462 | 9.49 | 11.29 | 48.53 | 54.56 | 9.37 | 12.35 | 9.95 |
| 8 | Bankers Trust Co., New York | 13,045,713 | 13,306,698 | — 1.96 | 8 | | 23,345,681 | 22,370,147 | 44,142,280 | 40,129,581 | 6,823,926 | 52.31 | 907,706 | 4,022,016 | 22.57 | 13.30 | 55.88 | 59.48 | 11.70 | 11.02 | 9.78 |
| 9 | Security Pacific National Bank, Los Angeles | 9,763,429 | 8,531,553 | +14.44 | 10 | + 1 | 28,041,839 | 23,946,029 | 40,149,543 | 36,097,991 | 8,164,925 | 83.63 | 897,086 | 3,804,085 | 23.58 | 10.99 | 34.82 | 35.63 | 22.20 | 16.84 | 14.12 |
| 10 | First National Bank, Chicago | 9,683,995 | 10,226,632 | — 5.31 | 9 | | 23,217,128 | 21,608,484 | 35,041,579 | 35,539,783 | 6,034,926 | 62.32 | 761,425 | 3,692,760 | 20.62 | 12.62 | 41.71 | 47.33 | 5.09 | 10.69 | 4.18 |
| 11 | Mellon Bank NA, Pittsburgh | 7,412,808 | 5,691,853 | +30.24 | 13 | + 2 | 15,983,335 | 11,785,504 | 24,530,492 | 21,809,868 | 6,092,911 | 82.19 | 704,187 | 2,077,497 | 33.90 | 11.56 | 46.38 | 48.30 | 23.36 | 24.07 | 16.91 |
| 12 | Marine Midland Bank NA, Buffalo, N.Y. | 6,848,210 | 6,184,844 | +10.73 | 11 | | 14,996,721 | 12,888,016 | 21,677,969 | 22,634,707 | 4,288,842 | 62.63 | 492,464 | 2,332,149 | 21.12 | 11.48 | 45.66 | 47.99 | 11.87 | 13.01 | 7.63 |
| 13 | First National Bank, Boston | 6,821,347 | 5,959,726 | +14.46 | 12 | | 11,395,204 | 9,119,832 | 18,367,026 | 17,440,544 | 4,174,180 | 61.19 | 436,994 | 2,484,087 | 17.59 | 10.47 | 59.86 | 65.35 | 14.27 | 18.60 | 9.69 |
| 14 | Wells Fargo Bank NA, San Francisco | 5,679,848 | 5,191,264 | + 9.41 | 15 | + 1 | 19,069,185 | 16,890,378 | 24,025,070 | 23,855,154 | 4,430,586 | 78.01 | 583,589 | 2,599,261 | 22.45 | 13.17 | 29.79 | 30.74 | 10.70 | 6.85 | 4.84 |
| 15 | First Interstate Bank of California, Los Angeles | 5,072,377 | 3,683,584 | +37.70 | 19 | + 4 | 13,608,684 | 11,984,375 | 20,041,990 | 20,848,829 | 3,611,317 | 71.20 | 417,780 | 2,037,526 | 20.50 | 11.57 | 37.27 | 30.74 | 25.52 | 11.49 | 6.60 |
| 16 | Crocker National Bank, San Francisco | 4,953,133 | 5,376,204 | — 7.87 | 14 | | 15,647,871 | 16,025,768 | 22,000,855 | 23,001,540 | 4,016,468 | 81.09 | 509,874 | 2,408,932 | 21.17 | 12.69 | 31.65 | 33.55 | 9.18 | 9.73 | 7.35 |
| 17 | Texas Commerce Bank NA, Houston | 4,862,952 | 4,929,472 | — 1.35 | 16 | | 7,249,330 | 6,284,395 | 12,142,159 | 11,863,099 | 4,192,101 | 86.20 | 439,522 | 1,067,211 | 41.18 | 10.48 | 67.08 | 78.44 | 38.50 | 33.74 | 24.90 |
| 18 | RepublicBank Dallas NA | 4,129,161 | 3,558,128 | +16.05 | 21 | + 3 | 9,600,083 | 7,561,144 | 14,378,377 | 12,581,531 | 3,394,197 | 82.20 | 361,912 | 1,350,132 | 26.81 | 10.66 | 43.01 | 47.06 | 25.96 | 27.82 | 14.98 |
| 19 | Bank of New York | 3,934,538 | 3,153,067 | +24.78 | 22 | + 3 | 9,313,132 | 7,640,581 | 14,714,330 | 12,645,530 | 1,852,254 | 47.08 | 225,047 | 1,284,113 | 17.53 | 12.15 | 42.25 | 41.27 | 25.49 | 23.11 | 12.74 |
| 20 | Irving Trust Co., New York | 3,822,284 | 4,010,628 | — 4.70 | 17 | | 9,398,390 | 8,896,941 | 17,200,807 | 16,897,106 | 2,198,869 | 57.53 | 275,419 | 1,677,778 | 16.42 | 12.53 | 40.67 | 45.08 | 5.29 | 11.18 | 3.18 |
| 21 | InterFirst Bank Dallas NA | 3,683,056 | 3,979,289 | — 7.44 | 18 | | 6,807,139 | 6,709,318 | 10,652,188 | 11,034,025 | 3,234,236 | 87.81 | 376,367 | 1,056,997 | 35.61 | 11.64 | 54.11 | 59.31 | 14.53 | 15.83 | 7.35 |
| 22 | First City National Bank, Houston | 3,377,182 | 3,625,002 | — 6.84 | 20 | | 6,419,647 | 5,807,541 | 9,495,920 | 10,235,051 | 3,111,866 | 92.14 | 384,651 | 904,614 | 42.52 | 12.36 | 52.61 | 62.42 | 21.21 | 24.74 | 10.65 |
| 23 | National Bank of Detroit | 3,247,337 | 2,824,579 | +14.97 | 24 | + 1 | 6,421,858 | 4,744,266 | 11,867,461 | 11,592,200 | 2,883,115 | 88.78 | 323,809 | 1,078,804 | 30.02 | 11.23 | 50.57 | 59.54 | 18.21 | 11.25 | 6.33 |
| 24 | European American Bank, New York (N) | 3,089,357 | 2,618,937 | +17.96 | 25 | + 1 | 5,537,135 | 4,490,268 | 7,460,817 | 6,788,358 | 1,875,521 | 60.71 | 255,249 | 843,661 | 30.25 | 13.61 | 55.79 | 58.32 | 21.04 | 18.30 | 11.91 |
| 25 | Seattle-First National Bank | 2,936,540 | 2,941,026 | — 0.15 | 23 | | 7,096,077 | 6,382,461 | 8,776,352 | 8,258,976 | 2,544,405 | 86.65 | 286,559 | 888,100 | 32.27 | 11.26 | 41.38 | 46.08 | 4.59 | 5.93 | 0.99 |
| 26 | National Westminster Bank USA, New York | 2,816,805 | 2,046,238 | +37.66 | 28 | + 2 | 5,813,752 | 4,701,805 | 8,749,413 | 7,485,877 | 2,469,565 | 87.67 | 241,397 | 820,293 | 29.43 | 9.77 | 48.45 | 43.52 | 21.64 | 18.06 | 16.09 |
| 27 | NCNB National Bank of North Carolina, Charlotte | 2,409,285 | 2,054,933 | +17.24 | 27 | | 6,060,100 | 4,751,776 | 10,296,422 | 9,138,864 | 2,120,253 | 88.00 | 253,065 | 937,327 | 27.00 | 11.94 | 39.76 | 43.25 | 30.33 | 32.13 | 14.96 |
| 28 | Union Bank, Los Angeles | 2,295,188 | 2,137,945 | + 7.35 | 26 | | 5,060,819 | 4,954,446 | 8,307,556 | 7,923,025 | 2,273,581 | 99.06 | 268,934 | 802,292 | 33.52 | 11.83 | 45.35 | 43.15 | 16.41 | 14.55 | 8.84 |
| 29 | First National Bank, Minneapolis | 2,270,419 | 1,855,729 | +22.35 | 29 | | 4,547,409 | 3,284,853 | 8,318,041 | 7,187,746 | 1,857,920 | 81.83 | 214,338 | 729,215 | 29.39 | 11.54 | 49.93 | 56.49 | 38.58 | 34.05 | 28.18 |
| 30 | MBank Dallas NA (N) | 2,113,914 | 1,620,851 | +30.42 | 32 | + 2 | 4,794,439 | 3,523,476 | 6,330,716 | 5,715,188 | 2,078,668 | 98.33 | 221,863 | 616,287 | 36.00 | 10.67 | 44.09 | 46.00 | 42.18 | 42.31 | 28.79 |
| 31 | Pittsburgh National Bank | 1,936,458 | 1,562,786 | +23.91 | 34 | + 3 | 4,876,740 | 3,671,816 | 9,116,191 | 8,353,574 | 1,759,630 | 90.87 | 193,281 | 757,992 | 25.50 | 10.98 | 39.71 | 42.56 | 14.96 | 16.36 | 14.33 |
| 32 | Philadelphia National Bank | 1,898,095 | 1,446,246 | +31.24 | 38 | + 6 | 4,485,823 | 3,073,795 | 7,169,777 | 5,841,136 | 1,737,506 | 91.54 | 196,256 | 556,004 | 35.30 | 11.30 | 42.31 | 47.05 | 13.84 | 11.98 | 5.46 |
| 33 | Bank of Tokyo Trust Co., New York | 1,827,566 | 1,799,637 | + 1.55 | 30 | | 2,545,207 | 2,618,303 | 5,084,727 | 4,505,212 | 1,378,528 | 75.43 | 152,931 | 429,245 | 35.63 | 11.09 | 71.80 | 68.73 | 3.79 | 7.43 | 10.20 |
| 34 | Norwest Bank Minneapolis NA | 1,794,570 | 1,670,629 | + 7.42 | 31 | | 3,870,666 | 3,589,298 | 5,965,067 | 5,731,456 | 1,639,758 | 91.37 | 203,835 | 568,782 | 35.84 | 12.43 | 46.36 | 46.54 | 23.05 | 19.33 | 11.76 |
| 35 | Southeast Bank NA, Miami (M) | 1,782,546 | 1,413,718 | +26.09 | 39 | + 4 | 5,964,444 | 4,043,179 | 9,544,003 | 8,477,650 | 1,772,738 | 99.45 | 180,033 | 900,468 | 19.99 | 10.16 | 29.89 | 34.97 | 58.08 | 74.91 | 46.42 |
| 36 | AmeriTrust Co. NA, Cleveland, Ohio | 1,755,400 | 1,337,913 | +31.20 | 43 | + 7 | 4,140,020 | 3,196,658 | 6,617,758 | 5,799,603 | 1,709,558 | 97.39 | 177,722 | 575,277 | 30.89 | 10.40 | 42.40 | 41.85 | 12.68 | 11.01 | 8.18 |
| 37 | Comerica Bank-Detroit (M) | 1,747,223 | 1,110,159 | +57.38 | 52 | +15 | 4,322,222 | 2,581,635 | 7,175,235 | 5,774,375 | 1,629,561 | 93.27 | 150,355 | 700,201 | 21.47 | 9.23 | 40.42 | 43.00 | 16.44 | 17.18 | 12.20 |
| 38 | Bank of New England NA, Boston | 1,745,309 | 1,386,566 | +25.87 | 41 | + 3 | 3,442,837 | 2,433,991 | 5,051,714 | 4,453,341 | 1,624,017 | 93.05 | 224,912 | 549,776 | 40.91 | 13.85 | 50.69 | 56.97 | 34.67 | 41.87 | 23.46 |
| 39 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | 1,684,065 | 1,395,971 | +20.64 | 40 | + 1 | 4,902,653 | 3,634,715 | 8,592,319 | 7,697,846 | 1,570,374 | 93.25 | 182,490 | 781,039 | 23.37 | 11.62 | 34.35 | 38.41 | 9.70 | 18.29 | 14.08 |
| 40 | Valley National Bank of Arizona, Phoenix | 1,681,923 | 1,336,939 | +25.80 | 44 | + 4 | 5,633,109 | 4,721,451 | 8,532,058 | 8,096,390 | 1,658,473 | 98.61 | 188,558 | 844,111 | 22.34 | 11.37 | 29.86 | 28.32 | 16.10 | 12.08 | 12.00 |
| 41 | Harris Trust & Savings Bank, Chicago | 1,680,050 | 1,490,167 | +12.74 | 35 | | 4,085,900 | 3,537,227 | 7,767,647 | 6,973,980 | 1,610,915 | 95.88 | 189,776 | 764,737 | 24.82 | 11.78 | 41.12 | 42.13 | 3.63 | 6.11 | 2.10 |
| 42 | Rainier National Bank, Seattle | 1,629,729 | 1,600,396 | + 1.83 | 33 | | 4,883,556 | 3,847,718 | 7,270,970 | 5,992,778 | 1,230,492 | 75.50 | 157,652 | 649,995 | 24.25 | 12.81 | 33.37 | 41.59 | 11.36 | 13.22 | 13.95 |
| 43 | Citizens & Southern National Bank, Atlanta | 1,614,549 | 1,323,407 | +22.00 | 45 | + 2 | 4,670,056 | 3,300,226 | 7,411,188 | 6,409,843 | 1,591,807 | 98.59 | 163,234 | 660,504 | 24.71 | 10.25 | 34.57 | 40.10 | 23.92 | 34.22 | 22.01 |
| 44 | Northern Trust Co., Chicago | 1,585,380 | 1,468,529 | + 7.96 | 36 | | 3,247,382 | 2,873,126 | 6,628,028 | 5,954,922 | 1,310,996 | 82.69 | 142,883 | 566,263 | 25.23 | 10.90 | 48.82 | 51.11 | 11.84 | 8.31 | 4.89 |
| 45 | California First Bank, San Francisco | 1,529,327 | 1,365,339 | +12.01 | 42 | | 3,586,533 | 3,084,136 | 5,002,166 | 4,346,847 | 1,398,492 | 91.44 | 164,563 | 493,268 | 33.36 | 11.77 | 42.64 | 44.27 | 22.80 | 13.67 | 10.62 |
| 46 | United Virginia Bank, Richmond | 1,487,312 | 1,282,440 | +15.98 | 47 | + 1 | 4,359,775 | 3,395,874 | 5,847,503 | 5,385,586 | 1,483,100 | 99.72 | 175,536 | 597,074 | 29.40 | 11.84 | 34.11 | 37.76 | 23.21 | 27.47 | 18.31 |
| 47 | First Fidelity Bank NA, Newark, N.J. (M,N) | 1,485,889 | 730,704 | +103.35 | 78 | +31 | 4,070,526 | 1,520,259 | 7,161,788 | 2,676,633 | 1,485,889 | 100.00 | 177,151 | 637,579 | 27.78 | 11.92 | 36.50 | 48.06 | 59.38 | 60.28 | 51.15 |
| 48 | Connecticut Bank & Trust Co. NA, Hartford | 1,482,787 | 1,085,308 | +36.62 | 53 | + 5 | 3,683,160 | 2,702,319 | 6,563,484 | 5,789,622 | 1,441,168 | 97.19 | 167,961 | 594,690 | 28.24 | 11.65 | 40.26 | 40.16 | 255.76 | 155.13 | 174.56 |
| 49 | Mellon Bank (East) NA, Philadelphia (N) | 1,468,077 | 1,217,906 | +20.54 | 48 | | 3,078,368 | 2,317,254 | 4,156,709 | 4,074,794 | 1,468,077 | 100.00 | 141,257 | 358,886 | 39.36 | 9.62 | 47.69 | 52.56 | 4.26 | 8.30 | -0.69 |
| 50 | Morgan Bank Delaware, Wilmington | 1,383,218 | 929,752 | +48.77 | 57 | + 7 | 1,881,218 | 1,430,610 | 2,793,981 | 2,195,508 | 1,303,846 | 94.26 | 111,056 | 262,191 | 42.36 | 8.52 | 73.53 | 64.99 | N.A. | N.A. | N.A. |

## Footnotes

**Data Source:** All data were taken from the Federal Reserve Board's computer tape of the Report of Condition and the Report of Income for all insured commercial banks. These data were provided to *American Banker* by ***Data Resources Inc., Lexington, Mass.***

**Business Loans:** For Dec. 31, 1984 business loans were taken from Column A (Consolidated Bank-both domestic and foreign offices), items 4.a. (commercial and industrial loans to U.S. addressees) plus item 4.b. (commercial and industrial loans to non-U.S. addressees) from Schedule RC-C of the Report of Condition. For Dec. 31, 1983, data were taken from Schedule A of the Report of Condition, items 4.a. plus item 4.b. The Dec. 31, 1984 business loans are net of unearned income, while the Dec. 31, 1983 business loans are gross of unearned income.

As defined by the Federal Reserve Board, commercial and industrial loans or business loans, are "loans for commercial and industrial purposes to sole proprietorships, partnerships, corporations, and other business enterprises, whether secured (other than by real estate) or unsecured, single payment or installment. These loans may take the form of direct or purchased loans." The bank's "own acceptances discounted and held in its portfolio when the account party is a commercial and industrial enterprise" are included also, as are "loans to individuals for commercial, industrial and professional purposes." Excluded are loans to individuals for investment or personal expenditure purposes and "all commercial and industrial loans held in trading accounts."

The Federal Reserve Board uses the term "domicile" to determine the foreign (non-U.S. addressee) or domestic (U.S. addressee) status of a customer reporting to the bank. "Domicile is determined by the principal business address of a corporation, partnership, or sole proprietorship." U.S. addressees include the 50 states of the U.S., the District of Columbia, Puerto Rico, and the U.S. territories and possessions.

**Total Loans:** For Dec. 31, 1984, total loans were taken from line 4.a. ("Loans and leases, net of unearned income") of RC-Balance Sheet of the Report of Condition. For Dec. 31, 1983, data were from line 9.a. ("total loans, gross"). As the data items indicate, the Dec. 31, 1984 total loans are net of unearned income, while the Dec. 31, 1983 total loans are gross of unearned income.

➻ **Next Page**

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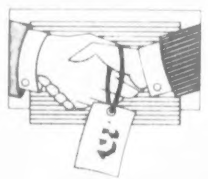
# Top 100 Commercial Banks in Loans to Business

Dec. 31 1984, Compared with Dec. 31, 1983.
(Dollar amounts in thousands)



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| | | BUSINESS LOANS | | | | | TOTAL LOANS | | TOTAL ASSETS | | DOMESTIC BUSINESS LENDING | | | | | | RATIOS | | GROWTH RATES | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Rank 12/84 | Name of Bank, City, State | Total 12/31/84 | Total 12/31/83 | Percent Change | Rank 12/31/83 | Gain in Rank | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 | Total 12/31/84 | % of Total Business Loans | Interest Income 1984 | Gross Int. Inc. 1984 | Dom. Inc. As % of Int. Inc. | Gross Return | Business Lending Concentration 12/31/84 | 12/31/83 | Business Loans '79-'84 | Total Loans '79-'84 | Assets '79-'84 |
| 51 | Sovran Bank NA, Richmond, Va. | 1,358,920 | 977,687 | +38.99 | 55 | + 4 | 5,497,207 | 4,185,250 | 8,148,098 | 7,056,340 | 1,345,096 | 98.98 | 158,262 | 760,205 | 20.82 | 11.77 | 24.72 | 23.36 | 59.06 | 56.67 | 45.97 |
| 52 | United States National Bank, Portland, Ore. (M) | 1,333,109 | 1,160,411 | +14.88 | 50 | | 4,227,580 | 3,330,757 | 6,596,937 | 5,641,910 | 1,333,109 | 100.00 | 167,648 | 604,109 | 27.75 | 12.58 | 31.53 | 34.84 | 10.13 | 12.04 | 11.81 |
| 53 | Maryland National Bank, Baltimore (M) | 1,314,751 | 896,388 | +46.67 | 60 | + 7 | 3,483,500 | 2,255,683 | 6,296,791 | 4,918,908 | 1,156,860 | 87.99 | 131,256 | 487,828 | 26.91 | 11.35 | 37.74 | 39.74 | 24.96 | 13.47 | 15.18 |
| 54 | First Union National Bank, Charlotte, N.C. | 1,295,745 | 1,155,296 | +12.16 | 51 | | 4,169,552 | 3,042,611 | 7,177,223 | 6,653,884 | 1,278,497 | 98.67 | 148,489 | 695,465 | 21.35 | 11.61 | 31.08 | 37.97 | 21.50 | 33.34 | 27.62 |
| 55 | Connecticut National Bank, Hartford (M) | 1,281,257 | 814,137 | +57.38 | 66 | +11 | 3,736,129 | 2,469,464 | 6,053,504 | 4,574,761 | 1,264,606 | 98.70 | 150,752 | 547,237 | 27.55 | 11.92 | 34.29 | 32.97 | 32.57 | 38.19 | 27.38 |
| 56 | Manufacturers National Bank, Detroit | 1,272,554 | 792,936 | +60.49 | 68 | +12 | 3,268,319 | 2,812,557 | 5,536,551 | 5,080,524 | 1,240,936 | 97.52 | 129,889 | 502,799 | 25.83 | 10.47 | 38.94 | 28.19 | 23.57 | 5.55 | 6.24 |
| 57 | Allied Bank of Texas, Houston | 1,265,121 | 1,199,507 | + 5.47 | 49 | | 2,647,843 | 1,868,094 | 4,190,761 | 3,394,350 | 1,265,121 | 100.00 | 153,845 | 414,966 | 37.07 | 12.16 | 47.78 | 64.21 | 45.53 | 59.26 | 52.56 |
| 58 | Bank Leumi Trust Co., New York | 1,224,269 | 1,307,797 | — 6.39 | 46 | | 1,610,500 | 1,589,222 | 2,666,329 | 3,050,210 | 903,342 | 73.79 | 108,684 | 296,875 | 36.61 | 12.03 | 76.02 | 82.29 | 54.95 | 36.52 | 12.82 |
| 59 | First National Bank, St. Paul, Minn. | 1,206,497 | 885,564 | +36.24 | 61 | + 2 | 2,700,549 | 1,948,439 | 5,555,929 | 4,079,497 | 1,204,092 | 99.80 | 125,914 | 502,411 | 25.06 | 10.46 | 44.68 | 45.45 | 23.76 | 25.94 | 22.63 |
| 60 | First Interstate Bank of Oregon NA, Portland | 1,190,811 | 917,058 | +29.85 | 59 | | 3,251,879 | 2,944,902 | 5,529,563 | 5,535,803 | 1,171,340 | 98.36 | 129,724 | 492,908 | 26.32 | 11.07 | 36.62 | 31.14 | 11.20 | 5.01 | 3.11 |
| 61 | First Interstate Bank of Arizona NA, Phoenix | 1,107,912 | 837,518 | +32.29 | 64 | + 3 | 3,650,112 | 2,988,525 | 5,703,645 | 4,874,519 | 1,105,382 | 99.77 | 148,828 | 530,447 | 28.06 | 13.46 | 30.35 | 28.02 | 30.16 | 19.33 | 16.01 |
| 62 | MBank Houston NA (M,N) | 1,094,732 | 328,402 | +233.35 | 160 | +98 | 2,913,021 | 682,938 | 4,600,881 | 1,102,672 | 923,217 | 84.33 | 57,794 | 193,249 | 29.91 | 6.26 | 37.58 | 48.09 | 96.73 | 148.74 | 121.79 |
| 63 | First National Bank, Atlanta | 1,087,473 | 827,964 | +31.34 | 65 | + 2 | 3,603,309 | 2,376,169 | 6,426,324 | 5,270,170 | 1,012,333 | 93.09 | 113,928 | 586,147 | 19.44 | 11.25 | 30.18 | 34.84 | 30.52 | 39.48 | 29.79 |
| 64 | Huntington National Bank, Columbus, Ohio (M) | 1,072,230 | 418,541 | +156.18 | 122 | +58 | 3,599,788 | 2,120,235 | 5,511,072 | 4,128,905 | 1,058,146 | 98.69 | 117,822 | 555,876 | 21.20 | 11.13 | 29.79 | 19.74 | 50.54 | 33.29 | 23.34 |
| 65 | First Pennsylvania Bank NA, Philadelphia | 1,070,076 | 1,045,768 | + 2.32 | 54 | | 3,194,414 | 2,687,783 | 5,361,388 | 5,128,125 | 999,669 | 93.42 | 113,447 | 513,395 | 22.10 | 11.35 | 33.50 | 38.91 | — 8.42 | — 4.6 | — 7.24 |
| 66 | First National Bank of Maryland, Baltimore (M) | 1,069,729 | 926,313 | +15.48 | 58 | | 2,296,860 | 1,820,183 | 3,735,140 | 3,369,477 | 871,790 | 81.50 | 104,870 | 358,283 | 29.27 | 12.03 | 46.57 | 50.89 | 26.21 | 20.97 | 19.21 |
| 67 | Fleet National Bank, Providence, R.I. | 1,058,294 | 853,686 | +23.97 | 63 | | 2,862,756 | 2,053,297 | 4,654,794 | 4,866,675 | 972,082 | 91.85 | 113,733 | 443,292 | 25.66 | 11.70 | 36.97 | 41.58 | 14.38 | 17.11 | 12.51 |
| 68 | Fidelity Bank NA, Malvern, Pa. (M,N) | 1,055,314 | 143,649 | +634.65 | 303 | +235 | 2,701,099 | 489,013 | 5,904,728 | 954,074 | 908,219 | 86.06 | 102,545 | 568,898 | 18.03 | 11.29 | 39.07 | 29.38 | 206.88 | 120.20 | 162.75 |
| 69 | Manufacturers Hanover Bank (Delaware), Wilmington | 1,038,544 | 389,669 | +166.52 | 131r | +62 | 1,489,691 | 763,763 | 1,713,491 | 1,022,682 | 1,010,768 | 97.33 | 82,041 | 137,906 | 59.49 | 8.12 | 69.72 | 51.02 | N.A. | N.A. | N.A. |
| 70 | First Wisconsin National Bank, Milwaukee | 1,034,526 | 952,517 | + 8.61 | 56 | | 2,590,502 | 2,254,268 | 3,824,178 | 3,513,821 | 966,261 | 93.40 | 113,024 | 329,957 | 34.25 | 11.70 | 39.94 | 42.25 | 4.76 | 5.62 | 1.99 |
| 71 | Chemical Bank (Delaware), Wilmington | 1,027,273 | 752,655 | +36.49 | 73 | + 2 | 2,088,776 | 1,580,129 | 2,152,119 | 1,738,853 | 914,199 | 88.99 | 94,502 | 237,128 | 39.85 | 10.34 | 49.18 | 47.63 | N.A. | N.A. | N.A. |
| 72 | Midlantic National Bank, Newark, N.J. | 959,923 | 647,899 | +48.16 | 85 | +13 | 2,060,744 | 1,443,352 | 3,099,747 | 2,745,921 | 939,695 | 97.89 | 111,716 | 264,918 | 42.17 | 11.89 | 46.58 | 44.89 | 25.47 | 27.95 | 21.60 |
| 73 | National City Bank, Cleveland (M) | 958,071 | 569,092 | +68.35 | 97 | +24 | 2,803,509 | 2,155,677 | 5,076,095 | 4,192,667 | 914,328 | 95.43 | 78,556 | 421,169 | 18.65 | 8.59 | 34.17 | 26.40 | 21.83 | 22.12 | 7.52 |
| 74 | AmSouth Bank NA, Birmingham, Ala. (M) | 945,279 | 744,092 | +27.04 | 76 | + 2 | 2,646,754 | 1,870,529 | 4,301,905 | 3,707,188 | 937,354 | 99.16 | 100,526 | 390,436 | 25.75 | 10.72 | 35.71 | 39.78 | 32.95 | 39.46 | 29.98 |
| 75 | Mercantile Trust Co. NA, St. Louis, Mo. | 941,053 | 785,310 | +19.83 | 69 | | 2,220,947 | 1,731,635 | 3,742,313 | 3,434,076 | 807,568 | 85.82 | 84,316 | 289,758 | 29.10 | 10.44 | 42.37 | 45.35 | 9.98 | 10.49 | 3.62 |
| 76 | American National Bank & Trust Co., Chicago | 928,642 | 738,003 | +25.83 | 77 | + 1 | 2,021,369 | 1,431,968 | 3,428,548 | 3,066,290 | 763,458 | 82.21 | 93,558 | 302,124 | 30.97 | 12.25 | 45.94 | 51.54 | 10.34 | 17.31 | 7.23 |
| 77 | Continental Bank, Norristown, Pa. | 913,118 | 794,276 | +14.96 | 67 | | 1,937,842 | 1,469,753 | 2,656,267 | 2,504,053 | 913,118 | 100.00 | 119,972 | 262,734 | 45.66 | 13.14 | 47.12 | 54.04 | 14.07 | 14.35 | 12.80 |
| 78 | BancOhio National Bank, Columbus (M) | 899,592 | 1,447,470 | —37.85 | 37 | | 2,534,213 | 3,141,388 | 4,626,122 | 5,830,419 | 890,089 | 98.94 | 176,386 | 556,261 | 31.71 | 19.82 | 35.50 | 46.08 | 2.26 | — 0.14 | — 0.81 |
| 79 | Shawmut Bank of Boston NA | 843,111 | 879,213 | — 4.11 | 62 | | 1,954,098 | 1,704,671 | 3,478,466 | 3,169,234 | 803,790 | 95.34 | 105,131 | 305,348 | 34.43 | 13.08 | 43.15 | 51.58 | 11.91 | 16.07 | 11.19 |
| 80 | Trust Company Bank, Atlanta | 838,758 | 582,881 | +43.90 | 95 | +15 | 2,066,262 | 1,221,531 | 3,902,850 | 3,090,505 | 807,681 | 96.29 | 96,732 | 332,403 | 29.10 | 11.98 | 40.59 | 47.72 | 25.61 | 31.16 | 20.75 |
| 81 | First Tennessee Bank NA, Memphis (M) | 818,212 | 380,374 | +115.11 | 136 | +55 | 2,589,990 | 1,068,940 | 4,647,538 | 2,411,186 | 817,512 | 99.91 | 110,809 | 441,916 | 25.07 | 13.55 | 31.59 | 35.58 | 21.73 | 40.68 | 37.43 |
| 82 | Texas American Bank/Ft. Worth NA | 816,810 | 757,259 | + 7.86 | 71 | | 1,886,562 | 1,500,730 | 2,772,858 | 2,553,669 | 797,964 | 97.69 | 91,912 | 257,780 | 35.66 | 11.52 | 43.30 | 50.46 | 27.22 | 24.75 | 15.82 |
| 83 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 802,540 | 635,900 | +26.21 | 89 | + 6 | 1,977,302 | 1,347,128 | 3,137,469 | 2,651,228 | 802,540 | 100.00 | 100,659 | 287,683 | 34.99 | 12.54 | 40.59 | 47.20 | 21.40 | 20.97 | 14.32 |
| 84 | First Jersey National Bank, Jersey City, N.J. (M) | 797,278 | 562,203 | +41.81 | 98 | +14 | 1,034,050 | 751,743 | 1,613,730 | 1,158,279 | 797,278 | 100.00 | 78,230 | 149,112 | 52.46 | 9.81 | 77.10 | 74.79 | 60.96 | 28.85 | 22.78 |
| 85 | Provident National Bank, Philadelphia | 791,896 | 634,145 | +24.88 | 90 | + 5 | 2,366,947 | 1,575,813 | 4,795,086 | 4,143,764 | 770,191 | 97.26 | 80,612 | 373,906 | 21.56 | 10.47 | 33.46 | 40.24 | 15.34 | 13.35 | 20.61 |
| 86 | First National Bank & Trust Co., Oklahoma City | 785,751 | 754,073 | + 4.20 | 72 | | 1,485,099 | 1,492,059 | 2,482,653 | 2,604,587 | 785,751 | 100.00 | 83,083 | 236,588 | 35.12 | 10.57 | 52.91 | 50.54 | 30.10 | 17.06 | 10.03 |
| 87 | Bank of Virginia, Richmond (M) | 751,819 | 636,079 | +18.20 | 88 | + 1 | 2,720,297 | 2,154,328 | 4,072,391 | 3,800,762 | 723,455 | 93.23 | 83,587 | 440,701 | 18.97 | 11.55 | 27.64 | 29.53 | 19.01 | 22.72 | 21.01 |
| 88 | Lloyds Bank of California, Los Angeles | 742,495 | 631,367 | +17.60 | 91 | + 3 | 2,014,810 | 2,010,083 | 2,742,095 | 2,674,240 | 740,062 | 99.67 | 89,362 | 288,854 | 30.94 | 12.07 | 36.85 | 31.41 | 10.82 | 5.13 | 2.18 |
| 89 | Bank of California NA, San Francisco | 732,160 | 758,825 | — 3.51 | 70 | | 2,399,933 | 2,474,527 | 3,389,241 | 3,948,163 | 595,692 | 81.36 | 89,006 | 353,919 | 25.15 | 14.94 | 30.51 | 30.67 | 10.06 | 4.56 | — 0.33 |
| 90 | NCNB National Bank of Florida, Tampa (M) | 730,824 | 465,622 | +56.96 | 108 | +18 | 2,724,488 | 1,298,724 | 4,574,247 | 3,097,325 | 729,616 | 99.83 | 81,669 | 455,808 | 17.92 | 11.19 | 26.82 | 35.85 | 712.00 | 3.84 | 279.85 |
| 91 | Chase Lincoln First Bank NA, Rochester, N.Y. (N) | 720,167 | 746,531 | — 3.53 | 75 | | 2,737,422 | 2,362,170 | 4,154,750 | 4,128,618 | 656,095 | 91.10 | 85,743 | 422,758 | 20.28 | 13.07 | 26.31 | 31.60 | 3.77 | 8.16 | 6.61 |
| 92 | Florida National Bank, Jacksonville (M) | 717,716 | 324,632 | +121.09 | 162 | +70 | 3,681,765 | 2,071,034 | 5,269,650 | 3,479,103 | 711,718 | 99.16 | 75,317 | 476,375 | 15.81 | 10.58 | 19.49 | 15.67 | 364.80 | 379.47 | 173.54 |
| 93 | First National Bank, Louisville, Ky. | 717,290 | 649,652 | +10.41 | 83 | | 1,946,034 | 1,516,289 | 3,291,286 | 3,290,741 | 713,890 | 99.53 | 82,496 | 290,491 | 28.40 | 11.56 | 36.86 | 42.84 | 12.49 | 15.34 | 13.05 |
| 94 | Mitsui Manufacturers Bank, Los Angeles | 708,274 | 614,808 | +15.20 | 93 | | 1,309,132 | 1,064,087 | 1,780,664 | 1,675,305 | 708,274 | 100.00 | 87,594 | 187,956 | 46.60 | 12.37 | 54.10 | 57.78 | 41.51 | 41.20 | 30.46 |
| 95 | Sumitomo Bank of California, San Francisco | 702,673 | 689,838 | + 1.86 | 81 | | 2,382,663 | 2,021,937 | 2,752,034 | 2,454,078 | 675,497 | 96.13 | 83,384 | 284,181 | 29.34 | 12.34 | 29.49 | 34.12 | 9.67 | 18.93 | 13.11 |
| 96 | South Carolina National Bank, Charleston (M) | 652,532 | 278,894 | +133.97 | 188 | +92 | 2,297,857 | 916,643 | 3,834,130 | 2,225,677 | 652,532 | 100.00 | 52,737 | 246,631 | 21.38 | 8.08 | 28.40 | 30.43 | 25.73 | 37.59 | 33.70 |
| 97 | Riggs National Bank, Washington, D.C. | 646,189 | 573,776 | +12.62 | 96 | | 1,971,376 | 1,640,562 | 5,117,262 | 4,757,591 | 512,580 | 79.32 | 40,071 | 447,962 | 8.95 | 7.82 | 32.78 | 34.97 | 30.86 | 9.24 | 18.10 |
| 98 | American Bank & Trust Co., Reading | 642,308 | 627,529 | + 2.36 | 92 | | 1,937,186 | 1,510,185 | 3,071,218 | 2,748,740 | 642,308 | 100.00 | 87,016 | 301,004 | 28.91 | 13.55 | 33.16 | 41.55 | 13.63 | 11.12 | 14.26 |
| 99 | Centerre Bank NA, St. Louis, Mo. | 633,619 | 638,946 | — 0.83 | 87 | | 1,704,075 | 1,443,718 | 3,283,087 | 3,570,848 | 593,754 | 93.71 | 68,583 | 278,921 | 24.59 | 11.55 | 37.18 | 44.26 | — 1.53 | 3.78 | 1.44 |
| 100 | RepublicBank Houston NA | 632,352 | 648,563 | — 2.50 | 84 | | 1,456,287 | 1,379,437 | 2,289,781 | 2,017,286 | 564,216 | 89.22 | 72,429 | 221,953 | 32.63 | 12.84 | 43.36 | 47.02 | 30.37 | 28.67 | 22.92 |

## Footnotes

**Domestic Business Lending:** Six items appear under this heading.

**(1) Total:** This is total business loans to both domestic and foreign customers that were booked in the domestic offices of the bank. These data were taken from Column B (Domestic offices), items 4.a. plus 4.b., of Schedule C.

**(2) % of Total Business Loans:** This is the ratio of domestically-booked business loans to total business loans. For banks without foreign offices this ratio will be 100%.

**(3) Interest income 1984:** This is a new report item on the Report of Income. It is gross interest and fee income on commercial and industrial loans booked in domestic offices. It is taken from Schedule RI-Report of Income, item 1.a.(1).(d).

**(4) Gross Int. Inc. 1984:** This is total gross interest income for the bank. It is taken from Schedule RI, item 1.g.

**(5) Dom. Inc. as % of Int. Inc.:** This is the ratio of gross interest and fee income on commercial and industrial loans booked in domestic offices (item 3 in this block) to total gross interest income for the bank (item 4 in this block).

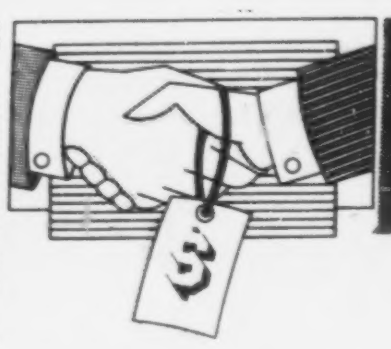
**(6) Gross return:** This is the gross return on domestic business lending. It is calculated by dividing gross interest and fee income on commercial and industrial loans booked in domestic offices in 1984 (item 3 in this block) by total business loans booked in the domestic offices and outstanding on 12/31/84 (item 1 in this block).

According to Federal Reserve Board instructions for the Report of Income, interest and fee income on loans are "all interest, fees, and similar charges levied against or associated with all assets reportable as loans in Schedule RC-C, items 1 through 9."

**Business Lending Concentration Ratios** are the ratios of total business loans to total loans for both 1984 and 1983. Again, the 1984 ratio is net of unearned income, and the 1983 ratio is gross of unearned income.

**Growth Rates** are the five-year compound average growth in total business loans, total loans, and total assets. Each is calculated by dividing the yearend 1984 figure by yearend 1979 figure; subtracting one from this dividend; multiplying that figure by 100; and then dividing by five. The data have not been adjusted for mergers that have occurred over the period.

To identify banks that have been involved in major merger activity in 1984, the footnote (M) is used. Footnote (N) indicates that the name of the bank was changed in 1984.



# Summary of Loan Survey Findings

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## Banks in Top 100 with Largest Gains in Business Lending

| | (Dollar Amounts in Millions) Name of Bank | Business Loans 1984 | Business Loans 1983 | Percent Gain |
|---|---|---|---|---|
| 1 | Fidelity Bank NA | 1,055.3 | 143.6 | 634.7 |
| 2 | MBank Houston NA | 1,094.7 | 328.4 | 233.4 |
| 3 | Manufacturers Hanover Bank (Delaware) | 1,038.5 | 389.7 | 166.5 |
| 4 | Huntington National Bank | 1,072.2 | 418.5 | 156.2 |
| 5 | South Carolina National Bank | 652.5 | 278.9 | 134.0 |
| 6 | Florida National Bank | 717.7 | 324.6 | 121.1 |
| 7 | First Tennessee Bank NA | 818.2 | 380.4 | 115.1 |
| 8 | First Fidelity Bank NA | 1,485.9 | 730.7 | 103.4 |
| 9 | National City Bank | 958.1 | 569.1 | 68.4 |
| 10 | Manufacturers National Bank | 1,272.6 | 792.9 | 60.5 |

## Banks in Top 100 with Largest 5-Year Growth in Business Loans

| | Name of Bank | Business Loan Growth(%) | 1984 C & I Rank |
|---|---|---|---|
| 1 | NCNB National Bank of Florida | 712.0 | 90 |
| 2 | Florida National Bank | 364.8 | 92 |
| 3 | Connecticut Bank & Trust Co. NA | 255.8 | 48 |
| 4 | Fidelity Bank NA | 206.9 | 68 |
| 5 | MBank Houston NA | 96.7 | 62 |

## Banks with the Largest Gross Returns on Domestically Booked C & I Loans

(For Banks Not Involved in Mergers)

| | Name of Bank | Gross Return(%) | 1984 C & I Rank |
|---|---|---|---|
| 1 | Chase Manhattan Bank NA | 16.20 | 2 |
| 2 | Bank of California NA | 14.94 | 89 |
| 3 | Manufacturers Hanover Trust Co. | 14.41 | 4 |
| 4 | Bank of New England NA | 13.85 | 38 |
| 5 | European American Bank | 13.61 | 24 |

## Banks in Top 100 with the Largest Ratio of Business Lending to Total Lending

| | Name of Bank | 1984 Ratio (%) | 1983 Ratio (%) |
|---|---|---|---|
| 1 | First Jersey National Bank | 77.1 | 74.8 |
| 2 | Bank Leumi Trust Co. | 76.0 | 82.3 |
| 3 | Morgan Bank Delaware | 73.5 | 65.0 |
| 4 | Bank of Tokyo Trust Co. | 71.8 | 68.7 |
| 5 | Manufacturers Hanover Bank (Delaware) | 69.7 | 51.0 |

## Aggregate Data: Business Lending at Top 100 Banks

(Dollar Amounts in Billions)

| | 1984[1] |
|---|---|
| Total business loans outstanding | $367.4 |
| Growth in business loans outstanding Top 100 | + 8.5% |
| Total business loans booked domestically | $230.5 |
| Gross interest income on business loans booked domestically | $28.1 |
| Gross return on domestic business lending | 12.2% |
| Total loans outstanding | $810.2 |
| Gross interest income on all loans | $121.1 |
| Gross return on all loans | 14.9% |
| Ratio of domestic business loans:to total loans | 28.4% |
| Ratio of domestic business interest:to total interest | 23.2% |
| Ratio of total business loans:to total loans | 45.3% |

[1]—All loan data for top 100 banks are as of December 31. Interest income data are for the entire year.

## Banks in Top 100 with Largest Declines in Business Lending

| | (Dollar Amounts in Millions) Name of Bank | Business Loans 1984 | Business Loans 1983 | Percent Decline |
|---|---|---|---|---|
| 1 | BancOhio National Bank | 899.6 | 1,447.5 | 37.9 |
| 2 | Continental Illinois National Bank & Trust Co. | 16,486.4 | 19,586.3 | 15.8 |
| 3 | Crocker National Bank | 4,953.1 | 5,376.2 | 7.9 |
| 4 | InterFirst Bank Dallas NA | 3,683.1 | 3,979.3 | 7.4 |
| 5 | First City National Bank | 3,377.2 | 3,625.0 | 6.8 |
| 6 | Bank Leumi Trust Co. | 1,224.3 | 1,307.8 | 6.4 |
| 7 | Citibank NA | 36,984.0 | 39,428.0 | 6.2 |
| 8 | First National Bank of Chicago | 9,684.0 | 10,226.6 | 5.3 |
| 9 | Irving Trust Co. | 3,822.3 | 4,010.4 | 4.7 |
| 10 | Shawmut Bank of Boston NA | 843.1 | 879.2 | 4.1 |

## Banks in Top 100 with Smallest 5-Year Growth in Business Loans

| | Name of Bank | Business Loan Growth(%) | 1984 C & I Rank |
|---|---|---|---|
| 1 | First Pennsylvania Bank NA | – 8.4 | 65 |
| 2 | Centerre Bank NA | – 1.5 | 99 |
| 3 | BancOhio National Bank | 2.3 | 78 |
| 4 | Citibank NA | 2.6 | 1 |
| 5 | Harris Trust & Savings Bank | 3.6 | 41 |

## Banks with the Smallest Gross Returns on Domestically Booked C & I Loans

(For Banks Not Involved in Mergers)

| | Name of Bank | Gross Return(%) | 1984 C & I Rank |
|---|---|---|---|
| 1 | Riggs National Bank | 7.82 | 97 |
| 2 | Manufacturers Hanover Bank (Delaware) | 8.12 | 69 |
| 3 | Morgan Bank Delaware | 8.52 | 50 |
| 4 | Mellon Bank (East) NA | 9.62 | 49 |
| 5 | National Westminster Bank NA | 9.77 | 26 |

## Banks in Top 100 with the Smallest Ratio of Business Lending to Total Lending

| | Name of Bank | 1984 Ratio (%) | 1983 Ratio (%) |
|---|---|---|---|
| 1 | Florida National Bank | 19.5 | 15.7 |
| 2 | Sovran Bank NA | 24.7 | 23.4 |
| 3 | Chase Lincoln First Bank NA | 26.3 | 31.6 |
| 4 | NCNB National Bank of Florida | 26.8 | 35.9 |
| 5 | Bank of Virginia | 27.6 | 29.5 |

## Aggregate Data: Business Lending at All Banks

(Dollar Amounts in Billions)

| | 1984[1] |
|---|---|
| Total business loans outstanding | $476.8 |
| Total loans outstanding | $1,463.7 |
| Ratio of total business loans:to total loans | 32.6% |
| Ratio of Top 100 banks' business loans:to all banks | 77.1% |
| Ratio of Top 100 banks' total loans:to all banks | 55.4% |

[1]— Source of all bank data is the Federal Reserve Board Bulletin. The data are from the last Wednesday of month series. December 1984 data for all commercial banking institutions were used. All commercial banking institutions include insured domestically chartered commercial banks, the branches and agencies of foreign banks, Edge Act and Agreement corporations, and New York State foreign investment corporations.

# Top Commercial Lenders Feel Effects of Soft Foreign Demand

**Continued from Page 1**

port of income for 1984. The report-of-condition data include outstanding business loans to both U.S. and foreign businesses and are consolidated to include loans booked in a bank's domestic and foreign offices. Lease financing receivables are excluded. For detailed definitions of the data used, see the "Guide to the Data," which accompanies the listing of the top 100 banks.

A change in a report-of-condition loan classification last year may have resulted in an incomparability of data from 1983 to 1984 for some banks. "Loans to financial institutions" was changed to "loans to depository institutions." As a result, some banks may have included loans to finance companies and loans to mortgage companies in business loans. Previously, these loans were included in the old loans to financial institutions category.

Some bank analysts say that the federal regulatory instructions are unclear as to the classification of these loans. However, an *American Banker* reading of the regulatory report instructions indicates that the intent was to include loans to finance companies and mortgage companies in "all other loans."

First Interstate Bank of California, Los Angeles, questioned the validity of their reported 37.7% increase in business loans. The bank said that the commercial and industrial loan data for 1983 and 1984 are not comparable, because of the reclassification of loans to financial institutions.

According to a spokesman for First Interstate, the "true" increase in business loans for 1984 amounted to only between 6% and 8%.

Based on the First Interstate response and the sharp upward movement of business loans for certain banks, some of the growth in business lending shown in the listing today may reflect the banks' confused interpretation of the federal regulatory reporting instructions.

Total business loans at the top 100 banks were $367.4 billion, up 8.5% from $338.5 billion for the same banks a year earlier. However, for the top 25 banks in the listing, total business loans totaled $275.1 billion at yearend, up only 1.4% from $271.4 billion a year earlier. For the remaining 75 banks in the top 100, business loans totaled $92.3 billion on Dec. 31, up $25.2 billion, or 37.6%, from $67.1 billion for these same banks a year earlier.

Loans acquired through mergers accounted for approximately 16% of the growth in business loans at the smaller banks. Nevertheless, after adjusting the data for mergers, business loans were up about 30% for the smaller banks in the top 100 last year.

One of the reasons for the poorer growth performance of the large banks is that many of them are foreign-business oriented. As a result, they were affected more than the smaller banks by the weakness in many industrial sectors of the worldwide economy last year.

Among the top 100 banks in lending, 19 registered declines in business lending last year. Of that 19, 12 were ranked among the top 25, and six of these were among the top 10, including the nation's three largest bank lenders to business — Citibank, Chase Manhattan Bank, and Bank of America.

Citibank, which booked 68% of its business loans through its foreign offices, had a 6.2% drop in business lending.

Chase Manhattan, which booked almost 75% of its business loans through foreign offices, had a 3.3% drop.

Bank of America's business loans fell 0.05%. About 60% of its loans were from its foreign offices.

Among the top 25 banks, five had more than 50% of their business loans booked abroad, and another four banks had more than 40% of their loans booked offshore. Five of those nine banks posted declines in lending.

In addition to the foreign orientation of the larger banks, several — especially Continental Illinois National Bank and Trust Co. and Crocker National Bank — continued to have trouble with their business loan portfolios and experienced sizable declines in lending, further reducing the growth among the top 25 banks.

Continental Illinois, the subsidiary bank of the Continental Illinois Corp., had a 15.8% drop in its business loans, to $16.5 billion, which knocked it back one place in rank to No. 6. The decline

➙ **Survey: Page 26**

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Commercial Bank Lending** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

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(2.) What do you like **best** about this tabulation?

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(3.) What do you like **least** about this tabulation?

______________________________

______________________________

(4.) **How** do you use this information in your work?

______________________________

______________________________

(5.) What **new** statistical survey would you like to see?

______________________________

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**Name (optional)**______________________

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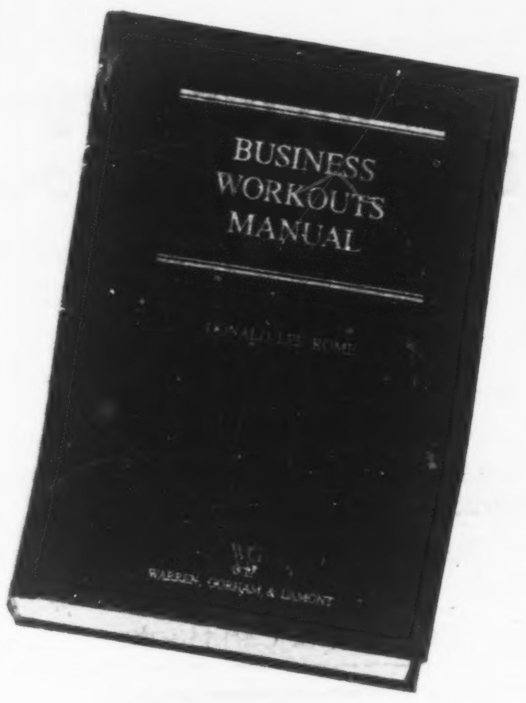

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# Major Revisions Noted in Survey

This year's *American Banker* survey of the top banks in lending to business has been revised substantially to reflect the 1984 changes in the federal regulatory report of condition, or RC, and report of income, or RI, which collectively are referred to as the "call report."

The major change occurred in the report of income. For the first time, banks were required to break down — for their domestic offices only — gross interest income by type of lending. This revision made the loan schedule of the balance sheet (Schedule RC-C) directly comparable to the gross interest income portion of the income statement.

This change enables the user to compute a gross return on domestic business lending — by dividing gross interest income on domestic loans by outstanding domestic loans — and to measure the contribution of gross interest income from domestic business lending to total gross interest from all forms of lending.

□□□

A gross return using average domestic business loans for the year would provide the best measure of gross return, but banks are not required to report this number to federal regulators. On Schedule RC-K of the call report, banks report quarterly average numbers for total commercial and industrial loans (business loans) only.

Therefore, the calculation of the gross return on domestic lending as computed by *American Banker* from the call report data may be distorted and misleading for some banks. The banks most affected are those involved in mergers, since sizable movements in their loan portfolios usually accompany these mergers, and the difference between average balances and outstanding balances tend to vary the most.

□□□

For example, last year the BancOhio Corp., Columbus, was acquired by National City Corp., Cleveland. On Dec. 1, National City Bank, Cleveland, acquired 18 branches of BancOhio National Bank, Columbus. BancOhio National sold off several additional branches to other banks as a condition for the merger. As a result of these transactions, BancOhio's yearend business loan portfolio was substantially lower than its average loan portfolio for the year. The bank, which ranks 78th in business lending with $899.7 million in loans on Dec. 31, had a calculated gross return on domestic loans of 19.82%. Since almost all of its business loans were booked domestically, data from Schedule RC-K can be used. The use of these data reduces the gross return to approximately 15%.

Another distortion in the gross return attributable to merger is found in the data for MBank Houston NA. On Oct. 11, 1984, Capital Bank NA, Houston, acquired the Bank of the Southwest Houston NA and changed its name. As a result, MBank's yearend 1984 outstanding business loans soared 233% last year, to $1.1 billion, and the bank moved up 98 places in rank, to 62d place. In this case, average loans outstanding were substantially smaller than the yearend outstandings, and MBank's gross return was calculated as 6.26%.

In the listing of the top 100 banks, *American Banker* has placed a footnote "(M)" next to the names of the banks involved in sizable merger activity last year. Caution should be used in interpreting the gross return on domestic lending numbers for these banks.

## Survey . . .

**Continued from Page 25**

was the second largest among the top 100 lenders last year. Total loans fell almost 20% over the year to $24.1 billion.

According to the corporation's annual report, "The decline in [total] loan volume resulted principally from the first-quarter sale of the bank's charge card portfolio and the third-quarter sale of loans to the Federal Deposit Insurance Corp."

Crocker National Bank's business loans declined 7.9% to $4.95 billion, and the bank fell two places in rank to 16th. Total loans fell by only 2.4%, to $15.6 billion. Crocker is a subsidiary of the Crocker National Corp., of which the London-based Midland Bank PLC owns 57%.

Crocker has experienced poor loan performance in the real estate, agricultural, and business sectors over the last two years. According to the corporation's annual report, nonperforming commercial loans rose 9.5%, to $345 million, last year, after increasing almost 29% in 1983, to $315 million.

If Continental Illinois and Crocker are excluded from the aggregate totals for the top 25 banks, the growth rate in business loans more than doubles to 2.9%.

### Other Survey Findings

A summary of the major survey findings is presented below.

- Citibank remains the nation's largest bank in lending to business, with $37 billion in business loans at yearend 1984, down 6.2% from the year before. Citibank has ranked as the top bank in lending for business since the *American Banker* began its surveys on business lending four years ago.
- Manufacturers Hanover Trust Co. is the top bank in domestically booked business loans, with $13.7 billion on Dec. 31, 1984. Overall, Manufacturers Hanover ranks fourth, with a $23.7 billion business loan portfolio.
- Domestically, Bank of America was

**Survey: Page 27**

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# The Markets

## Money Market

### Thursday, June 20, 1985

Federal funds range ............ 7⅛-7 15/16%
Prime rate (6/18/85) ............ 9½-10%*
Discount rate FRB of New York (5/17/85) ............ 7½%
Call Loans on Securities:
To brokers on stock exchange collateral ............ 8%
To dealers on U.S. Gov't Securities ............ N.A.

Bankers Accepts. offering rate—discount basis (6/20/85)
30 days—7.10 60 days—7.15 90 days—7.20
120 days—7.25 180 days—7.20

NY. City Banks' CDs — Highest Offering Rate (6/20/85)
14 days—6.65 30 days—6.70 60 days—6.80
90 days—6.85 120 days—6.90 150 days—6.95
180 days—7.10 270 days—7.20 360 days—7.35

Aaa Dealer Comm'l paper—discount basis (6/20/85)
30 days—6.95 60 days—6.95 90 days—6.95

Comm'l Paper Directly Placed—Range disc. Basis (6/20/85)
5-14 days—6-7.05 15-29 days—6-7.05
30-59 days—6-7.05 60-89 days—6-7.05
90-179 days—6-7.05 180-270 days—6-7.10

Eurodollar Deposits—London bid (6/20/85)
Overnight—7 5/16 7 days—7 3/16
1 mo.—7 5/16 3 mos.—7 7/16
6 mos.—7¾ 1 year—8 1/16

NIBOR (6-month) ............ 7⅞%
LIBOR (6-month) ............ 7 13/16%

* Of the top 25 banks in the nation:
All money center banks and 5 regional banks are at 9½%.
9 regional banks are at 10%.

## Futures Markets

### The Bond Buyer Municipal Bond Index

| | June 20, 1985 | June 19, 1985 | June 13, 1985 |
|---|---|---|---|
| Index | 88-10 | 88-13 | 88-13 |
| Yield | 9.57% | 9.56% | 9.56% |

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade to serve as the basis for trading Long-Term Municipal Bond futures contracts when approved by the Commodity Futures Trading Commission. The Index represents an average of the figures obtained when the price of each of 40 select term bonds is divided by a figure derived from the amount at which the bond would be priced to yield 8%. In all computations, the maturity of a bond is represented by its first call at par. The Index is computed daily and is quoted in points and 32nds.

### 3-Month Domestic CD Futures (IMM)*

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| June '85 | 92.73 | 92.64 | 92.70 | - 7 | 7.30 |
| Sept '85. | 92.48 | 92.29 | 92.33 | -15 | 7.67 |
| Dec. '85. | 92.03 | 91.83 | 91.87 | -14 | 8.13 |
| Mar. '86. | ..... | 91.46 | 91.45 | -13 | 8.55 |
| June '86 | ..... | ..... | 91.10 | -12 | 8.90 |
| Sept '86. | ..... | ..... | 90.80 | -11 | 9.20 |
| Dec. '86. | ..... | ..... | 90.52 | - 9 | 9.48 |

As of the previous day's close; Total no. of contracts traded: 285; total open interest: 3,565 and change in open interest: -3.

### 3-Month T-Bill Futures (IMM)**

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Sept.'85. | 93.08 | 92.89 | 92.94 | -12 | 7.06 |
| Dec. '85. | 92.71 | 92.54 | 92.59 | -11 | 7.41 |
| Mar. '86. | 92.35 | 92.22 | 92.25 | -11 | 7.75 |
| June '86 | 92.04 | 91.91 | 91.95 | -10 | 8.05 |
| Sept.'86. | 91.79 | 91.67 | 91.69 | -11 | 8.31 |
| Dec. '86. | 91.50 | 91.42 | 91.45 | -11 | 8.55 |
| Mar. '87. | 91.29 | 91.23 | 91.23 | -11 | 8.77 |
| June '87 | ..... | 91.04 | 91.04 | -11 | 8.96 |

As of the previous day's close; Total no. of contracts traded: 10,054; total open interest: 34,105 and change in open interest: +1,031.

### Footnotes to Futures Tables

*—For 90-day or 3-month domestic certificates of deposit having a face value at maturity of $1 million.
**—For three month U.S. Treasury Bills having a face value at maturity of $1 million.
a—Change from previous day's settlement price in basis points.
b—100.00 minus settlement price.
IMM—Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange.
r—New record high in open interest.

## American Banker Index

**Selected Money Center Bank Stocks***

| | | | High | Low | Last |
|---|---|---|---|---|---|
| June 20 | 298.0 | 1985 | 311.5 | 242.7 | 298.0 |
| June 19 | 299.3 | 1984 | 269.6 | 178.4 | 246.3 |
| June 18 | 298.5 | 1983 | 299.6 | 223.1 | 260.2 |
| June 17 | 296.9 | 1982 | 268.2 | 168.7 | 233.2 |
| June 14 | 297.5 | 1981 | 186.0 | 138.0 | 184.2 |

* Based on midday prices.

## Gold Coins

| Coin Name & Weight | $ Value per Coin<br>June 20 | June 19 |
|---|---|---|
| Krugerrand (1 Troy oz.) | 329.00 | 334.75 |
| Maple Leaf (1 Troy oz.) | 333.00 | 338.75 |
| Mexican Peso (1 Troy oz.) | 329.00 | 334.75 |
| Chinese Panda (1 Troy oz.) | 346.00 | 351.75 |
| U.S. Armstrong (1 Troy oz.) | 328.00 | 333.75 |
| Mexican 50 Peso (1.2 Troy oz.) | 398.00 | 403.00 |
| Austrian 100 Corona (.98 Troy oz.) | 299.75 | 305.00 |
| Mexican 20 Peso (.48 Troy oz.) | 159.00 | 162.00 |
| S. Afr. ½ Rand (.50 Troy oz.) | 164.75 | 168.00 |
| U.S. Wright (.50 Troy oz.) | 164.00 | 166.75 |
| Austrian 1 Ducat (.11 Troy oz.) | 36.00 | 38.75 |

These quotes represent the N.Y fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

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# Weaker Demand Is Seen for Banks' Commercial Loans

**Continued from Page 1**

growth rate, it may very well be that a weakening in demand for loans may not be the only factor behind the slowdown. Another important component is the competition that banks are continually facing from other financing sources.

### Cash Flow Diminished

"Corporate loan demand may even go up slightly [this year]," said Sung Won Sohn, senior vice president and chief economist at Norwest Bank Minneapolis. "Because of sluggish economic activity, corporate profits are rising at a slower rate, so cash flow is diminished." But the second part of that issue is what portion of that credit demand will go to banks?

There are, Dr. Sohn said, "very attractive opportunities for refinancing in other markets." Specifically, he pointed to the corporate bond market, which has rallied tremendously over the last few months. There is the strong possibility for balance-sheet restructuring as corporate treasurers go to the bond market to raise money and pay down existing bank lines, Dr. Sohn added.

Richard Nelson, vice president and economist at Chemical Bank, agrees that a considerable portion of the growth in loans and commercial paper activity has been to finance acquisitions. "The underlying [credit demand] trends have been relatively weak compared to other business cycles," he said.

Mr. Nelson said that in 1984 the growth rate for commercial loans was just under 9%. He described the first quarter of this year as weak, and he said that in April, loan demand grew at a rate of 9%. He expects 1985 business loan demand to be a little over 9%.

The strongest growth in commercial credit demand last year, Mr. Nelson said, was seen at the largest money center banks, which profited from the high level of leveraged buyout and merger activity. The weakest loan growth rate was seen at the smallest banks.

This year, however, there is very weak loan demand at the New York City banks, which have had a decline in the growth rate, while small banks remain weak, with a growth rate of about 1%. Regional banks, however, are showing pretty good commercial credit growth of about 13% so far this year. The largest banks, he added, continue to be hurt by the booming commercial paper market, which competes for the nation's largest and most creditworthy corporations. Loan activity at small banks meanwhile seems to reflect the effects of the economy, Mr. Nelson said.

### Predicting a Stronger Credit Demand

Still, this weakened demand for credit may be a temporary phenomenon. Thomas D. Thomson, senior vice president and chief economist at Crocker National Bank in San Francisco, sees this weak performance as short-lived. "The next three months will not be an exciting time for bankers," he said. "Late in the year, or in 1986, the economy will pick up, and so will loan demand."

Lower interest rates should help to promote a sustained housing recovery, which in turn will buoy the economy, Mr. Thomson said. He sees some weakening in the U.S. dollar, a subsequent reduction in the trade deficit, and, additionally, he expects strong employment gains and consumer spending to help stimulate economic growth.

Commercial credit demands, meanwhile, will be reflective of the business environment in different regions of the country. Mr. Thomson pointed out that loan growth in the industrial heartland of the country will be weak, while the Sun Belt and California will do somewhat better.

Other economists pointed out that certain industry segments, such as defense and computers/high technology, will probably continue to have borrowing needs despite the general sluggish state of the economy. Corporations that do borrow will use the funds primarily for modernization, particularly in an effort to be more cost competitive with overseas businesses. And merger and acquisition activity will continue, although probably not at a very exciting pace.

But at least in the near term, Mr. Thomson said, he doesn't see anything to be particularly jubilant about. ■

# Survey . . .

**Continued from Page 26**

second to Manufacturers Hanover, with $12.4 billion in business loans. Overall, Bank of America ranked third, with $30.5 billion in business loans at yearend.

- For the top 100 banks, gross interest income on domestically booked business loans was $28.1 billion in 1984, accounting for 23.2% of the $121.1 billion in gross interest income earned by the top 100 lenders last year from all forms of lending and from investments. Domestic business loans totaled $230.5 billion for the top 100 banks, accounting for 28.4% of their total loan portfolio.
- The average gross return on domestic business lending for the top 100 was 12.2% last year. The average gross return on total loans was 14.9%.

The gross returns were computed by dividing gross interest income for the year by the yearend outstanding loan balances at the banks. In aggregate, this produces a fairly good measure of gross return. However, for some banks — especially those engaged in sizable merger activity last year — the use of yearend balances produces a distortion in the gross return calculation. For more details, see the story on page 26 describing the major change in federal regulatory data. ■

# 2 California Firms Sign Letter of Intent to Merge

**West Coast Bureau**

SAN JOSE, Calif. — Pacific Western Bancshares and Business Bancorp, both based here, have signed a letter of intent to merge.

Pacific Western, parent of Pacific Valley Bank, said it plans to pay $11.5 million of its common stock, subject to certain adjustments, to acquire Business Bancorp, whose principal subsidiary is California Business Bank.

Pacific Western said it intends to combine the operation of California Business Bank into Pacific Valley Bank, which has nine offices and assets of more than $400 million. California Business Bank, which began operating in 1982, has one office and assets of $72 million.

The merger is subject to the execution of a definitive agreement and shareholder and regulatory approval. ■

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The Daily Financial Services Newspaper

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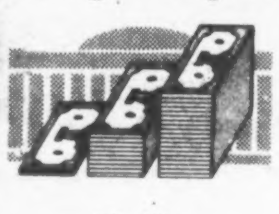
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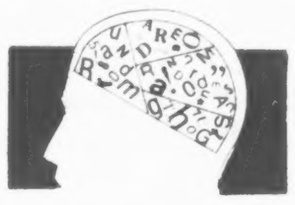
# Random Thoughts



By SANFORD ROSE

Big banks are stepping up their efforts to package and sell commercial and industrial loans to all manner of buyers. What are some of the reasons for this activity?

It seems clear that many big banks no longer have the capacity to profitably fund high-quality credits. The reason is that bank credit ratings have themselves been downgraded. A decade ago, large banks could fund even an AA industrial credit at a positive carry. Today this is far less possible.

So the next-best step is to book the credit and almost simultaneously pass it along (sometimes even presell it) to an institution whose credit rating still allows it to fund that loan on reasonably lucrative terms, if such an institution can be found.

There is an element of disturbing irony in such a development. Why have bank credit ratings been downgraded? Obviously, as quality borrowers increasingly turned to the public credit markets, banks were forced to move to lesser and often riskier names in order to build asset

➞ Random Thoughts: Page 4

# The Illusory World of Guarantees: Good Can Look Bad, and Bad Good

By LYNN BRENNER

**Second of Four Parts**

$
Financial Guarantees

NEW YORK — The nation's biggest financial firms have a hot new product — their own credit ratings. They're in the credit enhancement business, selling their AAA ratings to less favorably perceived entities.

"But what makes these financial guarantors so smart that they can evaluate a risk better than the market can?" asks a Wall Street skeptic.

The same question is being asked by many less cynical observers, among them insurers and bankers eager to participate in the profits of the booming financial guarantee business.

Often, what makes a guarantor so willing to upgrade lower credit with his own is something the market doesn't know about: an unpublicized collateral or recourse agreement that has minimized or eliminated his real risk.

Buyers of these custom-made guarantees aren't trying to shift risk to a guarantor. Their real objective is to enhance the appearance of a transaction. For instance, the guarantor's presence may conceal the participation of a party that doesn't want to appear in the transaction, but in reality will assume the risk, says Kenneth Hall, senior vice president of the Ambac Indemnity Corp.

"Most commercial paper guarantees

➞ Guarantees: Page 27

# Regional Banks Outperform Bigger Rivals

## Impact of Nonperforming Loans, De-Leveraging Cited by Survey

By L. MICHAEL CACACE

NEW YORK — Regional banks outperformed money center banks last year in terms of returns on assets and equity. In addition, the marketplace continued to look with greater favor on regional banks than on money center banks.

The regional banks' better overall performance is attributable to two major factors. First, nonperforming loans had a greater impact on the net interest earnings of the money center banks than on regional banks. Second, a greater amount of de-leveraging was required at the money center banks than at the regional banks to meet the regulators' capital adequacy requirements.

These are some of the findings of the *American Banker's* annual survey of the performance of the nation's large bank holding companies, being published today.

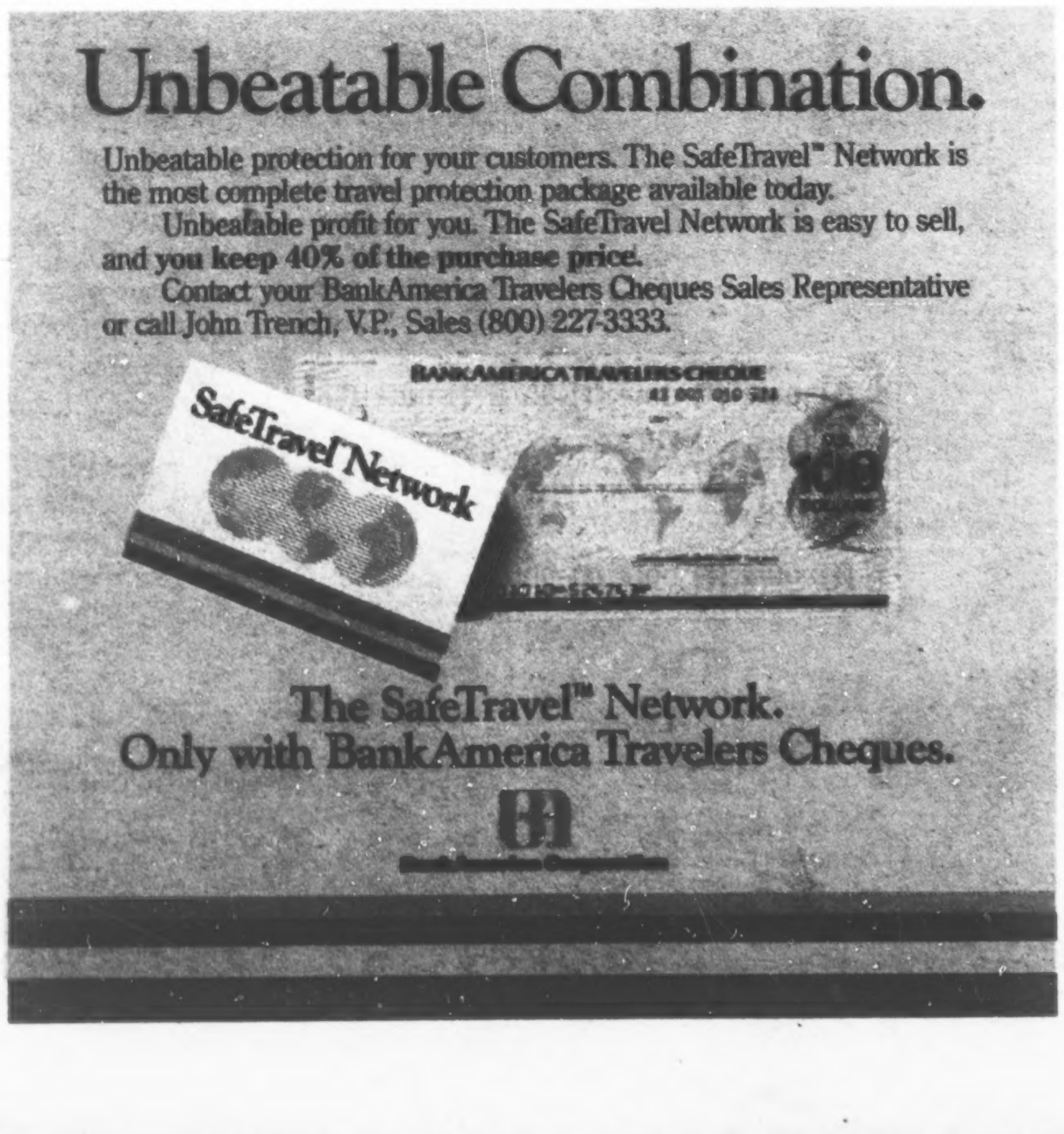
The survey is based on data supplied by Cates Consulting Analysts, New York.

Performance Tables on Page 24, 26

➞ Performance: Page 25

### Money Center Banks Top 5 in R.O.A.for 1984

| | |
|---|---|
| 1. Republic New York Corp. | 0.91 |
| 2. J.P. Morgan & Co., Inc. | 0.87 |
| 3. Bank of Boston Corp. | 0.79 |
| 4. Bankers Trust New York Corp. | 0.71 |
| 5. Chemical New York Corp. | 0.63 |



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# 1984 Performance of Top U.S. Banking Companies

## By Peer Group and Ranked by Three Measures of Performance

A. Listed in Order of **Return on Average Assets**

B. Listed in Order of **Return on Average Equity**

C. Listed in Order of **% Change in Earnings/Share**

### MONEY CENTER BANKS

| ROA Rank 1984 | ROA Rank 1983 | | 1984 | 1983 | ROE Rank 1984 | ROE Rank 1983 | | 1984 | 1983 | EPS Rank 1984 | EPS Rank 1983 | | 1984 | 1983 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | 1 | Republic New York Corp. | 0.91 | 0.90 | 1 | 3 | Bankers Trust New York Corp. | 16.30 | 16.25 | 1 | 13 | Harris Bankcorp., Inc. | 31.4 | -13.1 |
| 2 | 2 | J.P. Morgan & Co., Inc. | 0.87 | 0.79 | 2 | 4 | J.P. Morgan & Co., Inc. | 15.82 | 15.37 | 2 | 7 | J. P. Morgan & Co., Inc. | 15.4 | 10.4 |
| 3 | 4 | Bank of Boston Corp. | 0.79 | 0.72 | 3 | 2 | Citicorp | 15.07 | 16.38 | 3 | 12 | Bankers Trust New York Corp | 13.3 | 2.5 |
| 4 | 6 | Bankers Trust New York Corp. | 0.71 | 0.66 | 4 | 7 | Bank of Boston Corp. | 14.94 | 14.35 | 4 | 6 | Bank of Boston Corp. | 12.8 | 10.9 |
| 5 | 7 | Chemical New York Corp. | 0.63 | 0.64 | 5 | 5 | Chemical New York Corp. | 14.32 | 15.13 | 5 | 14 | Northern Trust Corp. | 8.0 | -44.0 |
| 6 | 5 | Citicorp, New York | 0.62 | 0.67 | 6 | 1 | Republic New York Corp. | 12.97 | 16.97 | 6 | 10 | Irving Bank Corp. | 5.1 | 6.5 |
| 7 | 3 | Mellon Bank Corp., Pittsburgh | 0.57 | 0.76 | 7 | 10 | Irving Bank Corp. | 11.70 | 11.98 | 7 | 5 | Chemical New York Corp. | 2.4 | 13.0 |
| 8 | 8 | Manufacturers Hanover Corp., | 0.50 | 0.55 | 8 | 8 | Manufactureres Hanover Corp. | 11.60 | 13.36 | 8 | 11 | Republic New York Corp. | 0.4 | 4.0 |
| 9 | 11 | Irving Bank Corp. | 0.48 | 0.48 | 9 | 6 | Mellon Bank Corp. | 10.33 | 14.57 | 9 | 4 | Citicorp. | -0.5 | 15.7 |
| 10 | 9 | Chase Manhattan Corp. | 0.48 | 0.54 | 10 | 9 | Chase Manhattan Corp. | 10.16 | 12.96 | 10 | 9 | Manufacturers Hanover Corp. | -14.9 | 7.6 |
| 11 | 12 | Harris Bankcorp., Inc. | 0.42 | 0.41 | 11 | 12 | Harris Bankcorp., Inc. | 8.21 | 8.01 | 11 | 2 | Chase Manhattan Corp. | -17.8 | 41.8 |
| 12 | 13 | Northern Trust Corp. | 0.34 | 0.29 | 12 | 14 | Northern Trust Corp. | 5.71 | 5.36 | 12 | 8 | Mellon Bank Corp. | -24.2 | 8.9 |
| 13 | 10 | First Chicago Corp. | 0.22 | 0.53 | 13 | 11 | First Chicago Corp. | 3.51 | 11.36 | 13 | 1 | First Chicago Corp. | -69.6 | 65.4 |
| 14 | 14 | Continental Illinois Corp. | -3.03 | 0.27 | 14 | 13 | Continental Illinois Corp. | -91.82 | 6.14 | 14 | 3 | Continental Illinois Corp. | -- | 34.9 |
| | | **MEAN VALUES FOR GROUP** | **0.32** | **0.59** | | | **MEAN VALUES FOR GROUP** | **4.20** | **12.73** | | | **MEAN VALUES FOR GROUP** | **-2.9** | **11.8** |
| | | **MEAN (EXCLUDE CONT.ILL.)** | **0.58** | **0.61** | | | **MEAN (EXCLUDE CONT.ILL.)** | **11.59** | **13.23** | | | **MEAN (EXCLUDE CONT.ILL.)** | **-2.9** | **10.0** |

### $10 BILLION-ASSET BANKS

| ROA Rank 1984 | ROA Rank 1983 | | 1984 | 1983 | ROE Rank 1984 | ROE Rank 1983 | | 1984 | 1983 | EPS Rank 1984 | EPS Rank 1983 | | 1984 | 1983 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | 2 | PNC Financial Corp. | 1.09 | 1.02 | 1 | -- | First National State Bancorp. | 18.98 | 16.36 | 1 | 15 | First City Bancorp of Texas, Inc. | 60.2 | -65.1 |
| 2 | 1 | Texas Commerce Bcsh, Inc. | 0.98 | 1.09 | 2 | -- | Barnett Banks of Florida, Inc. | 18.53 | 19.67 | 2 | -- | National City Corp. | 27.9 | 13.6 |
| 3 | -- | Barnett Banks of Florida, Inc. | 0.94 | 0.98 | 3 | 3 | NCNB Corp. | 16.88 | 16.19 | 3 | -- | First National State Bancorp. | 20.3 | 10.5 |
| 4 | -- | National City Corp. | 0.90 | 0.77 | 4 | 1 | Texas Commerce Bcsh, Inc. | 16.76 | 18.72 | 4 | -- | Barnett Banks of Florida, Inc. | 18.9 | 33.2 |
| 5 | -- | First National State Bancorp. | 0.85 | 0.91 | 5 | 5 | PNC Financial Corp. | 16.65 | 16.10 | 5 | 11 | NBD Bancorp., Inc. | 17.0 | 0.9 |
| 6 | 4 | NCNB Corp. | 0.83 | 0.80 | 6 | 6 | Bank of New York Co., Inc. | 16.09 | 15.74 | 6 | 4 | PNC Financial Corp. | 15.0 | 11.2 |
| 7 | 8 | Bank of New York Co., Inc. | 0.80 | 0.71 | 7 | 4 | Security Pacific Corp. | 15.54 | 16.16 | 7 | 9 | Wells Fargo & Co. | 13.6 | 3.8 |
| 8 | 3 | MCorp. | 0.77 | 0.96 | 8 | 15 | First City Bancorp of Texas, Inc. | 14.94 | 4.80 | 8 | 3 | Bank of New York Co., Inc. | 12.3 | 14.5 |
| 9 | 9 | NBD Bancorp., Inc. | 0.71 | 0.68 | 9 | 7 | RepublicBank Corp | 13.21 | 14.09 | 9 | 2 | NCNB Corp. | 10.6 | 15.7 |
| 10 | 7 | Security Pacific Corp. | 0.71 | 0.71 | 10 | 10 | Wells Fargo & Co. | 12.89 | 12.47 | 10 | 5 | Security Pacific Corp. | 9.7 | 10.7 |
| 11 | 5 | RepublicBank Corp. | 0.68 | 0.75 | 11 | 9 | First Interstate Bancorp. | 12.84 | 13.02 | 11 | 7 | First Interstate Bancorp. | 6.9 | 7.7 |
| 12 | 12 | First Interstate Bancorp. | 0.64 | 0.60 | 12 | 2 | MCorp | 12.68 | 17.50 | 12 | 10 | Texas Commerce Bcsh, Inc. | 2.5 | 3.0 |
| 13 | 6 | First Bank System, Inc. | 0.63 | 0.72 | 13 | -- | National City Corp. | 12.16 | 11.77 | 13 | 13 | RepublicBank Corp. | 1.1 | -10.5 |
| 14 | 11 | Wells Fargo & Co. | 0.62 | 0.61 | 14 | 8 | First Bank System, Inc. | 11.99 | 13.25 | 14 | 6 | First Bank System, Inc. | -1.9 | 10.4 |
| 15 | 17 | InterFirst Corp. | 0.57 | -0.82 | 15 | 12 | NBD Bancorp., Inc. | 11.44 | 10.56 | 15 | 12 | MCorp | -10.6 | -3.6 |
| 16 | 14 | First City Bancorp of Texas, Inc. | 0.50 | 0.32 | 16 | 17 | InterFirst Corp. | 10.53 | -15.64 | 16 | 8 | Marine Midland Banks, Inc. | -14.0 | 6.8 |
| 17 | 13 | Marine Midland Banks, Inc. | 0.39 | 0.48 | 17 | 13 | Marine Midland Banks, Inc. | 8.16 | 10.18 | 17 | 14 | BankAmerica Corp. | -18.8 | -16.2 |
| 18 | 10 | Norwest Corp. | 0.34 | 0.67 | 18 | 14 | BankAmerica Corp. | 6.05 | 7.52 | 18 | 1 | Norwest Corp. | -53.1 | 31.5 |
| 19 | 15 | BankAmerica Corp. | 0.29 | 0.32 | 19 | 11 | Norwest Corp. | 5.32 | 11.66 | 19 | 16 | Crocker National Corp. | -- | -117.4 |
| 20 | 16 | Crocker National Corp. | -1.40 | -0.04 | 20 | 16 | Crocker National Corp. | -31.61 | -1.09 | 20 | 17 | InterFirst Corp. | -- | -174.2 |
| | | **MEAN VALUES FOR GROUP** | **0.59** | **0.61** | | | **MEAN VALUES FOR GROUP** | **11.00** | **11.45** | | | **MEAN VALUES FOR GROUP** | **6.53** | **–10.71** |
| | | **MEAN (EXLUDE CROCKER)** | **0.70** | **0.65** | | | **MEAN (EXLUDE CROCKER)** | **13.24** | **12.11** | | | **MEAN (EXLUDE CROCKER)** | **6.53** | **–10.71** |

### $5-to-$10 BILLION-ASSET BANKS

| ROA Rank 1984 | ROA Rank 1983 | | 1984 | 1983 | ROE Rank 1984 | ROE Rank 1983 | | 1984 | 1983 | EPS Rank 1984 | EPS Rank 1983 | | 1984 | 1983 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | -- | Trust Company of Georgia | 1.57 | 1.52 | 1 | -- | Trust Company of Georgia | 24.18 | 24.46 | 1 | 36 | Huntington Bancshares, Inc. | 70.5 | -36.3 |
| 2 | 2 | Banc One Corp. | 1.33 | 1.35 | 2 | 1 | Allied Bancshares, Inc. | 22.61 | 23.54 | 2 | 5 | National Westminster Bank USA | 58.1 | 44.7 |
| 3 | 1 | Allied Bancshares, Inc. | 1.33 | 1.46 | 3 | 4 | First Atlanta Corp. | 18.98 | 19.43 | 3 | 32 | AmeriTrust Corp. | 37.3 | -9.3 |
| 4 | 4 | Wachovia Corp. | 1.28 | 1.20 | 4 | 6 | Wachovia Corp. | 18.90 | 18.25 | 4 | 31 | Valley National Corp. | 32.4 | -9.3 |
| 5 | 5 | Fleet Financial Group, Inc. | 1.24 | 1.12 | 5 | 5 | Banc One Corp. | 18.20 | 18.43 | 5 | 26 | Shawmut Corp. | 31.0 | -0.6 |
| 6 | 6 | First Union Corp., Inc. | 1.22 | 1.10 | 6 | 9 | First Union Corp., Inc. | 18.19 | 17.67 | 6 | 30 | Maryland National Corp | 28.1 | -8.2 |
| 7 | 16 | AmeriTrust Corp. | 1.20 | 0.90 | 7 | 11 | Midlantic Banks, Inc. | 18.05 | 16.64 | 7 | 10 | Rainier Bancorp. | 27.8 | 18.9 |
| 8 | 12 | CoreStates Financial Corp. | 1.17 | 0.97 | 8 | 8 | CoreStates Financial Corp. | 17.79 | 17.71 | 8 | 29 | Bank of New England Corp. | 22.4 | -3.7 |
| 9 | 3 | Norstar Bancorp., Inc. | 1.16 | 1.27 | 9 | 7 | Fleet Financial Group, Inc. | 17.76 | 17.89 | 9 | -- | Meridian Bancorp., Inc. | 22.0 | 0.2 |
| 10 | 9 | Sovran Financial Corp. | 1.12 | 0.98 | 10 | -- | Hartford National Corp. | 17.74 | 15.71 | 10 | -- | Trust Company of Georgia | 21.1 | 28.8 |
| 11 | -- | Key Banks Inc. | 1.07 | 1.06 | 11 | 14 | Citizens & Southern Ga. Corp. | 17.55 | 16.33 | 11 | 7 | First Union Corp., Inc. | 20.3 | 25.1 |
| 12 | -- | Hartford National Corp. | 1.06 | 0.95 | 12 | 12 | Sovran Financial Corp. | 17.22 | 16.45 | 12 | 17 | Citizens & Southern Ga. Corp. | 20.2 | 13.9 |
| 13 | 13 | United Virginia Bksh., Inc. | 1.01 | 0.96 | 13 | 10 | United Virginia Bksh., Inc. | 16.51 | 16.71 | 13 | -- | Society Corp. | 19.9 | 8.6 |
| 14 | 11 | Midlantic Banks, Inc. | 1.00 | 0.98 | 14 | 17 | Bank of New England Corp. | 15.99 | 14.45 | 14 | 34 | CBT Corp. | 19.6 | -17.0 |
| 15 | 14 | Citizens & Southern Ga. Corp. | 0.98 | 0.93 | 15 | -- | Key Banks, Inc. | 15.95 | 14.81 | 15 | 3 | Wachovia Corp. | 18.3 | 58.0 |
| 16 | 7 | First Atlanta Corp. | 0.97 | 1.09 | 16 | -- | Florida National Banks of Fla. | 15.13 | 15.68 | 16 | -- | Hartford National Corp. | 18.0 | 29.0 |
| 17 | -- | Meridian Bancorp., Inc. | 0.95 | 0.89 | 17 | 3 | Fidelcor Inc. | 15.03 | 19.45 | 17 | -- | Key Banks, Inc. | 17.4 | 20.3 |
| 18 | -- | Florida National Banks of Florida | 0.91 | 1.21 | 18 | 18 | CBT Corp. | 14.84 | 13.59 | 18 | 35 | Texas American Bksh, Inc. | 15.7 | -22.1 |
| 19 | 20 | Rainier Bancorp. | 0.91 | 0.79 | 19 | 33 | Huntington Bancshares, Inc. | 14.80 | 9.51 | 19 | -- | BayBanks, Inc. | 15.5 | -4.7 |
| 20 | 17 | U.S. Bancorp. | 0.88 | 0.88 | 20 | -- | Meridian Bancorp., Inc. | 14.71 | 13.08 | 20 | -- | Riggs National Corp. | 15.1 | 15.0 |
| 21 | 19 | Mercantile Bancorp., Inc. | 0.87 | 0.82 | 21 | 20 | Rainier Bancorp. | 14.62 | 12.51 | 21 | 8 | Union Bank | 15.0 | 24.6 |
| 22 | -- | Society Corp. | 0.85 | 0.74 | 22 | -- | Society Corp. | 14.05 | 11.45 | 22 | 19 | Sovran Financial Corp. | 14.8 | 11.1 |
| 23 | 34 | Huntington Bancshares, Inc. | 0.83 | 0.47 | 23 | -- | BayBanks, Inc. | 13.85 | 12.97 | 23 | 24 | U.S. Bancorp. | 14.2 | 0.7 |
| 24 | 21 | Maryland National Corp. | 0.80 | 0.77 | 24 | 25 | Shawmut Corp. | 13.83 | 11.76 | 24 | 16 | Allied Bancshares, Inc. | 14.2 | 15.4 |
| 25 | -- | BayBanks, Inc. | 0.78 | 0.77 | 25 | 16 | Norstar Bancorp., Inc. | 13.55 | 14.62 | 25 | 14 | Banc One Corp. | 12.9 | 17.0 |
| 26 | 30 | Shawmut Corp. | 0.77 | 0.62 | 26 | 27 | Maryland National Corp. | 13.53 | 11.59 | 26 | 22 | Fleet Financial Group, Inc. | 12.8 | 9.9 |
| 27 | 24 | Texas American Bksh, Inc. | 0.77 | 0.71 | 27 | 30 | Valley National Corp. | 13.25 | 10.80 | 27 | 9 | First Atlanta Corp. | 11.8 | 23.2 |
| 28 | 23 | CBT Corp. | 0.77 | 0.74 | 28 | 19 | Mercantile Bancorp., Inc. | 12.77 | 12.71 | 28 | 33 | Centerre Bancorp. | 11.3 | -10.2 |
| 29 | 10 | Fidelcor, Inc. | 0.77 | 0.98 | 29 | 23 | Southeast Banking Corp. | 12.61 | 11.84 | 29 | 12 | CoreStates Financial Corp. | 10.5 | 17.3 |
| 30 | 31 | Valley National Corp. | 0.75 | 0.62 | 30 | 28 | Texas American Bksh, Inc. | 12.29 | 11.36 | 30 | 4 | Manufacturers National Corp. | 10.4 | 47.3 |
| 31 | 18 | Sun Banks, Inc. | 0.72 | 0.85 | 31 | 15 | Sun Banks, Inc. | 12.25 | 14.97 | 31 | 13 | United Virginia Bankshares, Inc. | 10.2 | 17.2 |
| 32 | 26 | Southeast Banking Corp. | 0.71 | 0.67 | 32 | 22 | Manufacturers National Corp. | 12.23 | 12.12 | 32 | 27 | Southeast Banking Corp. | 9.6 | -0.7 |
| 33 | 27 | Bank of New England Corp. | 0.70 | 0.66 | 33 | -- | Riggs National Corp. | 12.15 | 11.29 | 33 | 11 | Comerica, Inc. | 9.6 | 18.0 |
| 34 | 29 | Manufacturers National Corp. | 0.66 | 0.64 | 34 | 26 | Comerica, Inc. | 11.97 | 11.66 | 34 | -- | First Security Corp. | 8.6 | -60.4 |
| 35 | 25 | First Wisconsin Corp. | 0.64 | 0.70 | 35 | 29 | U.S. Bancorp. | 11.94 | 11.28 | 35 | 28 | Mercantile Bancorp., Inc. | 5.1 | -2.0 |
| 36 | 28 | Comerica, Inc. | 0.63 | 0.65 | 36 | 34 | AmeriTrust Corp. | 10.83 | 8.29 | 36 | 25 | Norstar Bancorp., Inc. | 4.4 | 0.6 |
| 37 | -- | Riggs National Corp | 0.58 | 0.60 | 37 | 21 | First Wisconsin Corp. | 10.26 | 12.46 | 37 | -- | Florida National Banks of Florida | 3.7 | 131.6 |
| 38 | 33 | Union Bank | 0.57 | 0.54 | 38 | 31 | Union Bank | 10.20 | 10.40 | 38 | 23 | Midlantic Banks, Inc. | 2.0 | 3.6 |
| 39 | 36 | National Westminster Bank USA | 0.50 | 0.36 | 39 | 36 | National Westminster Bank USA | 7.99 | 5.82 | 39 | 15 | Sun Banks, Inc. | -4.2 | 15.8 |
| 40 | -- | First Security Corp. | 0.48 | 0.46 | 40 | 35 | Centerre Bancorp. | 7.76 | 7.16 | 40 | 21 | First Wisconsin Corp. | -10.1 | 10.2 |
| 41 | 35 | Centerre Bancorp. | 0.44 | 0.43 | 41 | -- | First Security Corp. | 6.66 | 6.24 | 41 | 2 | Fidelcor, Inc. | -14.8 | 60.7 |
| 42 | 38 | Michigan National Corp. | 0.32 | 0.24 | 42 | 39 | Michigan National Corp. | 6.20 | 4.50 | 42 | 37 | European American Bancorp. | -692.1 | -36.8 |
| 43 | 40 | First Pennsylvania Corp. | 0.28 | -0.31 | 43 | 40 | First Pennsylvania Corp. | -2.63 | -11.97 | 43 | 1 | Michigan National Corp. | -- | 353.3 |
| 44 | 39 | European American Bancorp. | -1.59 | 0.23 | 44 | 37 | European American Bancorp. | -39.14 | 5.17 | 44 | -- | First Pennsylvania Corp. | N.A. | N.A. |
| | | **MEAN VALUES FOR GROUP** | **0.82** | **0.81** | | | **MEAN VALUES FOR GROUP** | **12.80** | **12.97** | | | **MEAN VALUES FOR GROUP** | **-0.21** | **19.04** |

**The return on assets is based on net income, before extraordinary items. Dashes (—) in the 1983 rank columns for banking companies in the $10 billion asset category indicate that the firm was in the $5-to-$10 billion asset category in 1983. Dashes (—) in the 1983 rank columns for banking companies in the $5-to-$10 billion asset category indicate that these companies were not in this panel last year because their yearend 1983 assets were less than $5 billion. N.A.— Not Applicable.**

***Data provided by Cates Consulting Analysts, New York.***

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# Performance . . .

Continued from Page 1

The *American Banker* includes all commercial bank holding companies with assets of $5 billion or more on Dec. 31, 1984, in the survey. It then breaks these 78 companies into three peer groups: 14 money center banks, 20 non-money center banks with assets of $10 billion or more, and 44 companies with total assets of $5 billion to $10 billion.

The mean return on average assets for the money center banks (excluding Continental Illinois National Bank and Trust Co.) fell three basis points, to 0.58% in 1984 from 0.61% in 1983. For the $10 billion regional banks (excluding Crocker National Bank), return on assets rose five basis points, to 0.70% in 1984 from 0.65% in 1983. And for the 44 banks in the $5 billion-plus peer group, return on assets remained strong, rising one basis point last year to 0.82%.

### $10 Billion-Plus Banks: Top 5 in R.O.A. for 1984

| | | |
|---|---|---|
| 1. | PNC Financial Corp. | 1.09 |
| 2. | Texas Commerce Bsch, Inc. | 0.98 |
| 3. | Barnett Banks of Florida, Inc. | 0.94 |
| 4. | National City Corp. | 0.90 |
| 5. | First National State Bancorp. | 0.85 |

New data from Cates Consulting Analysts' *Bancompare I* show that nonperforming loans had a substantially greater impact on money center banks than on the regional banks.

For example, in 1983 the average net interest margin of 12 of the 14 money center banks in the peer group was 3.31%. (Data were not available for Harris Bankcorp, and Continental Illinois was excluded.) If nonperforming loans had been performing, the average margin would have been 16 basis points higher. Therefore, the impact of these nonperformers was to reduce the net interest margins of the money center group by 4.9% in 1983.

Last year, the net interest margin of these 12 banks rose two basis points to 3.33%. But the net interest margin lost to nonperforming loans rose five basis points to 0.21%, and nonperformers cost the money center banks 6.4% of margin earnings last year.

A sample of six of the 20 regional banks in the $10 billion-plus peer group shows that the net interest margin lost to nonperforming loans remained constant at 14 basis points in 1983 and 1984, reducing margin earnings by 3.4% in 1984, compared with 3.5% in 1983.

A sample of 14 of the 44 banks in the $5 billion-plus peer group shows that the lost net interest margin fell to 10 basis points in 1984 from 14 basis points in 1983. The impact of nonperformers on the net interest margin also fell, from 3% in 1983 to 2.2% in 1984.

The money center bank most affected by nonperforming loans last year was the Manufacturers Hanover Corp. Manufacturers Hanover's net interest margin would have been 30 basis points higher than its reported net interest margin of 3.26% if its nonperformers had been fully performing. Nonperformers cost the bank 9.2% of margin earnings last year.

As a group, money center banks had more international loans than the regional banks. And these loans pushed up the nonperforming loan totals for many money center banks.

The market has perceived the difference between these groups of banks. Whereas all bank stocks initially were affected by the problems with international loans and energy loans, the market is now differentiating between the money center banks and the regional banks.

The ratio of the market value of a

➜ Performance: Page 30

## About the Tables

NEW YORK — The statistical tables for the annual performance study were compiled by the *American Banker* from data provided by Cates Consulting Analysts, New York.

The first table is entitled "1984 Performance of Top U.S. Banking Companies." The banking firms are ranked by three measures of performance: return on average assets, return on average equity, and percentage change in earnings per share.

Cates defines **return on average assets** as net income before extraordinary items for the entire year 1984 divided by a daily average of total assets. If daily average assets is not available, Cates uses the mean of Dec. 31, 1983, and Dec. 31, 1984.

**Return on average equity** is net income minus preferred stock dividends divided by average common shareholders' equity. Here, average equity is computed by taking the mean of Dec. 31, 1983, and Dec. 31, 1984, common equity.

**The percentage change in earnings per share** is the difference between earnings per share in 1984 and 1983 divided by earnings per share in 1983. Earnings per share is primary, based on net income before extraordinary items, and covers the 12-month period.

In the second table, entitled "How the Market Looks at Banks," the banks are ranked in order of market-to-book value of their stock. In addition, the price-earnings multiple and dividend yield are shown.

**Market-to-book value** is the stock price divided by the book value per share. Cates uses the bid price on common stock as of Feb. 1, 1985, (or the closest trade date) and divides this by book value per share on Dec. 31, 1984.

**The price earnings multiple** is the stock price, as defined above, divided by earnings per share.

**The dividend yield** is the indicated annual dividend divided by the stock price as defined above.

The third table is entitled "Performance Study Peer Groups." This table identifies all banking firms with assets of $5 billion or more on Dec. 31, 1984. The banks are listed in asset-size order within their respective peer grouping. This table was prepared by the *American Banker* statistics department. Banks that are not owned by holding companies are excluded.

The fourth table is a new table called "The Impact of Nonperforming Loans on the Net Interest Margin." This table lists banks by the net interest margin lost on nonperforming loans. The data are from Cates' *Bancompare I*. For the definition of terms, see the footnotes to this table.

— L. Michael Cacace

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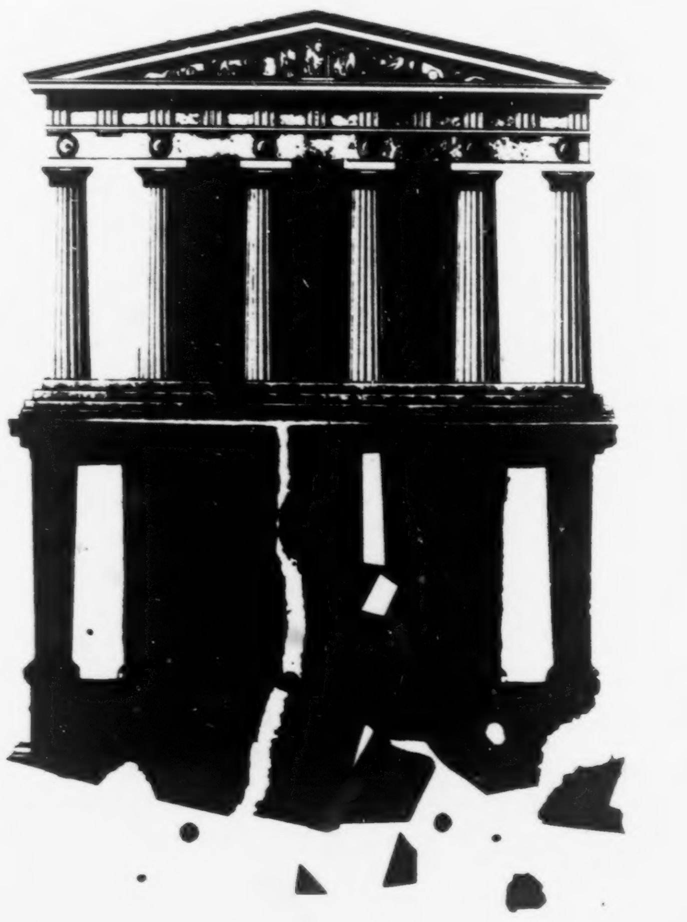

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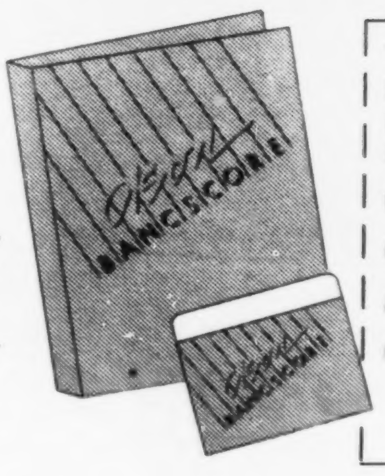

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# How the Market Looks at Banks

Listed by Peer Group in Order of
Market-to-Book Value of the Bank's Stock

## MONEY CENTER BANKS

| Mkt-Book Rank | | | Ratio of Market-to-Book Value | | Price Earnings Multiple | | Dividend Yield (%) | |
|---|---|---|---|---|---|---|---|---|
| 1984 | 1983 | | 1984 | 1983 | 1984 | 1983 | 1984 | 1983 |
| 1 | 3 | J. P. Morgan & Co., Inc. | 103.72 | 101.78 | 7.13 | 7.30 | 5.09 | 5.21 |
| 2 | 2 | Republic New York Corp. | 103.31 | 108.76 | 7.40 | 7.27 | 3.94 | 4.03 |
| 3 | 5 | Bankers Trust New York Corp. | 103.05 | 90.43 | 6.61 | 5.85 | 4.29 | 4.90 |
| 4 | 4 | Citicorp | 91.40 | 90.50 | 6.49 | 5.86 | 4.92 | 4.95 |
| 5 | 7 | Northern Trust Corp. | 87.07 | 86.06 | 15.39 | 16.16 | 4.35 | 4.48 |
| 6 | 6 | Mellon Bank Corp. | 83.62 | 87.60 | 8.33 | 6.18 | 5.53 | 5.65 |
| 7 | 8 | Chemical New York Corp. | 80.56 | 76.98 | 5.83 | 5.32 | 6.25 | 6.42 |
| 8 | 9 | Bank of Boston Corp. | 77.02 | 76.04 | 5.42 | 5.47 | 5.30 | 5.73 |
| 9 | 11 | Irving Bank Corp. | 75.72 | 68.31 | 6.75 | 5.95 | 5.28 | 6.08 |
| 10 | 10 | First Chicago Corp. | 68.52 | 70.20 | 19.65 | 6.41 | 5.65 | 5.25 |
| 11 | 12 | Manufacturers Hanover Corp. | 58.72 | 63.22 | 5.36 | 4.85 | 8.39 | 7.78 |
| 12 | 13 | Chase Manhattan Corp. | 55.66 | 59.08 | 5.66 | 4.73 | 7.16 | 7.04 |
| 13 | 1 | Harris Bankcorp., Inc. | N.A. | 119.64 | N.A. | 15.23 | N.A. | 1.45 |
| -- | 14 | Continental Illinois Corp. | (a) | 48.99 | -0.33 | 8.03 | 0.00 | 9.47 |

## $10 BILLION-ASSET BANKS

| Mkt-Book Rank | | | Ratio of Market-to-Book Value | | Price Earnings Multiple | | Dividend Yield (%) | |
|---|---|---|---|---|---|---|---|---|
| 1984 | 1983 | | 1984 | 1983 | 1984 | 1983 | 1984 | 1983 |
| 1 | 4 | Security Pacific Corp. | 204.69 | 102.81 | 13.89 | 6.88 | 4.44 | 4.50 |
| 2 | 2 | NCNB Corp. | 140.44 | 117.83 | 9.06 | 7.54 | 3.58 | 4.04 |
| 3 | -- | Barnett Banks of Florida, Inc. | 139.27 | 139.79 | 8.35 | 8.60 | 2.97 | 3.03 |
| 4 | 3 | PNC Financial Corp. | 122.24 | 117.52 | 7.70 | 7.62 | 4.63 | 4.68 |
| 5 | 1 | Texas Commerce Bcsh, Inc. | 113.54 | 141.05 | 7.23 | 8.09 | 3.83 | 3.19 |
| 6 | -- | National City Corp. | 104.76 | 76.17 | 7.48 | 6.63 | 4.66 | 6.73 |
| 7 | -- | First National State Bancorp. | 98.58 | 88.34 | 6.76 | 5.50 | 6.03 | 6.60 |
| 8 | 12 | Wells Fargo & Co. | 93.84 | 82.69 | 7.70 | 6.86 | 4.09 | 5.22 |
| 9 | 9 | Bank of New York Co., Inc. | 90.35 | 85.78 | 5.90 | 5.72 | 4.87 | 5.64 |
| 10 | 5 | MCorp | 89.00 | 98.13 | 6.25 | 6.22 | 6.29 | 5.20 |
| 11 | 7 | First Interstate Bancorp. | 88.22 | 89.62 | 7.35 | 7.38 | 5.17 | 5.27 |
| 12 | 13 | First Bank System, Inc. | 87.65 | 80.11 | 7.83 | 6.32 | 4.55 | 5.23 |
| 13 | 15 | NBD Bancorp., Inc. | 81.91 | 62.85 | 7.48 | 6.22 | 4.06 | 5.24 |
| 14 | 10 | RepublicBank Corp. | 81.43 | 85.31 | 6.49 | 6.37 | 5.42 | 5.58 |
| 15 | 8 | Norwest Corp. | 74.31 | 86.64 | 13.95 | 7.69 | 6.79 | 5.78 |
| 16 | 6 | InterFirst Corp. | 70.12 | 92.14 | 6.89 | -5.28 | 4.95 | 8.06 |
| 17 | 14 | BankAmerica Corp. | 66.10 | 78.80 | 10.81 | 10.44 | 7.95 | 6.68 |
| 18 | 16 | Marine Midland Banks, Inc. | 60.76 | 50.92 | 7.71 | 5.18 | 4.98 | 5.57 |
| 19 | 11 | First City Bancorp of Texas, Inc. | 60.27 | 83.47 | 7.61 | 16.46 | 8.67 | 6.42 |
| 20 | 17 | Crocker National Corp. | 59.63 | 48.25 | -1.58 | -45.05 | 1.59 | 8.46 |

## $5-$10 BILLION-ASSET BANKS

| Mkt-Book Rank | | | Ratio of Market-to-Book Value | | Price Earnings Multiple | | Dividend Yield (%) | |
|---|---|---|---|---|---|---|---|---|
| 1984 | 1983 | | 1984 | 1983 | 1984 | 1983 | 1984 | 1983 |
| 1 | -- | Trust Company of Georgia | 211.99 | 217.07 | 9.54 | 9.70 | 2.86 | 4.07 |
| 2 | 4 | Wachovia Corp. | 193.38 | 146.57 | 10.89 | 8.53 | 2.72 | 3.83 |
| 3 | 1 | Allied Bancshares, Inc. | 180.03 | 201.62 | 8.61 | 9.27 | 3.38 | 3.22 |
| 4 | 2 | Banc One Corp. | 168.33 | 198.17 | 9.98 | 11.47 | 3.83 | 3.28 |
| 5 | 6 | Citizens & Southern Georgia Cp. | 165.18 | 129.95 | 10.01 | 8.40 | 2.83 | 4.03 |
| 6 | 7 | First Union Corp., Inc. | 148.94 | 128.21 | 8.60 | 7.61 | 2.63 | 3.32 |
| 7 | -- | Florida National Banks of Florida. | 137.41 | 115.70 | 9.57 | 6.87 | 2.23 | 2.65 |
| 8 | 3 | First Atlanta Corp. | 136.22 | 155.38 | 7.68 | 8.50 | 3.45 | 3.01 |
| 9 | 9 | Fleet Financial Group, Inc. | 135.96 | 120.78 | 8.29 | 7.34 | 4.09 | 4.35 |
| 10 | 8 | Sovran Financial Corp. | 130.50 | 122.46 | 8.09 | 7.77 | 4.39 | 4.69 |
| 11 | -- | Hartford National Corp. | 129.23 | 109.95 | 7.63 | 6.72 | 5.52 | 5.75 |
| 12 | 16 | CoreStates Financial Corp. | 124.90 | 99.49 | 7.42 | 5.79 | 4.45 | 5.64 |
| 13 | 14 | United Virginia Bankshares, Inc. | 124.02 | 111.02 | 7.83 | 7.00 | 3.95 | 4.32 |
| 14 | -- | Key Banks, Inc. | 120.36 | 99.97 | 7.92 | 7.04 | 4.98 | 5.06 |
| 15 | 11 | Sun Banks, Inc. | 119.61 | 115.53 | 10.21 | 8.77 | 3.98 | 4.44 |
| 16 | 13 | Midlantic Banks, Inc. | 119.14 | 112.13 | 7.21 | 5.92 | 3.80 | 4.21 |
| 17 | 12 | Norstar Bancorp., Inc. | 114.03 | 114.91 | 7.97 | 7.82 | 6.34 | 5.89 |
| 18 | 18 | Rainier Bancorp. | 113.66 | 96.41 | 8.19 | 8.01 | 6.87 | 4.48 |
| 19 | 15 | Valley National Corp. | 112.72 | 100.27 | 8.89 | 9.56 | 3.75 | 4.46 |
| 20 | 20 | Huntington Bancshares, Inc. | 110.50 | 94.05 | 7.59 | 9.97 | 4.11 | 4.85 |
| 21 | -- | BayBanks, Inc. | 108.99 | 96.27 | 8.21 | 7.71 | 4.56 | 5.10 |
| 22 | 25 | Maryland National Corp. | 108.09 | 83.61 | 8.40 | 7.52 | 3.17 | 3.86 |
| 23 | 10 | Texas American Bankshares, Inc. | 104.77 | 116.50 | 8.87 | 10.42 | 4.22 | 3.99 |
| 24 | 19 | Southeast Banking Corp. | 103.45 | 95.69 | 8.45 | 8.18 | 4.30 | 4.38 |
| 25 | 26 | CBT Corp. | 103.06 | 82.89 | 7.28 | 6.35 | 4.65 | 5.81 |
| 26 | -- | Meridian Bancorp., Inc. | 102.33 | 83.38 | 7.25 | 6.62 | 5.75 | 7.04 |
| 27 | -- | Society Corp. | 99.70 | 74.93 | 7.46 | 6.84 | 4.20 | 5.16 |
| 28 | 23 | Bank of New England Corp. | 99.47 | 86.57 | 6.47 | 6.25 | 4.69 | 5.45 |
| 29 | 27 | Shawmut Corp. | 99.17 | 82.50 | 7.14 | 7.28 | 5.01 | 5.44 |
| 30 | 24 | Fidelcor, Inc. | 95.12 | 84.51 | 6.61 | 4.49 | 4.92 | 5.57 |
| 31 | 22 | U.S. Bancorp. | 94.16 | 86.97 | 8.20 | 8.02 | 4.00 | 4.26 |
| 32 | -- | Riggs National Corp. | 93.95 | 96.77 | 8.02 | 8.85 | 5.00 | 5.22 |
| 33 | 28 | Comerica, Inc. | 90.75 | 79.86 | 7.85 | 7.06 | 5.56 | 6.45 |
| | 31 | Mercantile Bancorp., Inc. | 87.00 | 71.84 | 7.05 | 5.70 | 5.80 | 7.01 |
| | 33 | AmeriTrust Corp. | 85.81 | 69.65 | 8.19 | 8.56 | 4.74 | 6.13 |
| 36 | 30 | First Pennsylvania Corp. | 84.75 | 76.03 | -53.85 | -6.03 | 0.00 | 0.00 |
| | 37 | Michigan National Corp. | 78.96 | 61.64 | 13.12 | 13.79 | 0.00 | 6.40 |
| 38 | 36 | Manufacturers National Corp. | 78.14 | 65.21 | 6.63 | 5.63 | 4.10 | 4.27 |
| | -- | First Security Corp. | 76.02 | 78.87 | 11.58 | 12.71 | 5.00 | 4.94 |
| | 34 | First Wisconsin Corp. | 74.90 | 69.53 | 7.54 | 5.89 | 4.68 | 4.94 |
| | 35 | Centerre Bancorp. | 70.94 | 66.61 | 9.26 | 9.40 | 6.37 | 6.99 |
| -- | -- | Union Bank | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |
| -- | -- | European American Bancorp. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |
| -- | -- | National Westminster Bank USA | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |

(a) To avoid a distortion of survey results, the 1984 ratio market-to book value for Continental Illinois Corp was not used.
N.A.— Not Applicable.

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# Performance Study Peer Groups*

In order of total resources on 12/31/83

## MONEY CENTER BANKS

| Peer Asset Rank | | Assets 12/31/83 |
|---|---|---|
| 1 | Citicorp, New York | 134,655,000,000 |
| 2 | Chase Manhattan Corp., New York | 81,921,449,000 |
| 3 | Manufacturers Hanover Corp., New York | 64,332,000,000 |
| 4 | J.P. Morgan & Co., Inc., New York | 58,023,000,000 |
| 5 | Chemical New York Corp. | 51,164,860,000 |
| 6 | Continental Illinois Corp., Chicago | 42,097,371,000 |
| 7 | Bankers Trust New York Corp. | 40,003,359,000 |
| 8 | First Chicago Corp. | 36,323,324,000 |
| 9 | Mellon National Corp., Pittsburgh | 26,433,000,000 |
| 10 | Bank of Boston Corp. | 19,538,000,000 |
| 11 | Irving Bank Corp., New York | 18,586,055,000 |
| 12 | Republic New York Corp. | 10,119,099,000 |
| 13 | Harris Bankcorp., Chicago | 7,425,322,000 |
| 14 | Northern Trust Corp., Chicago | 6,438,196,000 |

## $10 BILLION-ASSET BANKS

| Peer Asset Rank | | Assets 12/31/83 |
|---|---|---|
| 1 | BankAmerica Corp., San Francisco | 121,175,689,000 |
| 2 | First Interstate Bancorp., Los Angeles | 44,422,997,000 |
| 3 | Security Pacific Corp., Los Angeles | 40,382,000,000 |
| 4 | Wells Fargo & Co., San Francisco | 27,017,621,000 |
| 5 | Crocker National Corp., San Francisco | 23,393,460,000 |
| 6 | Marine Midland Banks, Inc., Buffalo, N.Y. | 22,872,245,000 |
| 7 | InterFirst Corp., Dallas | 21,736,000,000 |
| 8 | First Bank System, Inc., Minneapolis | 20,871,147,000 |
| 9 | Norwest Corp., Minneapolis | 19,854,235,000 |
| 10 | Texas Commerce Bancshares, Inc., Houston | 19,499,000,000 |
| 11 | RepublicBank Corp., Dallas | 19,081,721,000 |
| 12 | First City Bancorp. of Texas, Inc., Houston | 17,262,782,000 |
| 13 | NBD Bancorp. Inc., Detroit | 13,244,777,000 |
| 14 | NCNB Corp., Charlotte, N.C. | 12,807,706,000 |
| 15 | Bank of New York Co., Inc. | 12,797,199,000 |
| 16 | PNC Financial Corp., Pittsburgh | 12,244,896,000 |
| 17 | Mercantile Texas Corp., Dallas | 11,883,744,000 |

## $5-$10 BILLION-ASSET BANKS

| Peer Asset Rank | | Assets 12/31/83 |
|---|---|---|
| 1 | Barnett Banks of Florida, Inc., Jacksonville | 9,396,921,000 |
| 2 | Sun Banks, Inc., Orlando, Fla. (c) | 8,901,312,000 |
| 3 | Southeast Banking Corp., Miami | 8,884,000,000 |
| 4 | European American Bancorp., New York | 8,712,632,000 |
| 5 | CoreStates Financial Corp., Philadelphia | 8,587,300,000 |
| 6 | Comerica, Inc., Detroit | 8,555,307,000 |
| 7 | Valley National Corp., Phoenix, Ariz. | 8,145,940,000 |
| 8 | Union Bancorp, Los Angeles (a) | 8,067,079,000 |
| 9 | Southwest Bancshares, Inc., Houston | 7,988,614,000 |
| 10 | Allied Bancshares, Inc., Houston | 7,895,499,000 |
| 11 | Wachovia Corp., Winston-Salem, N.C. | 7,850,000,000 |
| 12 | Natwest Holdings, Inc., New York (b) | 7,476,847,000 |
| 13 | Banc One Corp., Columbus, Ohio | 7,270,481,000 |
| 14 | Sovran Financial Corp., Norfolk, Va. | 7,187,018,000 |
| 15 | Citizens & Southern Georgia Corp., Atlanta | 6,933,515,000 |
| 16 | Michigan National Corp., Bloomfield Hills | 6,894,204,000 |
| 17 | First Union Corp., Charlotte, N.C. | 6,803,163,000 |
| 18 | National City Corp., Cleveland | 6,585,900,000 |
| 19 | U.S. Bancorp., Portland, Ore. | 6,511,437,000 |
| 20 | First National State Bancorp., Newark, N.J. | 6,416,973,000 |
| 21 | Midlantic Banks, Inc., Edison, N.J. | 6,413,000,000 |
| 22 | Rainier Bancorp., Seattle | 6,412,815,000 |
| 23 | CBT Corp., Hartford, Conn. | 6,072,455,000 |
| 24 | BancOhio Corp., Columbus | 6,062,435,000 |
| 25 | Manufacturers National Corp., Detroit | 5,806,686,000 |
| 26 | Bank of New England Corp., Boston | 5,800,863,000 |
| 27 | AmeriTrust Corp., Cleveland | 5,797,131,000 |
| 28 | First Atlanta Corp. | 5,761,817,000 |
| 29 | Shawmut Corp., Boston | 5,755,176,000 |
| 30 | Maryland National Corp., Baltimore | 5,740,248,000 |
| 31 | Fleet Financial Group, Inc., Providence, R.I. | 5,735,893,000 |
| 32 | Fidelcor, Inc., Philadelphia | 5,661,938,000 |
| 33 | Mercantile Bancorp., Inc., St. Louis, Mo. | 5,508,208,000 |
| 34 | Huntington Bancshares, Inc., Columbus, Ohio | 5,425,909,000 |
| 35 | United Virginia Bankshares, Inc., Richmond | 5,414,776,000 |
| 36 | Texas American Bankshares, Inc., Ft. Worth | 5,409,412,000 |
| 37 | Centerre Bancorp., St. Louis, Mo. | 5,353,886,000 |
| 38 | Norstar Bancorp., Inc., Albany, N.Y. | 5,350,757,000 |
| 39 | First Pennsylvania Corp., Philadelphia | 5,151,888,000 |
| 40 | First Wisconsin Corp., Milwaukee | 5,062,113,000 |

* Includes all banking firms with assets of $5 billion or more at yearend 1983.
(a) — Data used in the performance study are for Union Bank, the banking subsidiary of the corporation.
(b) — Data used in the performance study are for National Westminster Bank USA, the banking subsidiary of the corporation.
(c) — Includes assets acquired in the yearend merger of Flagship Banks, Inc., Miami, Fla.

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# Performance . . .

Continued from Page 25

bank's stock to its book value was 81.5% for the 12 money center banks last year, unchanged from 1983. However, last year this ratio rose to 97.4% from 90.4% for the 20 banks in the $10 billion-plus group. And it rose to 115.5% from 104.9% for 41 of the 44 banks in the $5 billion-plus peer group.

The return on average equity capital at the money center banks — excluding Continental Illinois — fell 164 basis points last year to 11.59% from 13.23% in 1983. At the $10 billion banks — excluding Crocker — return on equity rose 113 basis points to 13.24%. And at the $5 billion-plus banks, return on equity fell by only 17 basis points to 12.80%.

The main reason for the sharp decline in the return on equity at the money center banks is the decline in leverage. According to data from Salomon Brothers Inc., for money center banks the ratio of equity capital to assets rose 140 basis points over the period 1980 to 1984 to 5.5%. Over the same period, this ratio rose only 60 basis points to 6% for regional banks.

The equity capital-to-assets ratio is the inverse of leverage, which is the ratio of average total assets to average equity capital. The decline in leverage was attributable to an increase in equity requirements for these banks, plus a slowdown in asset growth last year, which was due to soft loan demand in many sectors of the international business market.

### $5 Billion-Plus Banks: Top 5 in R.O.A. for 1984

| | | |
|---|---|---|
| 1. | Trust Company of Georgia | 1.57 |
| 2. | Banc One Corp. | 1.33 |
| 3. | Allied Bancshares, Inc. | 1.33 |
| 4. | Wachovia Corp. | 1.28 |
| 5. | Fleet Financial Group, Inc. | 1.24 |

For the third year in a row, the Republic New York Corp. was the top money center bank in return on assets, but the Bankers Trust New York Corp. supplanted it as the top money center bank in return on equity.

Among the regional banks with $10 billion or more in assets, PNC Financial Corp., Pittsburgh, supplanted Texas Commerce Bancshares Inc., Houston, as the top bank in return on assets, and First National State Bancorp., Newark, N.J., supplanted Texas Commerce as the top bank in return on equity.

A newcomer to the survey, Trust Company of Georgia, Atlanta, supplanted Allied Bancshares Inc., Houston, as the top performer in both return on asset and return on equity among the 44 banking firms in the $5 billion-plus peer group.

Republic New York earned 91 basis points on assets in 1984, compared with 90 basis points in 1983. However, its return on equity fell 4% to 12.97%, as it moved down five places in rank to sixth place. Republic is characterized as a money center bank primarily because of the wholesale and international mix of its customer base.

Bankers Trust moved up two places in rank to become the top money center bank in return on average equity with 16.3% last year, compared with 16.25% in 1983. According to the bank's annual report, "Bankers Trust sets its profitability targets in relation to the performance of a select group of financial institutions with which it competes. The corporation has established return on common equity as its ranking goal and it intends to achieve a [return on common equity] that stands preeminent in its competitive universe. In the present environment, that objective would require a return of $20 on each $100 of common equity."

PNC Financial earned 109 basis points on assets last year, compared with 102 in 1983, when it ranked second. According to the bank's annual report, net income rose 22.3% last year, with net interest income rising 18.2% and noninterest income jumping 26.5%. Loan growth was one of the major factors cited for the gain in net interest income. And the 15.2% gain in trust fees — the largest source of noninterest income — was cited as the main reason for the gain in noninterest revenues.

Trust Company of Georgia, Atlanta, earned 157 basis points on assets last year, compared with 152 basis points in 1983. And it brought in 24.18% on equity, compared with 24.46% in 1983. In a press release, chairman Robert Strickland described 1984 as the best year in the company's history, with net income rising 21.7%. "The record earnings achieved last year were due, in large part, to a high level of loans, growth of noninterest income, careful expense control, and a general robust economy throughout the markets we serve," Mr. Strickland said. ■

## The Impact of Nonperforming Loans on the Net Interest Margin[1]

### Listed by Peer Group in Order of the Net Interest Margin "Lost"

### MONEY CENTER BANKS

| LNIM 1984 | | Net Interest Margin Lost (LNIM) 1984 | 1983 | Net Interest Margin (NIM) 1984 | 1983 | LNIM as a % of NIM 1984 | 1983 |
|---|---|---|---|---|---|---|---|
| 1 | Manufacturers Hanover Corp. | 0.30 | 0.17 | 3.26 | 3.27 | 9.2 | 5.2 |
| 2 | Northern Trust Corp. | 0.29 | 0.36 | 3.39 | 3.27 | 8.6 | 11.0 |
| 3 | Chemical New York Corp. | 0.29 | 0.23 | 3.75 | 3.86 | 7.7 | 6.0 |
| 4 | Bank of Boston Corp. | 0.24 | 0.23 | 4.16 | 4.16 | 5.8 | 5.5 |
| 5 | Chase Manhattan Corp. | 0.22 | 0.22 | 3.51 | 3.53 | 6.3 | 6.2 |
| 6 | Bankers Trust New York Corp. | 0.20 | 0.14 | 2.77 | 2.84 | 7.2 | 4.9 |
| 7 | Republic New York Corp. | 0.20 | 0.05 | 2.83 | 2.87 | 7.1 | 1.7 |
| 8 | First Chicago Corp. | 0.20 | 0.22 | 2.90 | 2.57 | 6.9 | 8.6 |
| 9 | Mellon Bank Corp. | 0.16 | 0.09 | 3.79 | 3.56 | 4.2 | 2.5 |
| 10 | Irving Bank Corp. | 0.15 | 0.07 | 3.12 | 3.07 | 4.8 | 2.3 |
| 11 | J. P. Morgan & Co., Inc. | 0.13 | 0.10 | 2.90 | 3.03 | 4.5 | 3.3 |
| 12 | Citicorp | 0.12 | 0.08 | 3.62 | 3.73 | 3.3 | 2.1 |
| -- | Harris Bankcorp., Inc. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |
| -- | Continental Illinois Corp. | (a) | | | | | |
| | **Money Center Averages** | **0.21** | **0.16** | **3.33** | **3.31** | **6.4** | **4.9** |

### A SAMPLE OF $10 BILLION-ASSET BANKS[2]

| LNIM 1984 | | Net Interest Margin Lost (LNIM) 1984 | 1983 | Net Interest Margin (NIM) 1984 | 1983 | LNIM as a % of NIM 1984 | 1983 |
|---|---|---|---|---|---|---|---|
| 1 | Marine Midland Banks, Inc. | 0.25 | 0.24 | 3.47 | 3.50 | 7.2 | 6.9 |
| 2 | Bank of New York Co., Inc. | 0.25 | 0.25 | 4.14 | 4.21 | 6.0 | 5.9 |
| 3 | NCNB Corp. | 0.12 | 0.11 | 4.43 | 4.28 | 2.7 | 2.6 |
| 4 | PNC Financial Corp. | 0.09 | 0.06 | 4.28 | 4.18 | 2.1 | 1.4 |
| 5 | First National State Bancorp. | 0.08 | N.A. | 5.09 | N.A. | 1.6 | N.A. |
| 6 | Barnett Banks of Florida, Inc. | 0.06 | 0.05 | 5.79 | 5.90 | 1.0 | 0.8 |
| -- | **Averages for Sample Group** | **0.14** | **0.14** | **4.53** | **4.41** | **3.4** | **3.5** |

### A SAMPLE OF $5-$10 BILLION-ASSET BANKS[2]

| LNIM 1984 | | Net Interest Margin Lost (LNIM) 1984 | 1983 | Net Interest Margin (NIM) 1984 | 1983 | LNIM as a % of NIM 1984 | 1983 |
|---|---|---|---|---|---|---|---|
| 1 | First Pennsylvania Corp. | 0.30 | 0.24 | 3.38 | 2.60 | 8.9 | 9.2 |
| 2 | Fidelcor, Inc. | 0.22 | 0.28 | 4.05 | 3.77 | 5.4 | 7.4 |
| 3 | Maryland National Corp. | 0.18 | 0.25 | 5.98 | 5.56 | 3.0 | 4.5 |
| 4 | Fleet Financial Group, Inc. | 0.16 | 0.24 | 5.56 | 4.75 | 2.9 | 5.1 |
| 5 | CBT Corp. | 0.10 | 0.23 | 4.70 | 4.67 | 2.1 | 4.9 |
| 6 | CoreStates Financial Corp. | 0.09 | 0.05 | 6.15 | 5.66 | 1.5 | 0.9 |
| 7 | Southeast Banking Corp. | 0.08 | 0.06 | 4.68 | 4.57 | 1.7 | 1.3 |
| 8 | Midlantic Banks, Inc. | 0.07 | 0.10 | 5.65 | 5.35 | 1.2 | 1.9 |
| 9 | Citizens & Southern Georgia Cp. | 0.05 | 0.06 | 5.69 | 5.49 | 0.9 | 1.1 |
| 10 | United Virginia Bankshares, Inc. | 0.04 | 0.07 | 4.96 | 5.19 | 0.8 | 1.3 |
| 11 | First Union Corp., Inç. | 0.04 | 0.10 | 5.08 | 4.95 | 0.8 | 2.0 |
| 12 | Sun Banks, Inc. | 0.04 | 0.05 | 5.42 | 5.39 | 0.7 | 0.9 |
| 13 | Wachovia Corp. | 0.02 | 0.04 | 5.42 | 5.32 | 0.4 | 0.8 |
| 14 | Sovran Financial Corp. | 0.02 | 0.01 | 5.66 | 5.83 | 0.4 | 0.2 |
| -- | **Averages for Sample Group** | **0.10** | **0.13** | **5.17** | **4.93** | **2.2** | **3.0** |

[1] —The impact of nonperforming loans on the net interest margin is measured by expressing the net interest margin lost on nonperforming loans (LNIM) as a percentage of the net interest margin (NIM).

The LNIM is defined as net interest income lost on nonperforming loans expressed as a percentage of average earning assets.

The banks are listed in order of their LNIM. Also shown is the net interest margin for each bank and the impact ratio of LNIM-to-NIM.

[2] — At the time of this writing, only data for a selected sample of banks in this peer group were available.

(a)— Continental Illinois Corp was not included to avoid distortions. N.A.— Not Available.

**Source: Bancompare I, Cates Consulting Analysts, New York.**

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# Connecticut Group Boosts Its Holdings in Freedom Savings to 9%

**Special to the American Banker**

TAMPA, Fla. — A Connecticut real estate development group has increased its holdings in Freedom Savings and Loan Association of Tampa.

F.D. Rich Co. and its major shareholders now hold more than 9% of Freedom, said Robert Klingler, chairman of the Tampa thrift.

The announcement came after heavy trading of the thrift's stock during the past two weeks.

Calling the Connecticut investors "friends of Freedom," Mr. Klinger said he was very pleased with the situation.

Rich, based in Stamford, Conn., is involved in real estate development and construction, said Robert Rich. He and his brother, Frank Rich, are its major shareholders.

They, along with company attorney Lawrence Gochberg and some subsidiary companies, have several stock investments in Freedom, Mr. Rich said. Their original Freedom stock purchase was made about a year ago, he said.

"Several of us have stock in it," he said. "I really don't know how much we have, but I have about 70,000 shares."

Mr. Rich said his company has a long history in real estate development and has had major holdings across the nation and in the Caribbean. Primarily involved in construction of office buildings and major hotels, it has confined most of its recent work to the Stamford area, he said.

Although he does not have any Florida projects, Mr. Rich said he and his partners are interested in securities investments here.

"We have held stock in several Florida financial institutions," he said, including a current investment in Florida Federal.

Characterizing his group as a "friendly and passive investor," Mr. Rich said it was not interested in becoming active participants in Freedom. "It is not unusual for us to move in and out of investments."

While 198,900 shares were reported to have traded June 11, Mr. Rich said his group probably bought less than 50% of them. Venezuelan investor Juan Vincente Perez Sandoval sold 198,700 of those shares for more than $11 per share, Mr. Klingler said.

Prior to the sale, Mr. Perez Sandoval owned 9.9% of Freedom and was one of its largest shareholders. Charles Bazarian of Oklahoma City and Florida investor Harold Vernon each continue to own 9.9% of Freedom. ■

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# Connecticut's Citytrust Promotes Strait, Baird

BRIDGEPORT, Conn. — Charles M. Strait has been promoted to deputy chief lending officer of Citytrust. Mr. Strait, already a senior vice president, will oversee lending activities in the bank's eastern, northern, and central regions.

L. Kirk Baird, who joined Citytrust in April, has been appointed to succeed Mr. Strait as senior vice president and manager of the eastern region, with headquarters in the Gold Building in New Haven. ■

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# Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Bank Performance Annual** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

(2.) What do you like **best** about this tabulation?

(3.) What do you like **least** about this tabulation?

(4.) **How** do you use this information in your work?

(5.) What **new** statistical survey would you like to see?

**Name (optional)**

**Title**

**Company**

**Address**

**Phone**

# American B

The Daily Financial Services Newspaper

VOL. CL NO. 126 Friday, June 28, 1985 150th Year

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STATISTICAL REFERENCE INDEX
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SITE 800
BETHESDA MD 20814

## TODAY

**SWAPPERS SWITCH:** Four members of the interest rate swap team at First National Bank of Chicago have resigned to start up a swap unit at Security Pacific Corp. .......... 1

**TRUST SURVEY:** Trust income rose substantially at the top banks in the field last year .......... 1

**FINANCIAL GUARANTEES:** Standard & Poor's has worked hard to develop a rating system ... Brown Deer Bank sprouts a new antler .......... 1

**CONFUSION:** Bankers are confused about federal regulators' directive on how to treat Argentine debt .......... 2

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**STANDING PAT:** Hongkong & Shanghai Bank will not increase its stake in Marine Midland Banks .......... 2

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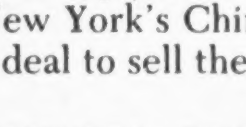
**REQUIRED READING:** Richard S. Braddock, a group executive for Citicorp, advises researching customer desires before plunging into a new market or investing in new technology .......... 4



**BACK PAGE:** James W. Johnston has marketed underwear and cigarettes and now is selling electronic banking services for Citicorp .......... 32

**Quote**

***We're not smart enough yet to know what's been done wrong.***

Citicorp executive James W. Johnston on the search for a videotex market. [32]

**Unquote**

# Survey Finds Higher Income From Trusts at 100 Top Banks

By L. MICHAEL CACACE

NEW YORK — Trust income rose substantially at the top trust departments last year.

For the top 100 banks and trust companies, gross trust income jumped 17.3% in 1984, to $3.87 billion. In 1983, it was $3.3 billion, with the top 100 firms posting a record 27% gain in that year.

Tables Start on Page 10

The 1984 increase was attributable to three factors: higher prices for trust services; the growth in the value of managed assets; and the growth in the volume of agency services, which include the registration and the transfer of stocks and bonds, corporate trustee accounts, and custodial services.

**Top 5 Trust Firms In 1984 Trust Income**

| | (Millions) |
|---|---|
| 1. J.P. Morgan & Co. | $248.80 |
| 2. Chase Manhattan Corp. | 154.06 |
| 3. Bankers Trust New York Corp. | 153.42 |
| 4. Bank of New York Co. | 152.90 |
| 5. Citicorp | 152.86 |

...from American Banker's Data Base

These are some of the findings in the *American Banker's* annual survey of the top 100 firms in trust assets and gross trust income, published today.

The rise in income was more than two and a half times greater than the

➸ Survey: Page 19

# How Much Risk Is Too Much?

## S&P's Worst-Case Scenario Tightens Standards for Guarantors

By LYNN BRENNER

**Fifth of Five Parts**

NEW YORK — The Standard & Poor's Corp. has been hard put to keep up with the extraordinary growth of the financial guarantee business. "We'd love the luxury of six months off from rating," says Robert Mebus, managing director in charge of its financial institutions/mortgage division.

$
Financial Guarantees

S&P is the only entity that has been monitoring and setting standards for financial guarantors since the market began in 1971. The only other standard setter for the business even today is Moody's Investor Services, which began rating financial guarantors only last year.

S&P's position as de facto expert on the market has added to its workload. Its staff is now inundated by invitations to speak before regulators and financial services executives eager to learn about the business. "I'm making an average of a speech a week about it," says Mr. Mebus.

In between speaking engagements, S&P staff has worked hard. In the last year, the agency has revised its rating and monitoring criteria for financial guarantee insurers, begun applying the new standards to established guarantors, created a rating methodology for the many would-be insurers of corporate bonds eager to join the market, and become consultant to regulators who are only beginning to study this new market.

Despite this prodigious undertaking, S&P's scrutiny of the financial guarantee business is very limited. Its primary area of expertise is bond insurance — only one of the many kinds of guarantees now being sold. And it monitors only a small number of insurance companies now in the market — those that have obtained or applied for an AAA rating for claims-paying ability.

They include two types of compa-

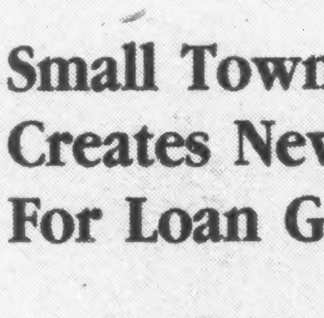
➸ Guarantees: Page 6

## Small Town Banker Creates New Vehicle For Loan Guarantees

By JOHN MORRIS

**BROWN DEER, Wis. — When it comes to inventing financial guarantees, Wall Street has nothing on one small Wisconsin bank.**

**The independent Brown Deer Bank has created a unique vehicle for funneling money from pension funds and insurance companies into small growing businesses. Having found one way to tap this hitherto unapproachable source of funding, it is now looking at variations on the theme — which, ironically, lead it back into more traditional avenues of banking.**



DEAN TREPTOW

**Few would have imagined that innovation in investment banking could come from a small bank just north of Milwaukee. But 47-year-old Dean Treptow, president and 15% owner of the $53.8 million-de-**

➸ Brown Deer: Page 9

# 4 Top Swappers Defect from First Chicago

## Will Help Start New Division For Security Pacific Corp.

By LISABETH WEINER

CHICAGO — Four senior members of the interest rate swap team at First National Bank of Chicago have resigned to start up a new interest rate and currency swap division for the Security Pacific Corp.

Among those leaving is Jack Mullen, who had been vice president and head of corporate finance at First Chicago. Other members of Security Pacific's ready-built swap team are Denise Boutross and Michael Ford, who were in First Chicago's home office, and Kevin Callahan, who worked in First Chicago's London office, according to Michael Soden, deputy managing director of Security Pacific Ltd., London. Mr. Mullen, Mr. Ford, and Mr. Callahan will join Mr. Soden in London, while Ms. Boutross will be New York.

Sources said a fifth person is expected to resign from First Chicago to join Security Pacific later this summer.

Also joining Security Pacific will be Stephanie Warren, who will head up the New York office as senior vice president of Security Pacific Capital Markets. Ms. Warren resigned earlier this month from Citibank, which experienced an upheaval in its swap department last spring, when about 14 people left.

According to banking sources, the swap team's departure may have less to do with First Chicago than it does with Security Pacific. These senior swap experts were intrigued by the challenge of beginning a division from the ground up, sources say. "Challenge and the

➸ Swaps: Page 25

Your Mid-South Connection for Performance

THIRD NATIONAL BANK

Member F.D.I.C
Nashville, Tennessee

# Top 100 Firms in Discretionary Assets

## Ranked in Order of 1984 Market Value of Discretionary Assets

Compiled by **American Banker** Copyright 1985

| Rank 1984 | | Market Value of Discretionary Assets (a) | | Rank 1983 | Gain in Rank | Trust Income Rank 1984 | Deposit Rank (k) 1984 |
|---|---|---|---|---|---|---|---|
| | | 1984 | 1983 | | | | |
| 1 | J.P. Morgan & Co., Inc., New York (M) | 39,160,000,000 | 37,543,434,000 | 2 | +1 | 1 | 5 |
| 2 | Citicorp, New York (M) | 39,041,000,000 | 35,990,544,000 | 3 | +1 | 5 | 2 |
| 3 | Bankers Trust New York Corp. (M) | 36,922,332,000 | 37,602,000,000 | 1 | | 3 | 8 |
| 4 | PNC Financial Corp., Pittsburgh (M) | 27,702,085,000 | 24,008,545,000 | 5 | +1 | 13 | 39 |
| 5 | Chase Manhattan Corp., New York (M) | 25,773,745,000 | 17,335,228,000 | 6 | +1 | 2 | 3 |
| 6 | Manufacturers Hanover Corp., New York (M) | 24,905,036,382 | 27,497,124,190 | 4 | | 6 | 4 |
| 7 | Mellon Bank Corp., Pittsburgh (M) | 24,100,000,000 | 14,558,718,000 | 9 | +2 | 10 | 15 |
| 8 | Northern Trust Corp., Chicago (M) | 18,149,769,000 | 15,528,573,000 | 7 | | 8 | 54 |
| 9 | Harris Bankcorp., Inc., Chicago (M) | 15,293,063,000 | 14,311,536,000 | 11 | +2 | 19 | 37 |
| 10 | Wells Fargo & Co., San Francisco (O) | 14,837,212,000 | 14,492,608,000 | 10 | | 22 | 10 |
| 11 | Chemical New York Corp. (M) | 14,744,941,000 | 15,505,356,000 | 8 | | 14 | 6 |
| 12 | Wilmington Trust Co., Del. (B) | 12,607,942,000 | 12,008,684,000 | 12 | | 46 | 156 |
| 13 | First Interstate Bancorp., Los Angeles (M) | 12,352,682,000 | 11,855,083,000 | 13 | | 11 | 14 |
| 14 | State Street Boston Corp. (M) | 11,650,000,000 | 9,644,609,000 | 18 | +4 | 9 | 72 |
| 15 | First Chicago Corp. (d,O) | 10,406,347,000 | 9,048,972,000 | 21 | +6 | 15 | 9 |
| 16 | Capital Guardian Trust Co., Los Angeles (T) | 10,247,523,108 | 10,256,301,882 | 16 | | 35 | ... |
| 17 | U.S. Trust Corp., New York (O) | 10,073,133,000 | 10,155,971,000 | 17 | | 12 | 144 |
| 18 | Continental Illinois Corp., Chicago (M) | 9,544,045,000 | 10,864,508,141 | 15 | | 18 | 13 |
| 19 | First Bank System, Minneapolis (M) | 8,939,027,000 | 9,339,337,000 | 19 | | 21 | 48 |
| 20 | InterFirst Corp., Dallas (M) | 8,883,151,000 | 9,239,107,000 | 20 | | 20 | 25 |
| 21 | Fiduciary Trust Co., New York (B) | 8,418,630,000 | 8,597,658,000 | 23 | +2 | 38 | 1,235 |
| 22 | AmeriTrust Corp., Cleveland (O) | 8,408,549,000 | 8,004,185,000 | 24 | +2 | 27 | 43 |
| 23 | Crocker National Corp., San Francisco (O) | 8,318,211,000 | 11,164,906,000 | 14 | | 23 | 11 |
| 24 | National City Corp., Cleveland (M) | 8,176,516,000 | 6,152,141,000 | 33 | +9 | 31 | 76 |
| 25 | BankAmerica Corp., San Francisco (M) | 7,618,617,000 | 8,686,715,000 | 22 | | 7 | 1 |
| 26 | Bank of New York Co., Inc. (M) | 7,197,841,000 | 7,389,089,000 | 25 | | 4 | 18 |
| 27 | NBD Bancorp., Inc., Detroit (M) | 6,831,536,000 | 6,690,389,000 | 27 | | 29 | 21 |
| 28 | RepublicBank Corp., Dallas (M) | 6,816,777,000 | 6,268,781,000 | 31 | +3 | 24 | 19 |
| 29 | Texas Commerce Bancshares Inc., Houston (M) | 6,745,101,000 | 5,214,301,000 | 35 | +6 | 30 | 27 |
| 30 | American National Corp., Chicago (M) | 6,686,165,000 | 6,590,587,000 | 29 | | 62 | 90 |
| 31 | Centerre Bancorp., St. Louis, Mo. (M) | 6,607,716,000 | 6,504,148,000 | 30 | | 36 | 109 |
| 32 | Bank of Boston Corp. (M) | 6,514,539,000 | 6,654,921,000 | 28 | | 16 | 16 |
| 33 | Irving Bank Corp., New York (M) | 6,409,512,000 | 4,951,886,000 | 36 | +3 | 26 | 17 |
| 34 | Norwest Corp., Minneapolis (M) | 6,153,000,000 | 6,240,860,000 | 32 | | 25 | 49 |
| 35 | Bank of New England Corp., Boston (M) | 6,092,766,000 | 6,854,000,000 | 26 | | 39 | 64 |
| 36 | Manufacturers National Corp., Detroit (M) | 5,877,030,000 | 4,883,883,000 | 38 | +2 | 58 | 51 |
| 37 | Security Pacific Corp., Los Angeles (O) | 5,675,512,000 | 5,858,543,000 | 34 | | 17 | 7 |
| 38 | Trust Company of Georgia, Atlanta (M) | 5,675,199,000 | 4,908,833,000 | 37 | | 40 | 92 |
| 39 | Boatmen's Bancshares Inc., St. Louis, Mo. (M) | 5,408,993,000 | 4,881,016,000 | 39 | | 94 | 274 |
| 40 | CoreStates Financial Corp., Philadelphia (M) | 5,271,000,000 | 3,946,000,000 | 47 | +7 | 61 | 40 |
| 41 | NCNB Corp., Charlotte, N.C. (M) | 5,239,746,000 | 4,032,972,000 | 45 | +4 | 33 | 24 |
| 42 | Mercantile Bancorp., Inc., St. Louis, Mo. (M) | 4,980,679,000 | 4,478,476,210 | 41 | | 55 | 91 |
| 43 | Hartford National Corp., Conn. (O) | 4,742,517,000 | 3,948,999,000 | 46 | +3 | 32 | 45 |
| 44 | Comerica Inc., Detroit (M) | 4,710,476,000 | 4,497,101,000 | 40 | | 42 | 35 |
| 45 | First City Bancorporation of Texas, Inc., Houston (M) | 4,476,505,000 | 4,367,991,000 | 42 | | 34 | 31 |
| 46 | Wachovia Corp., Winston-Salem, N.C. (O) | 4,333,424,862 | 4,120,560,326 | 43 | | 28 | 28 |
| 47 | First Wisconsin Corp., Milwaukee (M) | 4,025,437,000 | 4,110,507,000 | 44 | | 48 | 88 |
| 48 | American Fletcher Corp, Indianapolis (O) | 4,014,141,000 | 3,236,242,000 | 52 | +4 | 93 | 93 |
| 49 | Marine Midland Banks, Inc., Buffalo, N.Y. (O) | 3,904,832,000 | 3,674,699,000 | 49 | | 37 | 12 |
| 50 | First Pennsylvania Corp., Philadelphia (O) | 3,847,166,000 | 3,773,559,000 | 48 | | 43 | 62 |
| 51 | American Security Corp., Washington, D.C. (O) | 3,630,038,000 | 2,888,731,000 | 58 | +7 | 72 | 70 |
| 52 | Mercantile Bankshares Corp., Baltimore (M) | 3,625,625,000 | 3,186,192,000 | 53 | +1 | 57 | 305 |
| 53 | United Virginia Bankshares, Inc., Richmond (O) | 3,557,757,000 | 2,592,319,000 | 62 | +9 | 56 | 52 |
| 54 | Indiana National Corp., Indianapolis (O) | 3,427,035,875 | 2,997,246,000 | 57 | +3 | 85 | 96 |
| 55 | Sovran Financial Corp., Norfolk, Va. (O) | 3,366,985,000 | 3,152,848,000 | 54 | | 49 | 30 |
| 56 | CBT Corp., Hartford, Conn. (O) | 3,257,839,000 | 3,307,495,000 | 50 | | 51 | 42 |
| 57 | First Kentucky National Corp., Louisville (M) | 3,234,355,000 | 3,011,687,000 | 56 | | 90 | 94 |
| 58 | First National State Bancorp., Newark, N.J. (M) | 3,187,026,000 | 1,279,068,000 | 105 | + 47 | 50 | 34 |
| 59 | Fidelcor, Inc., Philadelphia (M) | 3,165,926,000 | 3,245,722,480 | 51 | | 54 | 46 |
| 60 | Shawmut Corp., Boston (M) | 2,957,000,000 | 2,701,431,000 | 61 | +1 | 41 | 101 |
| 61 | Banc One Corp., Columbus, Ohio (M) | 2,854,638,000 | 2,448,223,300 | 67 | +6 | 52 | 126 |
| 62 | Citizens & Southern Georgia Corp., Atlanta (M) | 2,812,887,339 | 2,720,618,000 | 60 | | 63 | 38 |
| 63 | AmSouth Bancorp., Birmingham, Ala. (M) | 2,809,531,000 | 2,852,606,000 | 59 | | 67 | 73 |
| 64 | Texas American Bancshares Inc., Fort Worth (M) | 2,761,944,000 | 2,552,475,000 | 64 | | 66 | 118 |
| 65 | RIHT Financial Corp., Providence, R.I. (M) | 2,510,565,000 | 2,503,655,000 | 66 | +1 | 59 | 139 |
| 66 | Midlantic Banks Inc., Edison, N.J. (M) | 2,509,300,000 | 2,178,996,000 | 71 | +5 | 75 | 98 |
| 67 | United Banks of Colorado, Denver (M) | 2,428,820,000 | 2,059,736,000 | 76 | +9 | 78 | 130 |
| 68 | Fifth Third Bancorp., Cincinnati (M) | 2,410,105,000 | 2,277,026,000 | 69 | +1 | 86 | 188 |
| 69 | Hibernia Corp., New Orleans, La. (O) | 2,348,458,000 | 2,002,002,000 | 80 | + 11 | 125 | 179 |
| 70 | Sun Banks, Inc., Orlando, Fla. (M) | 2,298,639,000 | 2,500,000,000 | ... | | 53 | 112 |
| 71 | Fleet Financial Group, Inc., Providence, R.I. (O) | 2,269,994,000 | 2,021,837,000 | 78 | +7 | 107 | 75 |
| 72 | CharterCorp., Kansas City, Mo. (M) | 2,212,849,000 | 2,089,959,000 | 75 | +3 | 117 | 224 |
| 73 | Central Bancorp, Inc., Cincinnati (M) | 2,210,795,000 | 2,108,171,628 | 74 | +1 | 89 | 175 |
| 74 | BancOklahoma Corp., Tulsa (O) | 2,210,219,000 | 2,000,278,000 | 81 | +7 | 118 | 169 |
| 75 | Third National Corp., Nashville (M) | 2,192,017,000 | 2,045,604,000 | 77 | +2 | 76 | 137 |
| 76 | Hawaiian Trust Co., Ltd., Honolulu (T) | 2,161,000,000 | 2,164,000,000 | 72 | | 82 | ... |
| 77 | Glenmede Trust Co., Philadelphia (T) | 2,152,773,304 | 2,008,969,575 | 79 | +2 | 124 | ... |
| 78 | Old Kent Financial Corp., Grand Rapids, Mich. (M) | 2,110,811,000 | 1,716,710,000 | 89 | + 11 | 95 | 125 |
| 79 | United Missouri Bancshares Inc., Kansas City, Mo. (M) | 2,105,496,000 | 1,939,767,000 | 84 | +5 | 71 | 225 |
| 80 | BanCal Tri-State Corp., San Francisco (O) | 2,034,823,000 | 2,205,981,000 | 70 | | 47 | 99 |
| 81 | Union National Corp., Mt. Lebanon, Pa. (O) | 2,030,385,000 | 1,930,495,000 | 85 | +4 | 102 | 154 |
| 82 | Valley National Corp., Phoenix, Ariz. (O) | 2,024,841,000 | 2,152,776,000 | 73 | | 69 | 23 |
| 83 | Riggs National Corp., Washington, D.C. (O) | 1,889,301,000 | 1,742,892,000 | 86 | +3 | 92 | 60 |
| 84 | First Atlanta Corp. (M) | 1,828,635,000 | 2,507,519,994 | 65 | | 83 | 50 |
| 85 | Society Corp., Cleveland (M) | 1,806,558,000 | N.A. | ... | | 96 | 121 |
| 86 | First Oklahoma Bancorp., Inc., Oklahoma City (O) | 1,776,686,000 | 1,737,569,000 | 87 | +1 | 112 | 148 |
| 87 | Marshall & Ilsley Corp., Milwaukee (M) | 1,770,553,000 | 1,657,713,000 | 92 | +5 | 60 | 209 |
| 88 | Barnett Banks of Florida, Jacksonville (M) | 1,750,000,000 | 1,455,614,000 | 98 | + 10 | 65 | 252 |
| 89 | Horizon Bancorp., Morristown, N.J. (M) | 1,721,585,000 | 1,693,241,000 | 90 | +1 | 115 | 201 |
| 90 | First Union Corp., Charlotte, N.C. (O) | 1,714,744,000 | 2,572,538,000 | 53 | | 74 | 57 |
| 91 | Marine Trust Co., NA, Milwaukee, Wis. (T) | 1,710,671,000 | 1,390,718,000 | 102 | + 11 | 81 | ... |
| 92 | First National Cincinnati Corp.(M) | 1,696,577,000 | 1,679,711,000 | 91 | | 87 | 192 |
| 93 | Rainier Bancorp., Seattle (M) | 1,686,394,000 | 1,512,699,000 | 97 | +4 | 80 | 36 |
| 94 | Merchants National Corp., Indianapolis (O) | 1,657,778,000 | 1,731,580,000 | 88 | | 120 | 155 |
| 95 | First Tennessee National Corp., Memphis(M) | 1,649,104,000 | 1,542,301,000 | 95 | | 103 | 65 |
| 96 | Toledo Trustcorp Inc., Ohio (M) | 1,640,646,000 | 1,625,600,000 | 93 | | 105 | 187 |
| 97 | Citizens Fidelity Corp., Louisville, Ky.(O) | 1,632,490,000 | 1,535,885,000 | 96 | | 113 | 107 |
| 98 | Huntington Bancshares Inc., Columbus, Ohio(M) | 1,623,598,000 | 1,400,000,000 | 101 | +3 | 79 | 59 |
| 99 | MCorp, Dallas (e,M) | 1,578,145,673 | 1,389,879,565 | 103 | +4 | 44 | 41 |
| 100 | Centran Corp., Cleveland(M) | 1,568,340,000 | 1,591,708,000 | 94 | | 91 | 143 |

Based on American Banker's survey of the top 200 trust institutions in the nation. A footnote appears after the name of the institution to describe its type. Type of institution: **(B)** — Commercial bank; **(M)** — Multibank holding company; **(T)** — Nondeposit trust; **(O)** — One-bank holding company.

For a listing of the discretionary trust assets held by the subsidiaries of commercial bank holding companies ranked among the top 100, see the listing entitled "Banking Companies' Subsidiaries Engaged in Trust Activity," which begins on page 14.

**(a)** — Discretionary assets are assets of accounts over which an institution is authorized-directly or indirectly-to determine what securities or other property shall be purchased or sold by, or for, the account; or makes recommendations as to what securities or other property shall be purchased or sold by, or for, the account, even though some other person may have responsibility for investment decisions. Assets of accounts over which investment discretion is shared with some other person, such as a co-trustee, are included. The data of market value of these assets is either: (1) any one date within the last 60 days of 1984; or (2) the date of the most recent review of each account. **(d)** — Asset figures do not include American National Corp., Chicago. **(e)** — Data are for MBank Dallas NA, the lead bank of MCorp. Asset data for MCorp were not available. MBank Dallas accounts for approximately 40% of the MCorp's discretionary trust assets. **(k)** — Rank is for the lead bank of the holding company.

# Top 100 Firms in Trust Income

## Ranked by Size of Trust Department's 1984 Gross Operating Revenues

Compiled by **American Banker** Copyright 1985

| Rank 1984 | | Total Trust Income (a) 1984 | Total Trust Income (a) 1983 | Rank 1983 | Gain in Rank | Total Operating Income 1984 | Trust Income As % of Total | 1984 Market Value Of Trust Assets (b) |
|---|---|---|---|---|---|---|---|---|
| 1 | J.P. Morgan & Co., Inc., New York (M) | 248,800,000 | 218,200,000 | 1 | | 6,562,000,000 | 3.8 | 39,160,000,000 |
| 2 | Chase Manhattan Corp., New York (M) | 154,056,000 | 119,589,000 | 4 | +2 | 9,881,262,000 | 1.6 | 376,601,498,000 |
| 3 | Bankers Trust New York Corp. (M) | 153,417,000 | 117,531,000 | 5 | +2 | 4,834,177,000 | 3.2 | 109,156,000,000 |
| 4 | Bank of New York Co., Inc. (M) | 152,898,000 | 144,902,651 | 2 | | 1,576,955,000 | 9.7 | 169,162,391,892 |
| 5 | Citicorp, New York (M) | 152,863,000 | 139,797,000 | 3 | | 20,494,000,000 | 0.7 | N.A. |
| 6 | Manufacturers Hanover Corp., New York (M) | 113,242,000 | 91,689,000 | 6 | | 8,314,786,000 | 1.4 | N.A. |
| 7 | BankAmerica Corp., San Francisco (M) | 109,697,000 | 88,371,000 | 8 | +1 | 14,397,419,000 | 0.8 | 39,376,568,000 |
| 8 | Northern Trust Corp., Chicago (M) | 105,291,000 | 88,801,000 | 7 | | 754,373,000 | 14.0 | 70,878,651,000 |
| 9 | State Street Boston Corp. (M) | 96,936,000 | 76,374,000 | 9 | | 481,846,000 | 20.1 | 214,450,000,000 |
| 10 | Mellon Bank Corp., Pittsburgh (M) | 95,763,000 | 73,831,000 | 11 | +1 | 3,061,862,000 | 3.1 | 85,300,000,000 |
| 11 | First Interstate Bancorp., Los Angeles (M) | 87,632,000 | 67,710,000 | 13 | +2 | 4,964,793,000 | 1.8 | 36,410,505,000 |
| 12 | U.S. Trust Corp., New York (O) | 85,607,000 | 73,546,000 | 12 | | 268,205,000 | 31.9 | 65,020,930,000 |
| 13 | PNC Financial Corp., Pittsburgh (M) | 78,603,000 | 65,875,000 | 14 | +1 | 1,499,380,000 | 5.2 | 39,604,051 |
| 14 | Chemical New York Corp. (M) | 77,550,000 | 75,251,000 | 10 | | 5,857,013,000 | 1.3 | N.A. |
| 15 | First Chicago Corp. (d) (O) | 77,421,000 | 53,941,000 | 20 | +5 | 4,525,676,000 | 1.7 | 66,054,930,000 |
| 16 | Bank of Boston Corp. (M) | 71,317,000 | 59,470,000 | 17 | +1 | 3,402,226,000 | 2.1 | 31,465,079,172 |
| 17 | Security Pacific Corp., Los Angeles (O) | 67,530,000 | 57,044,000 | 18 | +1 | 5,249,284,000 | 1.3 | 43,854,431,000 |
| 18 | Continental Illinois Corp., Chicago (M) | 64,000,000 | 62,369,000 | 16 | | 4,091,000,000 | 1.6 | 60,401,359,000 |
| 19 | Harris Bankcorp., Inc., Chicago (M) | 60,913,000 | 50,066,000 | 22 | +3 | 1,027,641,000 | 5.9 | 38,382,665,000 |
| 20 | InterFirst Corp., Dallas (M) | 56,800,000 | 47,000,000 | 24 | +4 | 2,441,200,000 | 2.3 | 15,501,038,000 |
| 21 | First Bank System, Minneapolis (M) | 55,840,000 | 50,654,000 | 21 | | 2,350,315,000 | 2.4 | 28,429,562,000 |
| 22 | Wells Fargo & Co., San Francisco (O) | 51,159,000 | 56,379,000 | 19 | | 3,372,176,000 | 1.5 | 36,337,450,000 |
| 23 | Crocker National Corp., San Francisco (O) | 49,973,000 | 48,855,000 | 23 | | 275,867,700 | 18.1 | 20,588,411,000 |
| 24 | RepublicBank Corp., Dallas (M) | 45,807,000 | 38,300,000 | 27 | +3 | 2,204,866,000 | 2.1 | 21,852,777,000 |
| 25 | Norwest Corp., Minneapolis (M) | 45,500,000 | 39,954,000 | 25 | | 2,682,000,000 | 1.7 | 35,875,000,000 |
| 26 | Irving Bank Corp., New York (M) | 44,667,000 | 38,587,000 | 26 | | 2,142,547,000 | 2.1 | N.A. |
| 27 | AmeriTrust Corp., Cleveland (O) | 39,168,000 | 35,244,000 | 28 | +1 | 655,719,000 | 6.0 | 19,665,263,000 |
| 28 | Wachovia Corp., Winston-Salem, N.C. (O) | 34,613,831 | 29,964,542 | 31 | +3 | 914,353,185 | 3.8 | 22,100,700,064 |
| 29 | NBD Bancorp., Inc., Detroit (M) | 33,639,000 | 32,033,000 | 30 | +1 | 1,377,777,000 | 2.4 | 27,716,946,000 |
| 30 | Texas Commerce Bancshares Inc., Houston (M) | 33,000,000 | 27,993,000 | 32 | +2 | 2,067,000,000 | 1.6 | 16,695,000,000 |
| 31 | National City Corp., Cleveland (M) | 32,983,000 | 27,934,000 | 33 | +2 | 825,741,000 | 4.0 | 18,774,781,000 |
| 32 | Hartford National Corp., Conn. (O) | 32,534,000 | 23,894,000 | 42 | +10 | 633,407,000 | 5.1 | 10,883,632,798 |
| 33 | NCNB Corp., Charlotte, N.C. (M) | 31,933,000 | 27,108,000 | 38 | +5 | 1,643,031,000 | 1.9 | N.A. |
| 34 | First City Bancorp. of Texas, Inc., Houston (M) | 30,721,000 | 27,541,000 | 36 | +2 | 1,899,347,000 | 1.6 | 10,312,607,000 |
| 35 | Capital Guardian Trust Co., Los Angeles (T) | 30,189,293 | 27,756,013 | 35 | | 30,189,293 | 100.0 | 11,769,946,683 |
| 36 | Centerre Bancorp., St. Louis, Mo. (M) | 30,053,000 | 27,823,000 | 34 | | 548,683,000 | 5.5 | 10,343,517,000 |
| 37 | Marine Midland Banks, Inc., Buffalo, N.Y. (O) | 29,578,000 | 25,758,000 | 39 | +2 | 2,602,508,000 | 1.1 | 4,763,000,000 |
| 38 | Fiduciary Trust Co., New York (B) | 29,423,149 | 27,258,081 | 37 | | 41,441,115 | 71.0 | 21,495,180,000 |
| 39 | Bank of New England Corp., Boston (M) | 28,448,000 | 34,322,000 | 29 | | 810,237,000 | 3.5 | 31,961,292,000 |
| 40 | Trust Company of Georgia, Atlanta (M) | 28,362,000 | 24,020,000 | 41 | +1 | 646,707,000 | 4.4 | 9,675,791,000 |
| 41 | Shawmut Corp., Boston (M) | 27,841,000 | 22,847,000 | 45r | +4 | 678,236,000 | 4.1 | 11,244,000,000 |
| 42 | Comerica Inc., Detroit (M) | 27,662,000 | 24,897,000 | 40 | | 1,023,063,000 | 2.7 | 7,464,186,000 |
| 43 | First Pennsylvania Corp., Philadelphia (O) | 27,295,000 | 23,305,000 | 43 | | 735,321,000 | 3.7 | 25,873,439,000 |
| 44 | MCorp, Dallas (M) | 27,200,000 | 14,951,000 | 60 | +16 | 1,627,716,000 | 1.7 | 3,613,804,966 |
| 45 | Fidata Trust Company, New York (T) | 25,953,000 | 63,201,000 | 15 | | 76,125,000 | 34.1 | 56,301,027,000 |
| 46 | Wilmington Trust Co., Del. (B) | 25,734,000 | 19,381,000 | 48 | +2 | 211,475,000 | 12.2 | 28,166,599,629 |
| 47 | BanCal Tri-State Corp., San Francisco (O) | 25,083,000 | 22,860,000 | 44 | | 406,842,000 | 6.2 | 12,720,267,000 |
| 48 | First Wisconsin Corp., Milwaukee (M) | 24,601,000 | 21,058,000 | 45 | | 588,588,000 | 4.2 | 12,173,000,000 |
| 49 | Sovran Financial Corp., Norfolk, Va. (O) | 24,332,000 | 20,753,000 | 46 | | 911,454,000 | 2.7 | 11,171,516,000 |
| 50 | First National State Bancorp., Newark, N.J. (M) | 23,116,000 | 6,803,000 | 115 | +65 | 1,064,589,000 | 2.2 | 3,187,026,000 |
| 51 | CBT Corp., Hartford, Conn. (O) | 22,504,000 | 19,908,000 | 47 | | 729,013,000 | 3.1 | 34,951,735,000 |
| 52 | Banc One Corp., Columbus, Ohio (M) | 21,480,000 | 17,828,000 | 51 | | 1,049,457,000 | 2.0 | 6,213,000,000 |
| 53 | Sun Banks, Inc., Orlando, Fla. (M) | 21,256,000 | 12,155,000 | ... | | 1,039,547,000 | 2.0 | 4,814,623,000 |
| 54 | Fidelcor, Inc., Philadelphia (M) | 21,013,000 | 19,272,000 | 49 | | 644,872,000 | 3.3 | 11,709,270,314 |
| 55 | Mercantile Bancorp., Inc., St. Louis, Mo. (M) | 20,220,000 | 16,949,000 | 55 | | 598,272,000 | 3.4 | 6,562,291,000 |
| 56 | United Virginia Bankshares, Inc., Richmond (O) | 19,981,000 | 17,465,000 | 53 | | 664,589,000 | 3.0 | 9,423,982,000 |
| 57 | Mercantile Bankshares Corp., Baltimore (M) | 19,939,000 | 18,070,000 | 50 | | 268,805,000 | 7.4 | 11,939,742,000 |
| 58 | Manufacturers National Corp., Detroit (M) | 19,729,000 | 16,735,000 | 57 | | 634,655,000 | 3.1 | 19,663,157,000 |
| 59 | RIHT Financial Corp., Providence, R.I. (M) | 19,591,000 | 17,097,000 | 54 | | 262,728,000 | 7.5 | 6,738,022,000 |
| 60 | Marshall & Ilsley Corp., Milwaukee (M) | 18,836,000 | 15,921,000 | 58 | | 408,739,000 | 4.6 | 4,851,654,000 |
| 61 | CoreStates Financial Corp., Philadelphia (M) | 17,256,000 | 13,472,000 | 65 | +4 | 1,081,917,000 | 1.6 | 22,990,000,000 |
| 62 | American National Corp., Chicago (M) | 17,061,000 | 14,473,000 | 62 | | 363,651,000 | 4.7 | N.A. |
| 63 | Citizens & Southern Georgia Corp., Atlanta (M) | 16,832,000 | 14,634,000 | 61 | | 832,065,000 | 2.0 | 9,746,241,351 |
| 64 | Bessemer Trust Co. NA, New York (T) | 16,460,663 | 13,380,464 | 66 | +2 | 16,460,663 | 100.0 | 1,546,701,000 |
| 65 | Barnett Banks of Florida, Jacksonville (M) | 14,964,000 | 11,645,000 | 72 | +7 | 1,357,533,000 | 1.1 | 5,685,000,000 |
| 66 | Texas American Bancshares Inc., Fort Worth (M) | 14,566,000 | 12,675,000 | 69 | +3 | 663,607,000 | 2.2 | 4,186,463,000 |
| 67 | AmSouth Bancorp., Birmingham, Ala. (M) | 14,450,000 | 12,907,000 | 67 | | 453,465,000 | 3.2 | 5,736,647,000 |
| 68 | Union Bancorp, Los Angeles (O) | 13,516,000 | 15,105,000 | 59 | | 850,515,000 | 1.6 | 4,082,663,000 |
| 69 | Valley National Corp., Phoenix, Ariz. (O) | 13,500,000 | 12,563,000 | 70 | +1 | 968,141,000 | 1.4 | 5,482,172,000 |
| 70 | Southeast Banking Corp., Miami (M) | 13,414,000 | 11,939,000 | 71 | +1 | 1,037,974,000 | 1.3 | 3,273,255,000 |
| 71 | United Missouri Bcsh. Inc., Kansas City, Mo. (M) | 13,276,000 | 10,895,000 | 77 | +6 | 250,506,000 | 5.3 | 19,153,720,000 |
| 72 | American Security Corp., Washington, D.C. (O) | 13,200,000 | 10,829,000 | 79 | +7 | 390,858,000 | 3.4 | 7,780,000,000 |
| 73 | Trust Services of America, Inc., Los Angeles (T) | 13,145,000 | 13,635,000 | 64 | | 14,444,000 | 91.0 | 2,927,541,630 |
| 74 | First Union Corp., Charlotte, N.C. (O) | 13,124,000 | 9,679,000 | 89 | +15 | 827,813,000 | 1.6 | 5,358,656,000 |
| 75 | Midlantic Banks Inc., Edison, N.J. (M) | 13,059,000 | 9,916,000 | 85 | +10 | 714,636,000 | 1.8 | 6,199,681,000 |
| 76 | Third National Corp., Nashville (M) | 13,002,000 | 11,133,000 | 74 | | 461,953,000 | 2.8 | 3,887,144,000 |
| 77 | U.S. Bancorp., Portland, Ore. (M) | 12,952,000 | 12,710,000 | 68 | | 768,883,000 | 1.7 | 2,809,033,000 |
| 78 | United Banks of Colorado, Denver (M) | 12,845,000 | 9,430,000 | 91 | +13 | 468,445,000 | 2.7 | 4,081,907,000 |
| 79 | Huntington Bancshares Inc., Columbus, Ohio (M) | 12,517,000 | 10,951,000 | 76 | | 652,533,000 | 1.9 | 4,480,648,000 |
| 80 | Rainier Bancorp., Seattle (M) | 12,505,000 | 11,075,000 | 75 | | 811,561,000 | 1.5 | 5,740,909,000 |
| 81 | Marine Trust Co., NA, Milwaukee, Wis. (T) | 12,213,450 | 9,761,000 | 87 | +6 | 12,989,825 | 94.0 | N.A. |
| 82 | Hawaiian Trust Co., Ltd., Honolulu (T) | 11,928,713 | 11,286,960 | 73 | | 13,468,931 | 88.6 | 2,556,000,000 |
| 83 | First Atlanta Corp. (M) | 11,867,000 | 10,600,000 | 80 | | 738,948,000 | 1.6 | 5,240,624,000 |
| 84 | Florida National Banks of Florida, Jacksonville (M) | 11,800,000 | 6,813,000 | 114 | +30 | 592,295,000 | 2.0 | N.A. |
| 85 | Indiana National Corp., Indianapolis (O) | 11,767,000 | 9,564,000 | 90 | +5 | 343,749,000 | 3.4 | 7,683,602,408 |
| 86 | Fifth Third Bancorp., Cincinnati (M) | 11,484,000 | 9,116,000 | 94 | +8 | 241,194,000 | 4.8 | 4,887,408,000 |
| 87 | First National Cincinnati Corp. (M) | 11,460,000 | 9,855,000 | 86 | | 296,442,000 | 3.9 | 4,679,119,497 |
| 88 | La Salle National Corp., Chicago (O) | 11,315,000 | 9,751,000 | 88 | | 144,941,000 | 7.8 | 2,226,434,000 |
| 89 | Central Bancorp, Inc., Cincinnati (M) | 11,226,000 | 10,882,000 | 78 | | 329,916,000 | 3.4 | 3,379,987,701 |
| 90 | First Kentucky National Corp., Louisville (M) | 11,183,000 | 10,457,000 | 81 | | 370,044,000 | 3.0 | 5,639,354,000 |
| 91 | Centran Corp., Cleveland (M) | 10,839,000 | 9,102,000 | 95 | +4 | 346,118,000 | 3.1 | 3,094,914,000 |
| 92 | Riggs National Corp., Washington, D.C. (O) | 10,701,000 | 10,097,000 | 83 | | 585,873,000 | 1.8 | 10,840,485,078 |
| 93 | American Fletcher Corp, Indianapolis (O) | 10,685,000 | 10,075,000 | 84 | | 372,534,000 | 2.9 | 8,275,325,000 |
| 94 | Boatmen's Bancshares Inc., St. Louis, Mo. (M) | 10,675,000 | 9,324,000 | 92 | | 131,417,000 | 8.1 | 6,601,183,000 |
| 95 | Old Kent Financial Corp., Grand Rapids, Mich. (M) | 10,407,000 | 8,865,000 | 98 | +3 | 443,983,000 | 2.3 | 2,559,214,000 |
| 96 | Society Corp., Cleveland (M) | 10,207,000 | N.A. | ... | | 603,011,000 | 1.7 | N.A. |
| 97 | California First Bank, San Francisco (B) | 10,070,000 | 9,039,000 | 96 | | 540,519,000 | 1.9 | 2,442,680,000 |
| 98 | Trust Company of the West, Los Angeles (T) | 10,000,000 | 4,192,000 | 136 | +38 | 11,000,000 | 90.9 | 755,000,000 |
| 99 | South Carolina National Corp., Columbia (O) | 9,869,000 | 5,061,000 | 129 | +30 | 300,307,000 | 3.3 | 2,326,123,000 |
| 100 | Cullen/Frost Bankers Inc., San Antonio (M) | 9,669,000 | 8,916,000 | 97 | | 364,468,000 | 2.7 | 2,667,248,000 |

Based on American Banker's survey of the top 200 trust institutions in the nation. A footnote appears after the name of the institution to describe its type. Type of institution: **(B)** — Commercial bank; **(M)** — Multibank holding company; **(T)** — Nondeposit trust; **(O)** — One-bank holding company.

**(a)** — Gross operating income of the trust department, excluding all non-operating credits. **(b)** — Includes discretionary assets, nondiscretionary assets, corporate trust accounts, and accounts of a strictly custodial nature. An "N.A." or not available is shown for those firms reporting discretionary assets only. **(d)** — Income figures include American National Corp., Chicago. **(r)** — Based on revised data. Rank firm would have had, if the revised data were used.

# Banking Companies' Subsidiaries Engaged in Trust Activity

## Banking Companies Ranked Among Top 100 in Trust Assets Are Listed Geographically
## And their subsidiaries are listed in order of Discretionary Trust Assets on Dec. 31, 1984

| | |
|---|---|
| **AmSouth Bancorp, Birmingham, Ala.** | |
| AmSouth Bank NA, Birmingham | $2,809,531,000 |
| **Valley National Corp., Phoenix** | |
| Valley National Bank of Arizona, Phoenix | 2,024,841,000 |
| **First Interstate Bancorp., Los Angeles** | |
| First Interstate Bank of California, Los Angeles | 3,927,324,000 |
| First Interstate Bank of Denver NA | 2,332,943,000 |
| First Interstate Bank of Oregon NA, Portland | 1,738,223,000 |
| First Interstate Bank of Arizona NA, Phoenix | 1,258,543,000 |
| First Interstate Bank of Washington NA, Seattle | 940,342,000 |
| First Interstate Bank of Nevada NA, Reno | 715,980,000 |
| First Interstate Bank of Utah NA, Salt Lake City | 551,284,000 |
| First Interstate Bank of Idaho NA, Boise | 433,793,000 |
| First Interstate Bank of Albuquerque, N.M. | 166,930,000 |
| First Interstate Bank of Casper NA, Wyom. | 102,986,000 |
| First Interstate Bank of Fort Collins NA, Colo. | 71,902,000 |
| First Interstate Bank - Santa Fe NA, N.M. | 40,113,000 |
| First Interstate Bank of Lea County, Hobbs, N.M. | 25,459,000 |
| First Interstate Bank of Kalispell NA, Mont. | 17,972,000 |
| First Interstate Bank of Englewood NA, Colo. | 10,361,000 |
| First Interstate Bank of Great Falls, Mont. | 9,586,000 |
| First Interstate Bank of Roswell, N.M. | 5,220,000 |
| First Interstate Bank of Laramie NA, Wyom. | 3,721,000 |
| **Security Pacific Corp., Los Angeles** | |
| Security Pacific National Bank, Los Angeles | 5,675,512,000 |
| **BanCal Tri-State Corp., San Francisco** | |
| Bank of California, San Francisco | N.A. |
| New York Trust Co. | N.A. |
| **BankAmerica Corp., San Francisco** | |
| Bank of America NT &SA, San Francisco | 6,168,633,000 |
| BankAmerica Trust & Bank Corp. (Bahamas), Ltd. | 503,019,000 |
| BankAmerica Investment Management International, Ltd., London | 371,976,000 |
| BankAmerica Trust Co. (Jersey) Ltd., U.K. | 260,000,000 |
| BankAmerica Trust Co. (Hong Kong), Ltd. | 157,569,000 |
| BankAmerica International SA, Luxembourg | 98,100,000 |
| BankAmerica Trust & Banking Corp. (Cayman), Ltd. | 59,320,000 |
| **Crocker National Corp., San Francisco** | |
| Crocker Investment Management Corp., San Francisco | 2,140,000,000 |
| Crocker National Bank, San Francisco | N.A. |
| Bishop Trust Co., Honolulu | N.A. |
| **Wells Fargo & Co., San Francisco** | |
| Wells Fargo Bank NA, San Francisco | 14,837,212,000 |
| **CBT Corp., Hartford** | |
| Connecticut Bank & Trust Co. NA, Hartford | 3,257,839,000 |
| CBT Trust Company of Florida NA, West Palm Beach | 26,981,000 |
| **Hartford National Corp.** | |
| Connecticut National Bank, Hartford | 4,742,517,000 |
| **Wilmington Trust Co., Delaware** | |
| Wilmington Trust Co. | 12,584,883,000 |
| Wilmington Trust of Florida NA, Stuart | 23,059,000 |
| **American Security Corp., Washington, D.C.** | |
| American Security Bank NA, Washington | 3,630,038,000 |
| **Riggs National Corp., Washington, D.C.** | |
| Riggs National Bank, Washington, D.C. | 1,889,301,000 |
| **Sun Banks, Inc., Orlando, Fla.** | |
| Sun Bank/South Florida NA, Ft. Lauderdale | 531,732,000 |
| Sun Bank NA, Orlando | 371,015,000 |
| Sun Bank of Miami | 316,587,000 |
| Sun Bank/Palm Beach County NA, Delray Beach | 175,539,000 |
| Sun Bank of Tampa Bay, Tampa | 150,111,000 |
| Sun Bank/Suncoast NA, St. Petersburg | 146,435,000 |
| Sun Bank/North Florida NA, Jacksonville | 55,915,000 |
| Sun Bank of St. Lucie County, Ft. Pierce | 54,521,000 |
| Sun Bank & Trust/Charlotte County NA, Port Charlotte | 46,848,000 |
| Sun Bank of Volusia, Daytona Beach | 38,231,000 |
| Sun Bank of Ocala | 37,795,000 |
| Sun Bank/Southwest NA, Cape Coral | 37,238,000 |
| Sun Bank/Naples NA | 25,438,000 |
| Sun First National Bank of Polk County, Lake Wales | 15,529,000 |
| Hillsboro Sun Bank | 10,270,000 |
| Sun Bank/Indian River NA | 2,543,000 |
| **Citizens & Southern Georgia Corp., Atlanta** | |
| Citizens & Southern National Bank, Atlanta | 2,750,313,000 |
| Citizens & Southern Bank, Albany | N.A. |
| Citizens & Southern Bank of West Georgia | N.A. |
| **First Atlanta Corp.** | |
| First National Bank, Atlanta | 1,792,312,000 |
| First National Bank, Dalton | 36,323,000 |
| **Trust Company of Georgia, Atlanta** | |
| Trust Company Bank, Atlanta | 5,049,923,000 |
| Trust Company Bank of Middle Georgia NA, Macon | 179,923,000 |
| Trust Company Bank of Savannah NA | 115,240,000 |
| Trust Company Bank of Augusta NA | 94,789,000 |
| Trust Company Bank of Southeast Georgia NA, Brunswick | 80,611,000 |
| National Bank & Trust Co., Columbus | 73,231,000 |
| Trust Company of Northwest Georgia NA, Rome | 39,647,000 |
| First National Bank, Athens | 34,321,000 |
| Trust Company Bank of South Georgia NA, Albany | 7,505,000 |
| **Harris Bankcorp Inc., Chicago** | |
| Harris Trust & Savings Bank, Chicago | N.A. |
| Harris Trust Company of Arizona, Scottsdale | N.A. |
| Bank of Montreal (California), San Francisco | N.A. |
| Harris Trust Co. of Fla., West Palm Beach | N.A. |
| Glencoe National Bank, Ill. | N.A. |
| First National Bank, Hinsdale, Ill. | N.A. |
| Bank of Naperville, Ill. | N.A. |
| Harris Bank-Roselle, Ill. | N.A. |
| First National Bank, Winnetka, Ill. | N.A. |
| Bank of Montreal Trust Co., New York | N.A. |
| Harris Trust Co., New York | N.A. |
| **Northern Trust Corp., Chicago** | |
| Northern Trust Co., Chicago | N.A. |
| Northern Trust Bank of Florida NA, Miami | 983,340,000 |
| Northern Trust Co. of Arizona, Phoenix | 636,545,000 |
| Northern Trust Bank of Florida/Sarasota NA | 464,297,000 |
| Northern Trust Bank of Florida/Naples NA | 284,009,000 |
| Northern Trust Bank of Florida/Palm Beach NA | 130,048,000 |
| **American Fletcher Corp., Indianapolis** | |
| American Fletcher National Bank & Trust Co., Indianapolis | 4,014,141,000 |
| **Merchants National Corp., Indianapolis** | |
| Merchants National Bank & Trust Co., Indianapolis | 1,657,778,000 |
| **First Kentucky National Corp., Louisville** | |
| First Kentucky Trust Co., Louisville | 2,832,974,000 |
| First National Bank, Louisville | 401,381,000 |
| **Mercantile Bankshares Corp., Baltimore** | |
| Mercantile Safe Deposit & Trust Co., Baltimore | 3,625,625,000 |
| Fredericktown Bank & Trust Co., Frederick | 0 |
| Westminster Bank & Trust Co. | 0 |
| **Bank of Boston Corp.** | |
| First National Bank, Boston | N.A. |
| Bank of Boston-Western Massachusetts NA, Springfield | 72,047,000 |
| Bank of Boston Trust Co. of Arizona, Phoenix | N.A. |
| Bank of Boston Trust Co. of Southeast Florida NA, Palm Beach | N.A. |
| Bank of Boston Trust Co. of Southwest Florida, Sarasota | N.A. |
| Bank of Boston Bristol NA, New Bedford, Mass. | N.A. |
| Old Colony Trust Company of South Carolina NA, Hilton Head | N.A. |
| **Bank of New England Corp., Boston (a)** | |
| Bank of New England NA, Boston | 2,417,476,000 |
| Bank of New England-West, Springfield | 613,362,000 |
| Bank of New England-Bristol County NA, Fall River | 69,114,000 |
| Bank of New England-North Shore, Gloucester | 44,520,000 |
| Bank of New England-Franklin County NA, Greenfield | 37,087,000 |
| Bank of New England-Hampshire County NA, North Hampton | 32,637,000 |
| Bank of New England-Bay State, Lawrence | 21,394,000 |
| Bank of New England-Berkshire County NA, Williamstown | 7,472,000 |
| Bank of New England-Worcester County, Athol | 757,000 |
| **Shawmut Corp., Boston** | |
| Shawmut Bank of Hampshire Cty NA, Amherst | N.A. |
| Shawmut Bank of Boston NA | N.A. |
| Shawmut First County Bank NA, Brockton | N.A. |
| Shawmut County Bank NA, Cambridge | N.A. |
| Shawmut Bank of Cape Cod NA | N.A. |
| Shawmut Community Bank NA, Framingham | N.A. |
| Shawmut Bank of Franklin Cty NA, Greenfield | N.A. |
| Shawmut Bank of Bristol County NA, New Bedford | N.A. |
| Shawmut Merchants Bank NA, Salem | N.A. |
| Shawmut First Bank & Trust Co., Springfield | N.A. |
| Shawmut Worcester County Bank NA, Worcester | N.A. |
| **State Street Boston Corp.** | |
| State Street Bank & Trust Co., Boston | 11,650,267,000 |
| **Comerica Inc., Detroit** | |
| Comerica Bank-Detroit | 4,170,768,000 |
| Comerica Bank-Jackson | 122,262,000 |
| Comerica Bank-Hackley, Muskegon | 104,706,000 |
| Comerica Bank-Midland | 103,392,000 |
| Comerica Trust Co. of Florida, Boca Raton | 90,880,000 |
| Comerica Bank-Kalamazoo | 62,465,000 |
| Comerica Bank-Battle Creek | 56,003,000 |
| **Manufacturers National Corp., Detroit** | |
| Manufacturers National Bank, Detroit | 5,786,553,000 |
| Bank of Lansing | 85,597,000 |
| Manufacturers National Trust Co. of Florida, West Palm Beach | 4,880,000 |
| **NBD Bancorp., Detroit** | |
| National Bank of Detroit | 6,450,881,000 |
| NBD Ann Arbor Bank NA, Mich. | 276,982,000 |
| NBD F & M Bank NA, Benton Harbor, Mich. | 52,423,000 |
| NBD Trust Co. of Florida, West Palm Beach | 42,226,000 |
| NBD Cadillac Bank, Mich. | 5,378,000 |
| NBD Alpena Bank, Mich. | 646,000 |
| **Norwest Corp., Minneapolis** | |
| Norwest Capital Management & Trust Co., Scottsdale, Ariz. | N.A. |
| Norwest Bank Des Moines NA, Iowa | N.A. |
| Norwest Bank Duluth NA, Minn. | N.A. |
| Norwest Bank Midland NA, Minn. | N.A. |
| Norwest Bank Minneapolis NA | N.A. |
| Norwest Bank St. Paul NA, Minn. | N.A. |
| Norwest Capital Management & Trust Co., Billings, Mont. | N.A. |
| Norwest Capital Management & Trust Co., Omaha, Neb. | N.A. |
| Norwest Trust Co., New York | N.A. |
| Norwest Capital Management & Trust Co., Fargo, N.D. | N.A. |
| Norwest Capital Management & Trust Co., Sioux Falls, S.D. | N.A. |
| **CharterCorp, Kansas City, Mo.** | |
| First National Bank, Kansas City | 2,212,849,000 |
| **Mercantile Bancorp., St. Louis** | |
| Mercantile Trust Co. NA, St. Louis | 4,600,000,000 |
| Mercantile Bk & Tr Co., Kansas City | 170,000,000 |
| First National Bank & Trust Co., Joplin | 140,000,000 |
| Mercantile Bank of Springfield | 80,000,000 |
| **Midlantic Banks Inc., Edison, N.J.** | |
| Midlantic National Bank, Newark | 2,002,772,000 |
| Midlantic National Bank/North, West Paterson | 293,723,000 |
| Midlantic National Bank & Trust Co./Florida, Lighthouse Point | 212,805,000 |
| **First National State Bancorp., Newark, N.J.** | |
| First Fidelity Bank NA, Newark | 3,187,026,000 |
| First Fidelity Trust, NA, Florida, Boca Raton | 82,552,000 |
| **Bankers Trust N.Y. Corp.** | |
| Bankers Trust Co. of Florida, Palm Beach | N.A. |
| Bankers Trust Co., New York | N.A. |
| Bankers Trust Australia Ltd., Sydney | N.A. |

**Based on responses to American Banker Trust Questionnaire. Companies who did not identify the names of subsidiaries engaged in trust activities are not listed. For the companies who identified the names of their subsidiaries but did not provide trust asset data, these subsidiaries are listed in geographical order. (a)- A large portion of discretionary assets lies within a division of the corporation and is not reported below. (b)- A branch office. (c)-Responsible for corporate trust activity.**

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# Banking Companies' Subsidiaries Engaged in Trust Activity

## Banking Companies Ranked Among Top 100 in Trust Assets Are Listed Geographically And their subsidiaries are listed in order of Discretionary Trust Assets on Dec. 31, 1984

| | |
|---|---|
| Bankers Trust (Cayman) International, Cayman Islands, | N.A. |
| Bankers Trust AG, Zurich, Switz. | N.A. |
| Bankers Trust Co, London, U.K. | N.A. |
| **Bank of New York Co., Inc** | |
| Bank of New York | 7,167,770,000 |
| Bank of New York Trust Co. of Florida NA, Miami | 30,071,000 |
| Bank of New York Trust Co., White Plains, N.Y. | 0 |
| **Chase Manhattan Corp., New York** | |
| Chase Manhattan Bank NA, New York | 19,049,778,000 |
| Chase Investors Management Corp., New York | 3,558,144,000 |
| Chase Lincoln First Bank NA, Rochester, N.Y. | 3,160,951,000 |
| Chase Manhattan Trust Co. of Florida, Boca Raton | 4,872,000 |
| Chase Manhattan Trust Co. of California | 0 |
| **Citicorp, New York** | |
| Citibank NA, New York | N.A. |
| Citicorp Trust Co. of Florida NA, Palm Beach | N.A. |
| Citicorp Investment Management Inc., Houston | N.A. |
| Cititrust (Bahamas) Ltd., Nassau, Bahamas | N.A. |
| Cititrust (Cayman) Ltd., Nassau, Bahamas | N.A. |
| Confidas Finance et Placement SA, Paris, France | N.A. |
| Citibank AG, Frankfurt, Germany | N.A. |
| Citicorp Investor Services Ltd., Hong Kong | N.A. |
| Citicorp Bank (Switzerland), Zurich | N.A. |
| Vickers de Costa, London, U.K. | N.A. |
| **Fiduciary Trust Company of New York** | |
| Fiduciary Trust Company of New York | 8,096,298,000 |
| Fiduciary Trust Company of California, Los Angeles | 322,333,000 |
| Fiduciary Special Services | N.A. |
| Fiduciary Trust International | N.A. |
| **Irving Bank Corp., New York** | |
| Irving Trust Co., New York | 5,920,870,000 |
| Central Trust Co., Rochester | 226,942,000 |
| Merchants National Bank & Trust Co., Syracuse | 112,048,000 |
| Scarsdale National Bank & Trust Co. | 58,200,000 |
| Endicott Trust Co. | 47,651,000 |
| Dutchess Bank & Trust Co., Poughkeepsie | 25,143,000 |
| Union National Bank, Albany | 14,347,000 |
| Fulton County National Bank & Trust Co., Gloverville | 3,884,000 |
| First National Bank, Hancock | 427,000 |
| **Manufacturers Hanover Corp., New York** | |
| Manufacturers Hanover Trust Co., New York | 24,826,054,000 |
| Manufacturers Hanover Executor & Trustee Co. Ltd., London | 35,370,371 |
| Manufacturers Hanover Trust Co. of Fla., Miami | 19,536,000 |
| Manufacturers Hanover NA, Olean, N.Y. | 16,536,000 |
| Manufacturers Hanover Ltd., London | 6,711,209 |
| Manufacturers Hanover Trust Co., Zurich, Switzerland (b) | 828,802 |
| **J.P. Morgan & Co., Inc., New York** | |
| Morgan Guaranty Trust Co., New York | N.A. |
| Morgan Guaranty Trust Co. of Florida NA, Palm Beach | N.A. |
| J.P. Morgan Investment Management Inc., New York | N.A. |
| Morgan Trust Company of the Bahamas Ltd | N.A. |
| Morgan Guaranty Int'l Bank (Cayman) Ltd., Cayman Islands | N.A. |
| J.P. Morgan Investment Management Pacific Ltd., Hong Kong | N.A. |
| Morgan Bank Nederland, Amsterdam | N.A. |
| J.P. Morgan (Suisse), Geneva | N.A. |
| **U.S. Trust Corp., New York.** | |
| United States Trust Co., New York | 10,073,133,000 |
| **First Union Corp., Charlotte, N.C.** | |
| First Union National Bank, Charlotte | 1,714,744,000 |
| **NCNB Corp., Charlotte, N.C.** | |
| NCNB National Bank of North Carolina, Charlotte | 3,610,745,000 |
| NCNB National Bank of Florida, Tampa | 1,629,001,000 |
| **Wachovia Corp., Winston-Salem, N.C.** | |
| Wachovia Bank & Trust Co. NA, Winston-Salem | 4,333,425,000 |
| **Central Bancorp., Cincinnati** | |
| Central Trust Co. NA, Cincinnati | 2,038,666,000 |
| Central Trust Co. of Northeastern Ohio NA, Canton | 108,219,000 |
| Central Trust Co. of Central Ohio, Reynoldsburg | 36,837,000 |
| Central Trust Co. of Northern Ohio NA, Lorain | 20,436,000 |
| Central Trust Co. of Southeastern Ohio NA, Marietta | 6,637,000 |
| **Fifth Third Bancorp., Cincinnati** | |
| Fifth Third Bank, Cincinnati | 2,374,837,000 |
| First National Bank, Findlay | 34,545,000 |
| Bank of Russellville | 723,000 |
| Farmers Bank, West Union | 0 |
| **First National Cincinnati Corp.** | |
| First National Bank, Cincinnati | 1,430,445,000 |
| Second National Bank, Hamilton | 137,676,000 |
| First National Bank & Trust Co., Troy | 112,553,000 |
| Portsmouth Banking Co. | 15,903,000 |
| **AmeriTrust Corp., Cleveland** | |
| AmeriTrust Co. NA, Cleveland | 8,408,549,000 |
| **Centran Corp., Cleveland** | |
| Central National Bank, Cleveland | 1,488,506,000 |
| Richland Trust Co., Mansfield | 69,834,000 |
| Centran Bank, Akron | 10,000,000 |
| **National City Corp., Cleveland** | |
| National City Bank, Cleveland | 4,933,891,000 |
| BancOhio National Bank, Columbus | 2,109,214,000 |
| Ohio Citizens Bank, Toledo | 680,528,000 |
| National City Bank, Akron | 241,497,000 |
| First National Bank, Dayton | 187,048,000 |
| National City Trust Co., Palm Beach, Fla. | 24,338,000 |
| **Society Corporation, Cleveland** | |
| Society National Bank, Cleveland | 923,885,000 |
| Third National Bank & Trust Co., Dayton | 487,896,000 |
| Society Bank of Eastern Ohio NA, Canton | 394,777,000 |

| | |
|---|---|
| **Banc One Corp., Columbus, Ohio** | |
| Bank One, Dayton, NA | 1,243,215,000 |
| Bank One Trust Co. NA, Columbus | 446,410,000 |
| Bank One of Eastern Ohio NA, Youngstown | 377,907,000 |
| Bank One, Columbus, NA | 203,330,000 |
| Bank One, Akron, NA | 196,309,335 |
| Bank One, Cleveland, NA | 165,656,000 |
| Bank One, Mansfield | 70,088,000 |
| Bank One, Alliance, NA | 61,786,000 |
| Bank One, Portsmouth, NA | 43,225,000 |
| Bank One, Middletown | 42,997,000 |
| Bank One, Dover, NA | 3,714,000 |
| **Huntington Bancshares, Inc., Columbus, Ohio** | |
| Huntington National Bank, Columbus | 1,623,598,000 |
| **Toledo Trustcorp, Ohio** | |
| Toledo Trust Co. | 1,460,646,000 |
| First Buckeye Bank NA, Mansfield | N.A. |
| **BancOklahoma Corp., Tulsa** | |
| Bank of Oklahoma, Tulsa NA | 2,210,219,000 |
| **Union National Corp., Mount Lebanon, Pa.** | |
| Union National Bank, Pittsburgh | 1,929,349,000 |
| McDowell National Bank, Sharon | 98,656,000 |
| Keystone National Bank, Punxsutawney | 2,380,000 |
| **CoreStates Financial Corp., Philadelphia** | |
| Philadelphia National Bank | 4,561,308,000 |
| Hamilton Bank, Lancaster | 710,120,000 |
| **Fidelcor, Inc., Philadelphia** | |
| Fidelity Bank NA, Malvern | 3,165,926,000 |
| **First Pennsylvania Corp., Philadelphia** | |
| First Pennsylvania Bank NA, Philadelphia | 3,847,166,000 |
| **Mellon Bank Corp., Pittsburgh** | |
| Mellon Bank NA, Pittsburgh | 13,781,634,000 |
| Mellon Bank (East) NA, Philadelphia | 5,664,011,000 |
| Mellon Capital Management, San Francisco, CA | 2,800,000,000 |
| Franklin Portfolio Assoc., Boston | 500,000,000 |
| R.E.I.M.G. | 400,000,000 |
| Mellon-Pictet, London | 300,000,000 |
| Mellon Bank (North) NA, Oil City | 282,304,000 |
| Mellon Bank (Central), State College | 195,752,000 |
| Mellon Bank (FL) NA, Boca Raton, Fla | 56,894,000 |
| Mellon Bank (Delaware), Wilmington | 48,103,000 |
| **PNC Financial Corp., Pittsburgh** | |
| Provident National Bank, Philadelphia | 22,996,360,000 |
| Pittsburgh National Bank | 4,321,089,000 |
| Marine Bank, Warren | 377,739,000 |
| PNC Trust Company of Florida NA, Tampa | 6,897,000 |
| **Fleet Financial Group, Inc., Providence, R.I.** | |
| Fleet National Bank, Providence, R.I. | 2,269,994,000 |
| Fleet Information Inc., Cranston (c) | 0 |
| **RIHT Financial Corp., Providence, R.I.** | |
| Rhode Island Hospital Trust National Bank, Providence | 2,475,716,000 |
| Hospital Trust of Florida NA, Palm Beach | 34,849,000 |
| **First Tennessee National Corp., Memphis** | |
| First Tennessee Bank NA, Memphis | 1,649,104,000 |
| First Tennessee Investment Management Corp. | 0 |
| **Third National Corp., Nashville** | |
| Third National Bank, Nashville | 1,260,339,000 |
| American National Bank & Trust Co., Chattanooga | 839,718,000 |
| Hamilton Bank of Upper East Tennessee, Johnson City | 54,478,000 |
| Union Bank, Pulaski | 1,358,000 |
| Merchants Bank, Cleveland, Tenn. | 192,000 |
| First National Bank, Lawrenceburg | 0 |
| Third National Bank, Knoxville | N.A. |
| Third National Bank, Sevierville | N.A. |
| **InterFirst Corp, Dallas** | |
| InterFirst Bank Dallas NA | 5,349,646,000 |
| InterFirst Bank Fort Worth NA | 1,611,247,000 |
| InterFirst Bank Austin NA | 559,557,000 |
| InterFirst Bank Houston NA | 467,619,000 |
| InterFirst Bank Galveston | 185,199,000 |
| InterFirst Bank Tyler NA | 173,742,000 |
| InterFirst Bank Corsicana NA | 133,935,000 |
| InterFirst Bank Wichita Falls | 89,461,000 |
| InterFirst Bank Odessa NA | 70,603,000 |
| InterFirst Bank Fannin, Houston | 60,003,000 |
| InterFirst Bank Abilene | 55,719,000 |
| InterFirst Bank Harlingen NA | 32,676,000 |
| InterFirst Bank Denison | 31,489,000 |
| InterFirst Bank San Antonio NA | 24,444,000 |
| InterFirst Bank Temple | 12,655,000 |
| InterFirst Bank Beaumont | 5,198,000 |
| InterFirst Bank El Paso NA | 5,104,000 |
| InterFirst Bank Conroe NA | 5,029,000 |
| InterFirst Bank Waco NA | 4,271,000 |
| InterFirst Bank Oak Cliff, Dallas | 2,358,000 |
| InterFirst Bank Mount Pleasant NA | 1,987,000 |
| InterFirst Bank Greenville NA | 1,081,000 |
| InterFirst Bank Victoria | 125,000 |
| **MCorp, Dallas** | |
| MBank Dallas NA | 1,578,145,673 |
| MBank Abilene NA | N.A. |
| MBank Austin NA | N.A. |
| MBank Brownsville NA | N.A. |
| MBank Corpus Christi NA | N.A. |
| MBank Corsicana NA | N.A. |
| MPetroleum Corp., Dallas | N.A. |
| MRealty Corp., Dallas | N.A. |

**Based on responses to American Banker Trust Questionnaire. Companies who did not identify the names of subsidiaries engaged in trust activities are not listed. For the companies who identified the names of their subsidiaries but did not provide trust asset data, these subsidiaries are listed in geographical order. (a)- A large portion of discretionary assets lies within a division of the corporation and is not reported below. (b)- A branch office. (c)-Responsible for corporate trust activity.**

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# Trust Income Is Higher at the 100 Top Banks

**Continued from Page 1**

growth in discretionary, or managed, trust assets. Managed assets rose 6.8% last year, to $670.1 billion, from $627.3 billion a year earlier, for the top 100 firms measured by this gauge of trust size. In 1983, managed assets of the top 100 firms soared 19.7%, reflecting the sharp rise in stock prices in 1983.

Cates Consulting Analysts Inc., New York, in its annual survey of trust departments, called Trustcompare, also found that trust fees rose faster than managed assets and that most trust departments were more profitable in 1984 than in prior years.

According to Cates, "Fee-to-assets ratios have been ascending for all managed products, despite increases in average account size. The most consistent fee increases have occurred in personal trust accounts, while the most dramatic fee increases have been displayed by estates accounts." The Cates survey is based on a stratified sample of approximately 200 bank trust departments.

### Top 5 Trust Firms in Managed Assets 12/84

| | (Billions) |
|---|---|
| 1. J.P. Morgan & Co., Inc. | $39.2 |
| 2. Citicorp | 39.0 |
| 3. Bankers Trust New York Corp. | 36.9 |
| 4. PNC Financial Corp. | 27.7 |
| 5. Chase Manhattan Corp. | 25.8 |

J.P. Morgan & Co. maintained its position as the top firm in trust income last year with $248.8 million, up 14% from $218.2 million in 1983. In its annual report, Morgan states, "In 1984, trust and agency income increased $30.6 million over 1983, mainly because of a higher level of activity in agency functions and improved trust and agency income generated by foreign offices."

Morgan also regained its position as the nation's top manager of trust assets, with $39.2 billion in discretionary, or managed, trust assets at the end of 1984, up 4.3% from $37.5 billion a year earlier, when it ranked second.

Morgan supplanted Bankers Trust New York Corp., which fell two places in rank to third position in managed assets, with $36.9 billion at the end of 1984, down 1.8% from $37.6 billion a year earlier.

Citicorp moved up one notch to second place, with $39 billion in managed assets, up 8.5% from $36 billion at the end of 1983.

Chase Manhattan posted a 29.3% gain in income to move up two places in rank to second place, with $154.6 million last year, compared with $119.6 million in 1983. According to Chase's annual report, "The increase in 1984 reflected growth in Chase's global custody services and specialty investment services offered by Chase Investors Management Corp., New York, and an impact of approximately $10 million resulting from the Lincoln consolidation." (Chase acquired Lincoln First Banks Inc., Rochester, N.Y., on July 1, 1984. Lincoln First had ranked 55th in discretionary assets in 1983, with $3 billion, and 56th in trust income, with $16.9 million, in 1983.)

Bankers Trust, which fell two places in managed assets, advanced two places in rank to third position, with $153.4 million in trust income last year, up 30.6% from $117.5 million in 1983. According to its annual report, the rise in income was "due principally to a revised pricing structure and new business."

PNC Financial Corp., Pittsburgh, had a 15.4% rise in its managed assets

➼ Survey: Page 20

# Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 100 Trust Firms** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

(1.) How would you **change** the listing to make it more useful? What would you add?

(2.) What do you like **best** about this tabulation?

(3.) What do you like **least** about this tabulation?

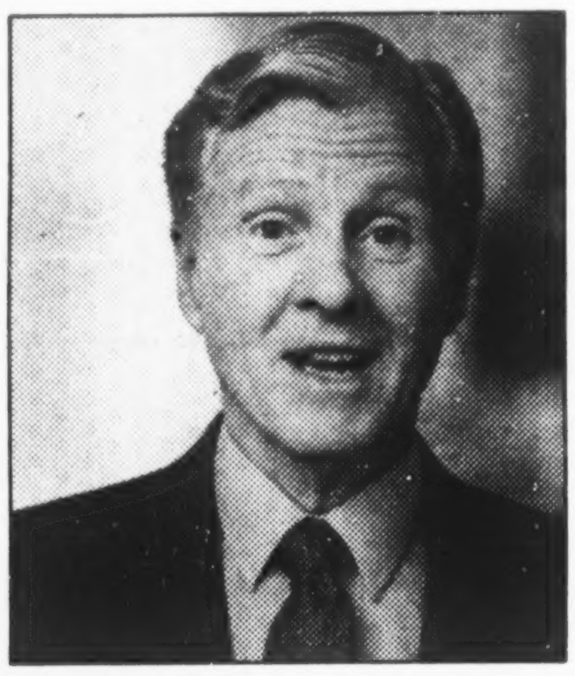
(4.) **How** do you use this information in your work?

(5.) What **new** statistical survey would you like to see?

**Name (optional)**________________
**Title**________________
**Company**________________

Address________________
________________
**Phone**________________

*Thank you for helping us improve.*



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## Banking Companies' Subsidiaries Engaged in Trust Activity

Banking Companies Ranked Among Top 100 in Trust Assets Are Listed Geographically and their subsidiaries are listed in order Of Discretionary Trust Assets on Dec. 31, 1984

| | |
|---|---|
| MSecurities Corp., Dallas | N.A. |
| MBank El Paso NA | N.A. |
| MBank Fort Worth NA | N.A. |
| MBank Greenville NA | N.A. |
| MBank Houston NA | N.A. |
| MBank Longview NA | N.A. |
| MBank Marshall NA | N.A. |
| MBank Odessa NA | N.A. |
| MBank Port Arthur NA | N.A. |
| MBank Preston NA | N.A. |
| MBank Alamo NA, San Antonio | N.A. |
| MBank Sherman NA | N.A. |
| MBank Waco NA | N.A. |
| MBank Wichita Falls NA | N.A. |
| **RepublicBank Corp., Dallas** | |
| RepublicBank Dallas NA | 5,382,898,000 |
| RepublicBank First National Midland | 465,965,000 |
| RepublicBank Houston NA | 324,755,000 |
| RepublicBank Waco NA | 137,213,000 |
| RepublicBank Lubbock NA | 114,775,000 |
| RepublicBank San Antonio NA | 110,496,000 |
| RepublicBank Lufkin | 78,053,000 |
| RepublicBank Oak Cliff, Dallas | 66,242,000 |
| RepublicBank Tyler | 35,125,000 |
| RepublicBank Garland NA, Dallas | 29,875,000 |
| RepublicBank Trust Co., Dallas | 16,159,000 |
| RepublicBank Ridglea, Fort Worth | 14,310,000 |
| RepublicBank Greenville Ave., Dallas | 11,988,000 |
| RepublicBank Austin | 10,441,000 |
| RepublicBank Brownwood NA | 9,126,000 |
| RepublicBank A&M, College Station | 8,430,000 |
| RepublicBank Richmond NA, Houston | 926,000 |
| **Texas American Bancshares, Inc., Fort Worth** | |
| Texas American Bank/Fort Worth NA | 2,406,870,000 |
| Texas American Bank/Dallas | 140,701,000 |
| Texas American Bank/Houston NA | 85,687,000 |
| Texas American Bank/Amarillo | 60,885,000 |
| Texas American Bank/Midland | 30,819,000 |
| Texas American Bank/Denison NA | 20,332,000 |
| Texas American Bank/Levelland | 7,594,000 |
| Texas American Bank/McKinney | 4,892,000 |
| Texas American Bank/Fredericksburg NA | 4,164,000 |
| **First City Bancorp. of Texas, Inc., Houston** | |
| First City National Bank, Houston | 2,916,757,000 |
| First City National Bank, Austin | 441,741,000 |
| First City National Bank, Midland | 251,495,000 |
| First City National Bank, Beaumont | 169,118,000 |
| First City National Bank, Tyler | 152,780,000 |
| First City Bank, Dallas | 133,099,000 |
| First City Bank, Corpus Christi | 86,797,000 |
| McAllen State Bank | 71,639,000 |
| First City National Bank, Arlington | 55,582,000 |
| First City National Bank, Bryan | 49,908,000 |
| First City National Bank, San Angelo | 36,223,000 |
| First City National Bank, El Paso | 18,446,000 |
| Graham National Bank | 11,318,000 |
| First City Bank-Central Park, San Antonio | 8,377,000 |
| First City Bank, Richardson | 3,693,000 |
| First City National Bank, Richmond | 1,388,000 |
| First City National Bank, Fort Worth | N.A. |
| First City National Bank, Lufkin | N.A. |
| **Texas Commerce Bancshares, Inc. Houston** | |
| Texas Commerce Bank NA, Houston | 5,522,507,000 |
| El Paso National Bank | 231,393,000 |
| Texas Commerce Bank-Austin NA | 223,726,000 |
| Texas Commerce Bank-Corpus Christi NA | 132,742,000 |
| Texas Commerce Bank, Arlington | 125,371,000 |
| Texas Commerce Bank-Beaumont NA | 116,120,000 |
| Texas Commerce Bank-Odessa | 91,445,840 |
| Texas Commerce Bank, Fort Worth | 47,574,000 |
| Texas Commerce Bank-McAllen NA | 69,009,000 |
| Texas Commerce Bank, San Angelo | 67,903,000 |
| Texas Commerce Bank-Lubbock NA | 26,244,000 |
| Texas Commerce Bank-Las Celinas, Irving | 24,634,000 |
| Texas Commerce Bank-Brownsville | 19,040,000 |
| Texas Commerce Bank-Dallas | 16,846,000 |
| Texas Commerce Bank-Longview NA | 14,893,000 |
| Texas Commerce Bank-New Braunfels | 13,314,000 |
| Stone Fort National Bank, Nacogdoches | 2,339,000 |
| Texas Commerce Trust Co., New York | N.A. |
| **United Virginia Bankshares, Richmond** | |
| United Virginia Bank, Richmond | 2,590,197,000 |
| Capitoline Investment Services, Inc., Richmond | 967,560,000 |
| **Rainier Bancorp., Seattle** | |
| Rainier National Bank, Seattle | 1,666,448,000 |
| Rainier Bank Alaska NA, Anchorage | N.A. |
| **Marshall & Ilsley Corp., Milwaukee** | |
| M & I Marshall & Ilsley Bank, Milwaukee | 1,770,553,000 |

**Based on responses to American Banker Trust Questionnaire. Companies who did not identify the names of subsidiaries engaged in trust activities are not listed. For the companies who identified the names of their subsidiaries but did not provide trust asset data, these subsidiaries are listed in geographical order. (a)- A large portion of discretionary assets lies within a division of the corporation and is not reported below. (b)- A branch office. (c)-Responsible for corporate trust activity.**

## Survey . . .

**Continued from Page 19**

to move into fourth place in managed assets, with $27.7 billion, compared with $24 billion a year earlier when it was in fifth place. PNC also had a 19.3% gain in trust income to move up one place in rank to 13th position, with $78.6 million in income.

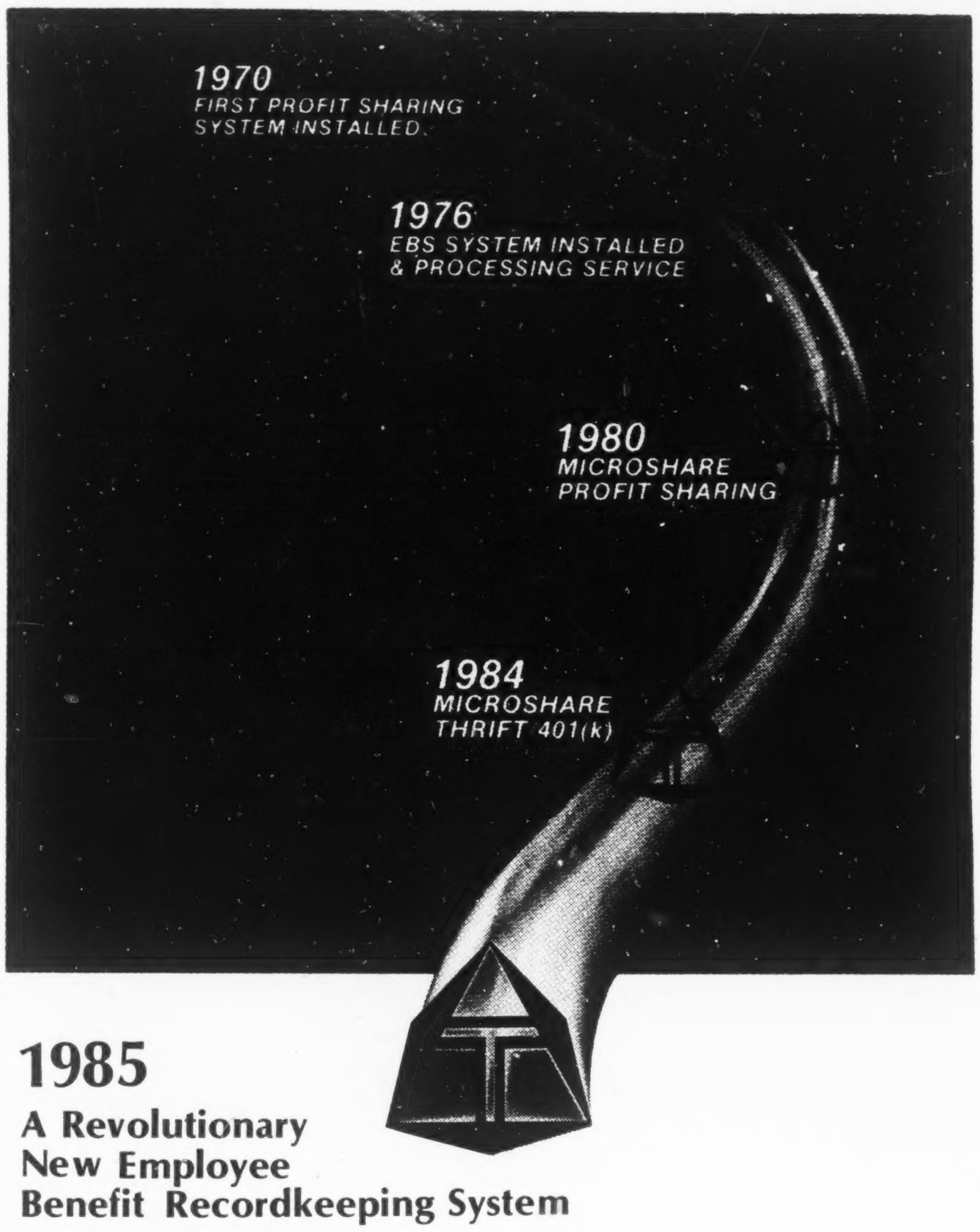
According to the company's annual report, the growth in income was attributed to the "growth in market value of assets under management. Also, higher short-term interest rates added to income on assets under management and increased fees based on income. Corporate trust fees increased 18.9%, mainly due to continued growth in bond trusteeships under administration. Investment advisory service fees had the largest percentage increase, at 27.3%. This represents an increase of $4 million, to $18 million. These fees are earned by a wholly owned subsidiary, Provident Institutional Management Corp., in its capacity as investment adviser to registered investment companies, primarily the money market mutual funds. The increase in service fees resulted from an increase in money market fund assets of $4 billion and a revised fee structure. Fund assets reached a level of $17 billion at year-end 1984."

### Other Survey Findings

Listed below are some of the survey's other important findings.

- Fidata Trust Co., New York, the former Bradford Trust Co., submitted a revised trust income figure to the *American Banker* Thursday, too late to

**➡ Survey: Page 25**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1976
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## Swaps . . .

Continued from Page 1

opportunity to start something from nothing" are the attractions, one source said.

Additionally, Security Pacific has an AAA credit rating, which should make it an extremely competitive force in terms of pricing, since it will probably have lower funding costs. "People may be more willing to deal with a triple A, also," a source said.

Another reason for the change may be that Security Pacific is taking more of an investment banking approach to its swap program, as opposed to corporate banking. "Rather than putting the emphasis on commercial banking, where the customer relationship is always being defended, we will be looking for new ways to do a relationship. Banking will be more transaction-oriented," one of the former First Chicago employees said. "There won't be the traditional bank layers to deal with."

But money might also have been an issue. After all, First Chicago has had a bleak performance since last year's third quarter, and it has projected a break-even 1985 second quarter. And that does not translate into profit sharing and bonuses for its bankers. Meanwhile, Security Pacific was able to offer its new swap team attractive terms.

The First Chicago swap staff was considered to really be a team because of the close manner in which the members worked. So rather than break off individually, the whole group decided to leave together. One of the former employees was really "very happy" at First Chicago, but found the attraction of a new challenge too great to ignore.

### Limited Damage at First Chicago

From First Chicago's viewpoint, the loss of this team really hurts, said J. Lynn Aylsworth, senior vice president and head of First Chicago's U.S. Capital Markets Group. But the damage is somewhat limited by the fact that the bank still has 20 experienced people in its offices around the world, Mr. Aylsworth said. "The rest of the division has done a couple hundred million dollars worth of business since the others left. We're still way ahead of last year in terms of volume."

Mr. Aylsworth believes the attraction to Security Pacific may have been for personal reasons rather than a direct reflection of First Chicago's performance. The bank's recent problems are really isolated events, he said. "Our basic earnings are good and our business continues strong."

For Security Pacific, the establishment of a swap division is an outgrowth of a change in its corporate strategy and the development of a merchant banking division. In a telephone interview from London, Robert Smith, vice chairman of the Security Pacific Corp., said this new emphasis will combine investment banking and securities trading with all of the traditional commercial banking elements, with the end result of better serving its account relationships. "It will all come together under one roof," he said.

Security Pacific's goal, Mr. Smith said, is for merchant banking to account for 35% of corporate earnings within five years. Currently it accounts for 20%. He added that a substantial portion of this corporate strategy should be in place and fully operational by the end of the year, so that in early 1986 Security Pacific will be a competitive force in the merchant banking arena.

Mr. Soden, deputy managing director of Security Pacific Ltd., explained that the swap program is one type of product being developed as a result of this new merchant banking strategy. It will operate globally with offices in New York, London, Los Angeles, and Tokyo. Eventually, it will have people in Chicago and Sydney, Australia, and perhaps Toronto.

"I expect over the next six months we will grow from six people to 12 or 14," he said.

In terms of volume, Mr. Soden said he expects Security Pacific to capture about 5% of the $100 billion market over the next 18 months. "Most of the people we are hiring are not traders. They are truly financial engineers. The swap business is a people business. The people we are hiring are creative and successful. One can expect definitely they will all hit the ground running."■

## Survey . . .

Continued from Page 20

revise its trust income ranking. Its 1984 trust income was $76.125 million, not $25.953 million as it reported earlier. Therefore, Fidata Trust should rank 16th in trust income and not 45th as shown in the table on page 12.

Fidata Trust, which changed its name on April 24, is a subsidiary of Fidata Corp., New York. Fidata Corp. changed its name from Bradford National Corp. last March.

- The largest gain in rank on both the listing of the top 100 firms in assets and the top 100 in income was posted by First National State Bancorp., Newark, N.J. The company's managed assets rose 149%, to $3.2 billion last year from $1.28 billion in 1983, to move it up 47 places in rank, to 58th. Its trust income was up 240%, to $23.1 million in 1984, as it rose 65 places in rank, to 50th place. The gains were attributable to the company's acquisition of Fidelity Union Bancorp. on April 6, 1984. In 1983, Fidelity Union ranked 82d in managed assets, with $1.98 billion, and 63d in trust income, with $13.7 million.
- The largest percentage decline in managed assets among the top 100 firms was 33.3%, posted by First Union Corp., Charlotte, N.C. The bank, which ranked 90th last year, with $1.7 billion in managed assets, had ranked 63d in 1983, with $2.6 billion. The decline was attributable to the loss of one large account, the bank said.
- In February 1984, Manufacturers Hanover Corp. acquired the corporate trust business of Well Fargo Bank NA, San Francisco.

The *American Banker* surveyed approximately 200 of the largest commercial banking firms and nondeposit trust companies to compile its listings of the top 100 firms in assets and in income. For bank holding companies, combined trust asset data are used for all subsidiaries engaged in trust operations and consolidated gross trust and custodian income. For a definition of discretionary trust assets, see the listing of the top 100 firms in trust assets on page 10. And for a listing of the subsidiaries of the top 100 firms in trust assets that are engaged in trust operations, see the table beginning on page 14.

All of the major players in the trust field responded to the *American Banker's* request for trust data, except Boston Safe Deposit Co., the subsidiary of Boston Co., an investment-management firm, which in turn is a subsidiary of Shearson/American Express Inc., New York. ■

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The Daily Financial Services Newspaper

VOL. CL NO. 142 Tuesday, July 23, 1985 150th Year

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**LOCKBOX EXPANSION:** A handful of leading cash management banks are setting up out-of-state remittance-processing centers in an effort to bolster their lockbox business...... 1

**CAPITAL PLEDGED:** Security Pacific National Bank's unregulated options exchange will lay the entire capital of the bank on the line.................... 1

**MERRILL LYNCH PRESIDENT:** Ending months of speculation, Merrill Lynch & Co. named Daniel P. Tully as president, signaling a continued emphasis on the company's massive retail brokerage network over the capital markets division............ 2

DANIEL P. TULLY

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**AN AMERICAN BANKER**
**SPECIAL REPORT**

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## Comment

## A New Scoring System

By SANFORD ROSE

Earlier this year, Lee Nash, an executive vice president of Manufacturers Hanover, was asked why small banks appear to make more money than large banks. Mr. Nash's response was facetious, but not entirely irrelevant.

One of the reasons he cited for the difficulties of big banks is that they are located near excellent airport facilities. So it is easier for them to send their calling officers to remote parts of the country and the world to make loans to companies with which they are basically unfamiliar and whose progress they cannot follow very closely.

Small banks, lacking the same convenient transport facilities, confine their calling to neighborhood firms, with which they are much more familiar and whose fortunes can be followed far more closely. Ergo, big banks have larger loan losses than small banks.

Joking aside, Mr. Nash, who is a very wise man, has expressed a profound truth. Big banks are riskier than regional and mid-sized institutions, primarily because of poorer asset quality and, secondarily,

➼ Comment: Page 4

## Security Pacific Pledges Bank's Capital To Back Unregulated Options Exchange

By ANDREA BENNETT

CHICAGO — Security Pacific National Bank's nonexchange options exchange will lay the entire capital of the bank on the line.

The Los Angeles-based banking firm said Wednesday that it plans to open an electronic exchange for options on U.S. Treasury securities that should avoid regulation by the Securities and Exchange Commission by being a wholesale operation. All other exchanges are regulated by either the SEC or the Commodity Futures Trading Commission.

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Options

All contracts will be guaranteed by the entire $2.1 billion in total capital of the bank, according to Stephen Lynner, managing director of Security Pacific Options Trading Corp. and Security Pacific Options Services Corp., the two subsidiaries that will operate the exchange in conjunction with the bank.

Mr. Lynner said the new exchange will help centralize an existing over-the-counter market in Treasury options. The market's growth potential hasn't been reached because of fears by major players of the risks in that unofficial, unregulated area.

Security Pacific, by guaranteeing the trades, will protect participants by making good a contract in the case of a

➼ Options: Page 10

## More Banks Open Remote Lockboxes

### Remittance Processing in Hub Cities Gives Interstate Toehold

By TOM FERRIS

NEW YORK — A handful of leading cash management banks are setting up out-of-state remittance-processing centers in an effort to bolster their lockbox business.

The latest example is the North Carolina-based Wachovia Bank and Trust Co., whose customers will soon be able to open wholesale lockboxes in Dallas. An operating affiliate of Wachovia has announced it will begin processing mailed payments in Texas later this year.

Cash Management

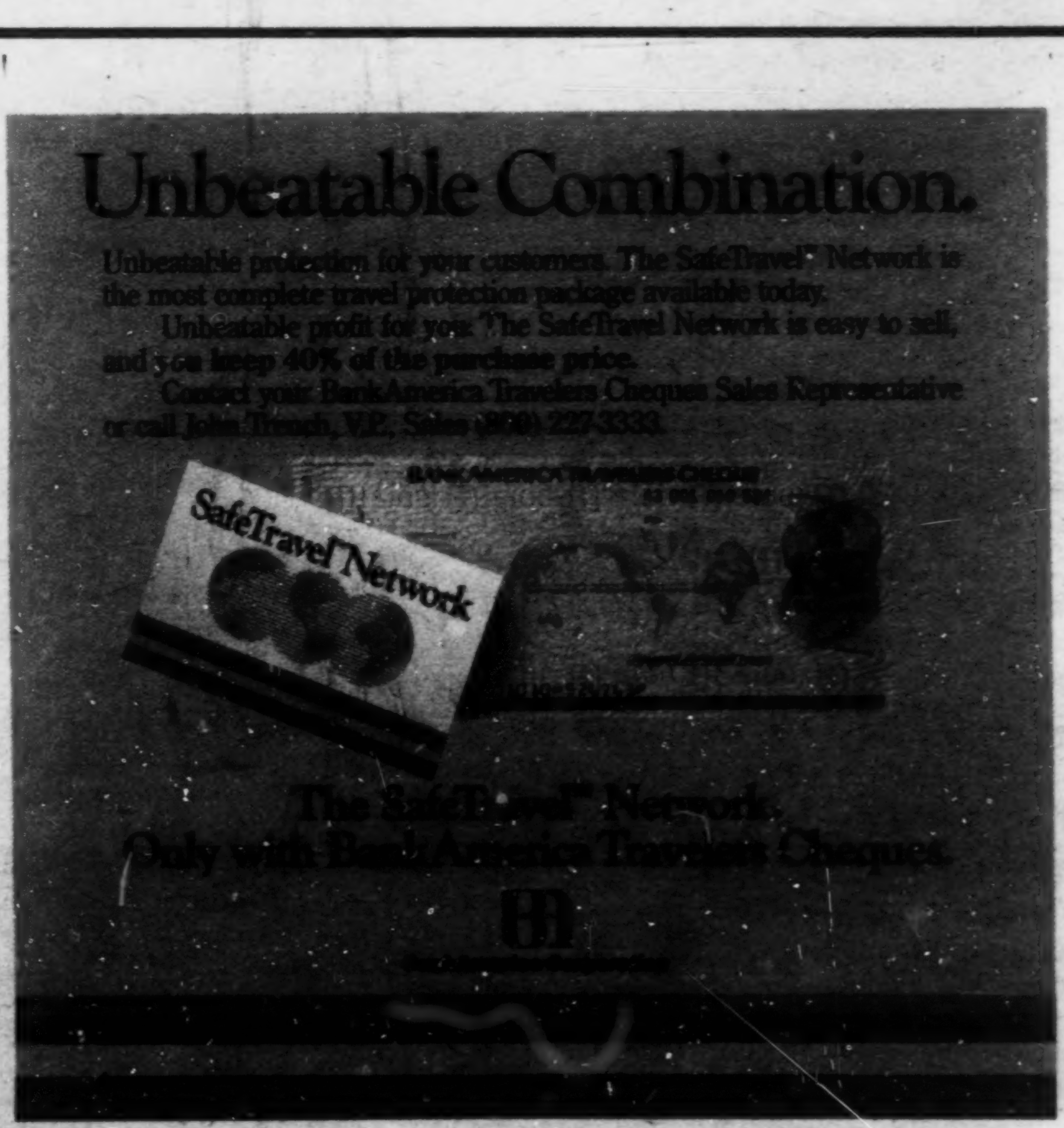
Wachovia already handles remittances in Charlotte, N.C., and Atlanta. The addition of Dallas marks both an expansion out of the regional bank's traditional Southeast stronghold and a further commitment to providing a fundamental cash management service that helps companies improve cash flow.

"Dallas consistently ranks as one of the fastest collection points in the country, making it an excellent location for serving companies that receive remittances from the Southwest," said Hans W. Wanders, president of Wachovia Corp.

A few other banks, including the First National Bank of Chicago, Mellon Bank, and the First National Bank of Louisville, have also opened remote centers to process mailed payments.

Corporations use lockboxes, which are actually post office boxes, to cut

➼ Lockboxes: Page 10



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## Loan-Loss Reserves at the Top 10

Ranked by Total Assets; Figures in Millions

| | 1985 | 6/30 1984 | 6/30 1985 | 3/31 |
|---|---|---|---|---|
| 1. | Citicorp | 1,034.0 | $840.0 | $957.0 |
| | as a % of total loans | .97% | .87% | 0.92% |
| 2. | BankAmerica Corp. | 1,523.0 | 957.0 | 997.0 |
| | as a % of total loans | 1.81% | 1.13% | 1.20 |
| 3. | Chase Manhattan Corp. | 820.7 | 635.0 | 779.4 |
| | as a % of total loans | 1.35% | 1.03% | 1.29% |
| 4. | Manufacturers Hanover | 712.1 | 542.4 | 660.2 |
| | as a % of total loans | 1.24% | .95% | 1.15% |
| 5. | J.P. Morgan & Co. | 665.0 | 543.0 | 598.0 |
| | as a % of total loans | 1.85% | 1.51% | 1.69% |
| 6. | Chemical New York Corp. | 479.8 | 430.1 | 456.4 |
| | as a % of total loans | 1.26% | 1.18% | 1.23% |
| 7. | Security Pacific Corp. | 527.3 | 353.9 | 520.2 |
| | as a % of total loans | 1.57% | 1.19% | 1.57% |
| 8. | First Interstate Bancorp | 405.0 | 351.0 | 369.1 |
| | as a % of total loans | 1.30% | 1.32% | 1.32% |
| 9. | Bankers Trust New York | 399.8 | 292.2 | 381.9 |
| | as a % of total loans | 1.72% | 1.24% | 1.59% |
| 10. | First Chicago Corp. | 330.8 | 245.9 | 306.4 |
| | as a % of total loans | 1.30% | .99% | 1.20% |

**IN RESERVE:** Bank holding companies continued to build their reserves for loan losses in the second quarter, using strong income, especially from noninterest areas, to set aside large loan-loss provisions.

J.P. Morgan & Co. had a loan-loss reserve that amounted to 1.85% of loans at June 30, 1985. This was the highest percentage of any of the 10 largest bank holding companies in the nation on that date.

San Francisco's BankAmerica Corp. had the second highest reserve as a percent of loans, 1.81%, after its $338 million loss during the quarter, which it blamed on an abnormally high loan-loss provision.

In reporting its loss, BankAmerica said its $892 million second-quarter loan-loss provision was $527 million in excess of net chargeoffs for the quarter, and that it accounted for "about four-fifths" of the firm's loss for the quarter.

Table compiled by Joseph Perez

## Correction

In a table on page 22 of the July 22 *American Banker* that listed the earnings of the nation's 10 largest bank holding companies, a line was left out which explained that the figures listed were in millions of dollars. ■

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## Earnings . . .

Continued from Page 7

Net interest income in the quarter jumped 75% from a year earlier, to $133.6 million from $76.5 million. Net interest margin climbed to a record 2.57% from 1.31% a year earlier.

Ahmanson said gains from the sale of $612 million of adjustable-rate mortgage-backed certificates and loans contributed $14.6 million to second-quarter earnings, or about 27% of the total. It said insurance operations contributed profits of $2.24 million, compared with losses of $5.5 million a year earlier.

"The improvement was primarily attributable to significant increases in realized investment gains in both insurance groups and reduced interest expense," the company said. "In addition, property and liability insurance operations benefited from reduced claim costs, lower commission expenses, and increased premium income."

Besides its insurance operations, Ahmanson, with assets of more than $25 billion, operates 292 savings and loan offices in seven states under the names Home Savings of America and Savings of America. ■

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## Tucson S&L Names Smith Senior Exec VP, Director

TUCSON — N. Joel Smith has been named senior executive vice president and a director of Pima Savings & Loan Association.

Mr. Smith will remain as chairman and chief executive officer of Western American Financial Corp., the wholly owned subsidiary and service corporation of Pima Savings. He joined the company in February 1984. ■

## People . . .

Continued from Page 2

the telecommunication group. For the past 10 years, he has managed his own international management consulting companies, handling assignments worldwide for a number of U.S. banks.

**AUSTRIAN EXECUTIVE ON THE MOVE: Ottokarl Finsterwalder** has been named managing director and member of the managing board of Creditanstalt-Bankverein, Vienna. Mr. Finsterwalder has served as senior general manager of Creditanstalt's international division since 1974.

O. FINSTERWALDER

**SCOTIABANK DIRECTORS:** Newly elected directors of The Bank of Nova Scotia, Toronto, Canada, are **Mary-Jean Green**, chairman of Luscar Ltd., Hamilton, Bermuda, and **Paul J. Phoenix**, president and chief operating officer of Dofasco Inc., Hamilton, Ontario.

**AUSTRALIA: V.T. Christie**, chief executive officer of the Commonwealth Bank of Australia, has been elected chairman of the Australian Bankers' Association for 1985-1986. He succeeds **J.D. Booth**, managing director of National Australia Bank, who has been chairman for the past year.

V.T. CHRISTIE

**LONDON MANAGING DIRECTORS: Stanley Ross** and **Rolf Levedad** have been named managing directors of Deutsche Bank Capital Markets Ltd., the London Eurobond operations of Deutsche Bank AG, Frankfurt.

— **Franklin Smith**

## CityFed . . .

Continued from Page 3

stock dividend until it got a chance to read official documents on the offering. "They still haven't filed with the SEC," he said.

Unicorp American is primarily involved in real estate investment. The company is 50% owned by Unicorp Canada Corp., Mr. Stemmer said, which in turn is 66% owned by Mr. Mann.

Unicorp American acquired most of its position in CityFed last year, according to Mr. Rust.

The Federal Home Loan Bank Board recently said it would not interfere with Unicorp's attempt to purchase up to 24.9% of CityFed's stock. CityFed, in its suit to prevent Unicorp from acquiring more stock, called the Bank Board's move "arbitrary, capricious, and a violation of federal statutes."

Following the Bank Board ruling, CityFed and Unicorp renewed discussions on the possibility of giving Unicorp representation on the CityFed board, according to Mr. Rust. But discussions were terminated last week.

Unicorp reportedly purchased 275,000 additional shares of CityFed on Friday. If so, that increased the company's stake in CityFed from 11.8% to about 13.6%, assuming conversion of preferred shares held by Unicorp, Mr. Rust said. ■

## Manley Out at Merchant, Remains Top Shareholder

West Coast Bureau

LOS ANGELES — The Merchant Bank of California said its founding chairman, Marshall Manley, resigned as chairman and as a director.

The board of directors of the Beverly Hills bank said Mr. Manley's post will not be filled immediately. Richard Y. Rector, the bank's president and chief executive officer, will assume the chairman's responsibilities.

Mr. Manley recently was elected president and chief executive officer of City Investing Co. and chairman of Home Insurance Co. He remains a co-managing partner of the law firm of Finley, Kumble, Wagner, Heine, Underberg, Manley & Casey.

"Because of the new responsibilities and his position with the law firm, Mr. Manley felt that he could no longer give the bank the attention that it deserved as chairman," Mr. Rector said. "He remains its largest shareholder and continues to be deeply interested in its progress."

The Merchant Bank of California opened for business in 1982 as the First National Bank of Beverly Hills and last year converted to a state charter. The bank reported total assets of $61.2 million at Dec. 31. ■

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## Answer . . .

Continued from Page 4

to a bank customer, Darrell Rausch, mainly in the form of unposted debits, or returned checks that were held by the bank instead of being posted against Mr. Rausch's account.

In addition, Mr. Seurer extended credit to Mr. Rausch by allowing checking account overdrafts and by holding items in the bank's correspondent account.

In 1981, FDIC examiners criticized the bank for extending credit to Mr. Rausch through improper means and in excess of the bank's legal lending limit. The president of the bank asked Mr. Seurer to stop these improper practices, but in 1982, he continued to make unauthorized and excessive grants of credit to Mr. Rausch.

Neither Mr. Brickner nor Mr. Hackl disclosed the existence of the problem to the regulatory authorities or to the other bank directors until December 1982, when FDIC examiners discovered the transactions. By that time, the total credit that had been extended to Mr. Rausch exceeded $1.2 million.

Mr. Seurer resigned from the bank at the request of the FDIC in January 1983. Shortly thereafter, Mr. Brickner and Mr. Hackl learned that the collateral securing Mr. Rausch's loans no longer existed, and that Mr. Rausch had filed for bankruptcy.

In July 1983, the FDIC issued Notices of Intention to Remove Mr. Brickner and Mr. Hackl. The FDIC alleged that they had breached their fiduciary duties as bank officers and directors and had demonstrated a willful and continuing disregard for the safety and soundness of the bank, as a result of which the bank had sustained or probably would sustain substantial financial loss or other damage. The FDIC ordered that both men be removed from office and prohibited from further participation in any manner in the bank's affairs. Mr. Brickner and Mr. Hackl appealed.

The appeals court found that Mr. Brickner and Mr. Hackl had violated their fiduciary duties. The bank examiners had warned them in 1980 and 1981 that the bank needed to control overdrafts and excessive extensions of credit. Such warnings should have led them to be much more vigilant about the bank's lending practices.

Instead, they continued to entrust Mr. Seurer with the exclusive power to extend credit. They also allowed him to operate without control, even after they learned that he had continued to make loans to Mr. Rausch in an improper manner and in amounts far exceeding the bank's legal lending limit. Accordingly, the court affirmed the FDIC's decision to remove Mr. Brickner and Mr. Hackl. ■

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## Lockboxes . . .

Continued from Page 10

centers, processes international cash letters, payroll transactions, and coupons in addition to remittances, said Dick Gallagher, president of the firm. Likewise, the National Processing Co., an affiliate of the Louisville bank, handles merchant credit-card clearings and the settlement of airline ticket purchases, said Mr. Douglas.

Wachovia's new Dallas center, to be operational by the end of the year, will have a staff of seven and will provide only wholesale lockbox services, according to Jack M. Meckler, a senior vice president in charge of the bank's cash management services. He declined to disclose the startup expenses of the center, which will be managed by the Wachovia Operational Services Corp., a subsidiary of the bank's parent company.

The new lockbox site reflects a decision by Wachovia to compete with banks based in the Southwest for remittance-processing business, Mr. Meckier said. Because of the efficient mail delivery in the cities, Wachovia expects that the combination of Dallas and either Atlanta or Charlotte will be attractive to companies receiving payments from several regions.

Last year Wachovia spent $3 million enhancing its retail lockbox service in Charlotte, Mr. Meckler said. The staff was increased from 21 employees to about 125, and the operations center was moved from the bank's headquarters to a facility near the Charlotte airport. Wachovia has increased its retail processing volume to more than three million items a month, compared with less than one million checks a month one year ago, he said. ■

American B

The Daily Financial Services Newspaper

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## TODAY

**CURRENCY REPORTING FOCUS:**

- **In Congress:** Members of a House subcommittee backed proposals to crack down on financial institutions that aid in money laundering......... 1
- **At Bank of Boston:** The Bank of Boston Corp. will use a computerized monitoring system and surprise audits of branches to prevent currency reporting violations.............. 1
- **On Bank of America:** The Treasury Department is seeking to impose penalties against Bank of America for currency reporting violations...1

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**BROKERAGE BONANZA:** Securities firms that trade heavily for their own accounts were big winners.... 2

**MORTGAGE SECURITIES:** Epic Financial Services Inc. and the Federal Home Loan Mortgage Corp. announced a joint venture aimed at small thrifts that want to issue collateralized mortgage obligations..... .... 2

**WHAT ANALYSTS SAY:** Fleet Financial Group of Providence, R.I., topped Keefe, Bruyette & Woods Inc.'s "honor roll" this year... ....... 3

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**MERGERS, ACQUISITIONS:** A white knight rescues Broad Street National Bank of Trenton, N.J. ...Miles Moran looks back at the soon-to-be-merged Central National Bank of Cleveland ... Ameritrust was among 59 Ohio banks that declared themselves off-limits to Chase Manhattan Corp. overtures... ............................ 8

**BACK PAGE:** Washington, D.C., banks are nurturing a major league dream ... A New York banker wants to be an iron man off the job....... 16

**Quote**

*I was a messenger. That's how everybody started back then. You did your job and if they liked the job you did they made you a vice president. It's not like today, the young men want to know up front, 'What's the pay? When will I be a vice president?'*

Miles Moran, 84, former vice president, Central National Bank of Cleveland. [8]

**Unquote**

# House Panel Backs Crackdown on Laundering

## Bank of Boston Report Details Methods to Avoid Violations

By BART FRAUST

NEW YORK — In an effort to prevent further violations of federal currency reporting rules, the Bank of Boston Corp. will utilize a new computerized monitoring system and surprise audits of bank branches, according to a report released on Wednesday by a committee of outside directors.

In addition, the committee said it found no evidence that any employee benefited personally from the currency violations or that any cash transaction between the bank and a foreign bank involved a money laundering scheme.

Meanwhile, the Bank of Boston continued to draw criticism from Rhode Island officials, who maintain that the

➽ Bank of Boston: Page 15

## Treasury Weighs Assessment For Bank of America Violations

By ROBERT M. GARSSON

NEW YORK — The U.S. Treasury Department is seeking to impose civil penalties against Bank of America for failing to comply with currency transaction reporting laws.

Following a review of the San Francisco-based bank's branch records, which began earlier this year during an examination by the Office of the Comptroller of the Currency, Treasury personnel are attempting to negotiate a penalty with the bank.

It was uncertain this week when the penalties might be announced, and one source familiar with the situation said it was still possible for the negotiations to unravel.

A Bank of America spokesman, Ray Toman, acknowledged that Treasury

➽ Penalty: Page 14

## Chairman Says Racketeers Have 'Ensnared Banks'

By BARTLETT NAYLOR

WASHINGTON — Members of the the House Judiciary subcommittee on crime Wednesday strongly backed proposals to crack down on financial institutions that aid in laundering drug money.

Increased Risks with Secrecy Act, Page 4

"Drug traffickers and racketeers have penetrated the nation's financial institutions," said Rep. William Hughes, D-N.J., chairman of the panel. "They have ensnared banks from Main Street to Wall Street in schemes that disguise the process of crimes to clean money."

The hearing progressed quickly from the question of whether tougher laws

➽ House: Page 9

# AmeriGroup Paper Unit to Package Syndication Notes

By DAVID LAGESSE

NEW YORK — A secondary market for syndications continues to develop. Another step was the announcement Wednesday of a company established to package syndication notes into securities for sale to institutional investors.

A new subsidiary of AmeriGroup Inc., American Investor Note Paper Corp., will develop securities that act much like mortgage pass-through certificates, only with syndication investor notes as their backing instead of home loans, said Richard R. LaCroix. Mr. LaCroix developed the program for AmeriGroup, a New York-based syndicator.

The program appears similar to securities sold by Refco Partners, an investment banking firm in New York, which early last year first pooled investor notes that limited partners in real estate projects sign to finance construction. Refco calls its program Gins — for guaranteed investor note securities, and sold them to institutions that sought relatively short-term investments.

Several other companies are developing similar programs, though they are not yet ready to announce them publicly, said Fuhrman Nettles, a vice president at Robert A. Stanger & Co. Stanger is an investment partnership research firm based in Shrewsbury, N.J.

General and limited partners in syndications previously have had to turn to banks or thrifts for financing their investor notes, Mr. LaCroix said. But packaging the notes for bulk sale to investors can save the partners the origination points, legal fees, and higher interest rates that banks charge for the loans, he added.

American Investor will work with syndications that are backed by surety bonds, in contrast to the government guarantee that accompanies the bulk of mortgage securities. But the company only will accept top-flight surety companies for the guarantee. Among the companies that American Investor will accept are American International Group, New York, and U.S. Fidelity & Guaranty Co., the Baltimore-based insurance company.

➽ Syndicates: Page 9

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Indianapolis: A Fairy Tale Success

Indianapolis has been labelled the Midwestern "Cinderella City." In a survey of chief bank executives all over the United States, Indianapolis was expected to have "the most dramatic economic growth in the next decade" of any city in the midwest region. That's chosen from step-sister cities in all 11 states.

According to the research firm, it's "clearly a compliment." American Fletcher, Indiana's largest bank, calls it more than a compliment: it's deserved recognition. And it fits perfectly. We know Indianapolis will be living successfully ever after.

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# In the News

### American to Buy Branches

LOS ANGELES — American Savings and Loan Association said it signed a definitive agreement to purchase 13 southern California branches of Pacific Savings Bank, with combined deposits of $425 million. The price was not disclosed. "We will use these retail deposits to reduce hot money jumbo deposits and other borrowings," said William J. Popejoy, chairman and chief executive officer of the nation's largest thrift and its parent, Financial Corp. of America.

### Failures 60 and 61

WASHINGTON — The $19.7 million deposit First National Bank of Onaga, Kan., and $17.0 million deposit First National Bank of Glenrock, Wyo., became the 60th and 61st banks to fail this year. The Kansas bank's deposit liabilities of $19.7 million have been assumed by the newly chartered First National Bank of Onaga. The Wyoming bank was reopened as National Bank of Glenrock, also newly chartered.

### Sun to Sell Shares

SAN DIEGO — Sun Savings and Loan Association said it signed a definitive agreement to sell 247,000 shares of its guarantee stock to Fargo Industries, a California real estate developer. Sun said the transaction is subject to regulatory approvals, the underwriting of a public offering of 1,053,000 shares and the execution of associated leases and option documentation.

### Fuqua Bid for Thrift

ATLANTA — Georgia Federal Bank said Fuqua Industries Inc., a diversified manufacturer based here, will make a tender offer Aug. 1 for its shares at $23.75 a share, payable approximately half in cash and half in Fuqua common stock, or, at Fuqua's option, all cash. The savings bank said it will not comment until it has studied the offer.

### Suit Against BankAmerica

SAN FRANCISCO — BankAmerica Corp. is being sued by a stockholder who says her 100 share investment was hurt by the announcement last week that the bank lost $338 million in the seond quarter. In her class-action suit, Barbara Zarowitz claims that Bank of America made "inferior, risky and imprudent" loans and that officers misrepresented the financial condition of the company.

### Lincoln S&L Settles Case

BERWYN, Ill. — Land of Lincoln Savings and Loan said Security Pacific Clearing and Services Corp. and Security Pacific National Trust Co., have agreed to return $3.8 million in securities and proceeds purchased by Lincoln through Parr Securities Corp., a New York-based securities dealer which collapsed in May. Prior to the collapse, the securities had been transferred by Parr to Security Pacific.

— **Compiled by Kenneth J. Hicks**

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What Analysts Say

# Fleet Financial Tops Keefe's Bank 'Honor Roll'

## Security Firm's Annual Listing Ranks 184 Holding Companies

**By JOHN P. FORDE**

Fleet Financial Group of Providence, R.I., topped Keefe, Bruyette & Woods Inc.'s "honor roll" listing this year, with a 25.5% compound growth rate and no declines in annual earnings per share over the past 10 years, according to a report by the bank stock firm.

The honor roll is an annual ranking of the 184 bank holding companies in Keefe's universe of bank stocks by 10-year compound growth rates in earnings per share.

In the latest survey, Fleet was followed by Northwestern Financial Corp. of North Wilkesboro, N.C., which had a 22.8% compound growth rate for the past decade. Virginia's Central Fidelity Banks, Allied Bancshares of Texas, and Citizens and Southern Corp. of South Carolina filled out the top five spots.

At the other end of the ranking were the worst performances of the period, including Continental Illinois Corp., Crocker National Corp., and First Pennsylvania Corp., all of which reported losses in 1984.

The best regional performance in the survey was turned in by the 48 banking firms in Keefe's southern area, which had an average 10-year compound growth rate in earnings per share of 18.7%. This performance was led by Northwestern Financial.

The next best performance by region was at the 44 banks in Keefe's western sector, which posted a 15.9% compound growth rate. United Bancorp. of Arizona took top honors in this group with a 19.5% compound growth rate for the 10 years.

This western average barely edged the 15.8% average rate at 55 eastern banks, which was led by Fleet's performance.

This group of banks includes most of the major money center institutions. The highest 10-year compound growth rate among New York banks in the Keefe universe was 13.7% by Republic

➵ Analysts: Page 7

### '85 Keefe Honor Roll

**10-Year Compound Growth Rates**

| | | |
|---|---|---|
| **The 10 Best with No EPS Decline in 10 Years** | | |
| Fleet Financial | R.I. | +25.2% |
| Northwestern Financial | N.C. | +22.8 |
| Central Fidelity Bks. | Va. | +17.8 |
| Allied Bancshares | Tex. | +16.7 |
| Citizens & Southern | S.C. | +15.7 |
| Security Pacific | Calif. | +15.7 |
| Citizens Fidelity | Ky. | +15.5 |
| Zions Utah Bcp. | Utah | +15.4 |
| Texas Commerce Bcsh. | Tex. | +15.3 |
| Natl. Bank of Alaska | Alaska | +14.9 |
| **The 10 Worst** | | |
| American Security | D.C. | -12.3% |
| Bank of Mid-America | Okla. | -32.0 |
| BancTexas Group | Tex. | N.M.* |
| Continental Illinois | Ill. | N.M.* |
| Crocker National | Ca. | N.M.* |
| Equimark Corp. | Pa. | N.M.* |
| First Oklahoma | Okla. | N.M.* |
| First Pennsylvania | Pa. | N.M.* |
| ONB Corp. | Wash. | N.M.* |
| Orbanco Financial | Ore. | N.M.* |

* Not meaningful because of reported loss in 1984.
Source: Keefe, Bruyette & Woods Inc.

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# Securities Industry Launches Counteroffensive to Blunt Banks' Campaign to Expand Their Securities Beachhead

**By NINA EASTON**

WASHINGTON — The securities industry has mounted a counteroffensive to legal maneuvering by three bank holding companies seeking Federal Reserve Board approval to broaden their securities activities.

Relying on a novel interpretation of the law, attorneys for the New York City holding companies — Citicorp, Bankers Trust New York Corp., and J.P. Morgan & Co. — are trying to convince the Fed that their proposed securities activities do not violate the Glass-Steagall Act. That Depression-era statute prohibited on the mixing of commercial and investment banking.

But in comments filed with the Fed this week, two leading securities groups raised questions about that legal interpretation. They also contended that the proper forum for deciding these issues is Congress, not the regulatory agencies.

In its application, Citicorp is asking the Fed to permit its subsidiary, Citicorp Securities Inc., to underwrite municipal revenue bonds, mortgage-backed securities, and securities backed by consumer receivables. J.P. Morgan and Bankers Trust both want to place commercial paper through subsidiaries.

The Fed is scheduled to rule on these applications within 60 days.

Before Congress, the issues raised by these three applications boil down to a debate over public policy. But the debate at the Fed turns on legal semantics.

Citicorp is gambling on a clause in Glass-Steagall prohibiting the affiliation of banks with companies "principally" engaged in underwriting securities.

To Citicorp's lawyers, that means banks can affiliate with securities firms as long as no more than half of their business is devoted to securities prohibited to banks. In its application, Citicorp agreed to limit the new securities activity to 10% of its subsidiary's total business. Citicorp Securities currently underwrites and deals in U.S. government securities, general obligation bonds, and money market instruments.

### Applause for Imagination

Banking attorneys roundly applauded the argument as further evidence of the imagination of Citicorp attorneys. J. P. Morgan and Bankers Trust last spring agreed to similar limitations in an attempt to elicit Fed approval for their commercial paper operations.

But that theory won't wash with the securities industry. Representing the

➵ Securities: Page 10

---

# FDIC Snubs Bill to Help Farm Banks Cope with Bad Loans

**By KIM KAPLAN**
**and BARTLETT NAYLOR**

WASHINGTON — A Senate Banking subcommittee opened hearings Wednesday on the Farm Credit Relief Act, which would empower the Federal Deposit Insurance Corp. to allow agricultural banks to renegotiate loans with farmers and then write off the loss over a period of up to 30 years.

The FDIC, while likely to win new power under such legislation, panned the bill, stressing that most agricultural banks that have failed have fallen prey to their own mismanagement as much as the poor agricultural economy.

The Senate bill, introduced by Sen. Alan J. Dixon, D-Ill., would permit a qualifying bank to negotiate down a troubled loan to the point that a farmer's cash flow could handle the repayment schedule. The bank would then be permitted to reamortize any part of the loan that had been forgiven and write it off against the bank's capital over the entire life of the rescheduled loan, up to 30 years. Currently, the entire loss from such loans must be written in the year in which it occurred.

The farmer would no longer owe the portion of the debt that had been written off, said Sen. David H. Pryor, D-Ark., a cosponsor of the bill.

One of the reasons for allowing the agricultural banks to renegotiate loans is to reflect the drop in value of farmland in the past few years, Sen. Dixon said.

Only banks with less than $200 million in assets and at least 25% of their assets in agricultural loans would be eligible to request permission to renegotiate with the FDIC.

The FDIC would decide, "case by case," based on "the bank having a better chance of surviving with this help than without it," said another cosponsor, Sen. Bennett Johnston, D-La. The quality of the bank's management also would be considered.

"There is nothing about this bill that forces the FDIC to do anything, but it can with this authority," Mr. Johnston said.

FDIC reaction to the proposal is "quite adverse," according to the agency's director of government relations, Graham T. Northup.

"It is not honest bookkeeping," Mr. Northup said. "Also, our losses are always less if, when a bank is insolvent, it is closed promptly."

He also said that there is no need for a plan to provide relief to agricultural banks. Banks that are failing are doing so because of poor management, Mr. Northup said. He added that many

➵ FDIC: Page 7

## Analysts . . .

Continued from Page 3

New York Corp., which was followed by a 10.9% rate at Bankers Trust New York Corp.

A group of 37 midwestern banking firms reported a 14% 10-year compound growth rate, which was the bottom rung in the survey. This group includes institutions which faced major problems during the period, most notably Continental Illinois Corp.

The best performer in this group was First Wisconsin Corp., Milwaukee, which posted a 20.9% compound growth rate for the 10 years.

Lawrence R. Vitale, the analyst at Keefe who authored this year's honor roll report, singled out Trust Company of Georgia as one of the survey's stellar performers. The company has both one of the highest 10-year compound growth rates of the group, 18.9%, and also one of the highest rates over the past five years, when earnings per share grew at a 24.5% compound rate.

Trust Company of Georgia recently completed its merger with Sun Banks of Florida to become SunTrust Banks Inc.

Noting that the firm doesn't appear in the list of companies with no declines in the past 10 years, Mr. Vitale said that "a 1985 performance in line with our expectation for the pre-SunTrust company would include it on the list to be compiled next year." He added that this would also enable the firm to compile "one of the higher" 10-year compound growth rates.

"Only three of the top 10 banks in 10-year growth, and only one among those with the top 10 five-year records, were consistent enough to fall into the 'no declines' category also," he added.

Despite this, Mr. Vitale thinks the listing of companies with no declines in annual earnings per share comprises his true honor roll of consistent earners, as opposed to a simple list of 10-year compound growth rates.

As evidence, he offered the fact that if the regional lists were extended to include 20 companies instead of 10, only one bank in the "no decline" category would fail to fall among the growth leaders in its region. ■

## FDIC . . .

Continued from Page 3

failed banks are in "unit banking states" in which the firms cannot expand with additional branches.

These charges of mismanagement are detailed in an FDIC internal report recently obtained by the *American Banker.*

Though sections have been deleted by FDIC attorneys, the conclusion of the report is intact: "Although a depressed agricultural economy no doubt aggravated conditions and perhaps accelerated the failures, the primary cause in all instances was mismanagement coupled, in many cases, with insider abuse."

In another passage, the FDIC report lists 28 failures that occurred between Jan. 1, 1984, and Feb. 5, 1985. Next to each is the phrase, "Reason for failure:" But the reasons themselves have been deleted.

In some cases, the accusation of mismanagement and insider abuse does not jibe with the FDIC's own public statements issued at the time of the failure.

For example, included in the list of 28 farm bank failures is the David City Bank, David City, Neb. It was closed Sept. 6, 1984, and reopened as a branch of the First National Bank of Omaha.

In its press release, the FDIC cited no insider abuse or mismanagement, only the bad farm economy. "The bank has been struggling in a down agriculture economy and this factor was paramount in causing its insolvency," explained Roger M. Beverage, the Nebraska state banking commissioner, in the FDIC release. He added that the "owners were unable to come up with the additional capital needed as a result of extensive loan losses."

Moreover, William Souva, who was president of David City Bank when it slid into collapse, explains that "mismanagement and insider abuse" were not at play.

Contacted at the Citizens National Bank of Akron in Colorado, where he became executive vice president three months after leaving David City, Mr. Souva cited the depressed farm economy.

Mr. Souva said he has "no idea" why the FDIC would come to this conclusion. "The bank failed primarily because of ag conditions. The value of collateral declined. We pressed for collection and failed."

Though he has not seen the internal FDIC report, he says he "couldn't go along" with its findings.

Nebraska Bankers Association executive vice president Stan Matzke is more direct about the FDIC findings: "It's a cheap shot."

Times are tough in the Farm Belt, and creditors are simply being dragged down with the crowd, Mr. Matzke explained.

Kansas Bankers Association executive director Harold A. Stones recently noted, "My personal opinion is that the FDIC doesn't want to be accused of a lack of forbearance in the ag economy. The regulators are going to do everything in their power to show [the reason for the failures] is other than what they did.

"But we feel there is a tremendous gulf between Washington and field practices. Yes, there is a lack of forbearance by the regulators." ■

## Comment . . .

Continued from Page 4

- Audits that include examinations of teller's journals, cash transaction logs, and summaries of currency transaction report and currency or monetary instrument report filings.
- Reviews by auditors of the remedial measures taken to correct deficiencies cited by them.
- Extensive training of tellers and platform personnel in the requirements of the Bank Secrecy Act and in the practices common to many laundering schemes.
- Designation of a person to keep track of new laws, regulations, interpretations, and banking circulars. That person would coordinate compliance and insure that the bank's policies and procedures are adapted to the changing requirements.

Many of these suggestions are also contained in the interim report of the President's Commission on Organized Crime (October 1984). The report should be on any banker's required reading list.

Regardless of whether the Reagan administration bill becomes law, the additional resources that federal prosecutors and bank examiners are now devoting to identify violations of the Bank Secrecy Act may result in a mushrooming in the number of fines and criminal trials. Banks must be prepared to allocate more of their resources to insure compliance and to avoid substantial penalties, costly litigation, and damaged reputations. ■

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## TODAY

**Foreign Investment in the United States**

In recent years a flood of foreign capital has poured into the United States, defying global market theory and helping revamp the ailing U.S. industrial sector, according to M.S. Mendelsohn. His story opens today's special section on foreign investments, which includes the annual listing of the world's top 500 banks by deposit. The overview begins on page.................................. 15

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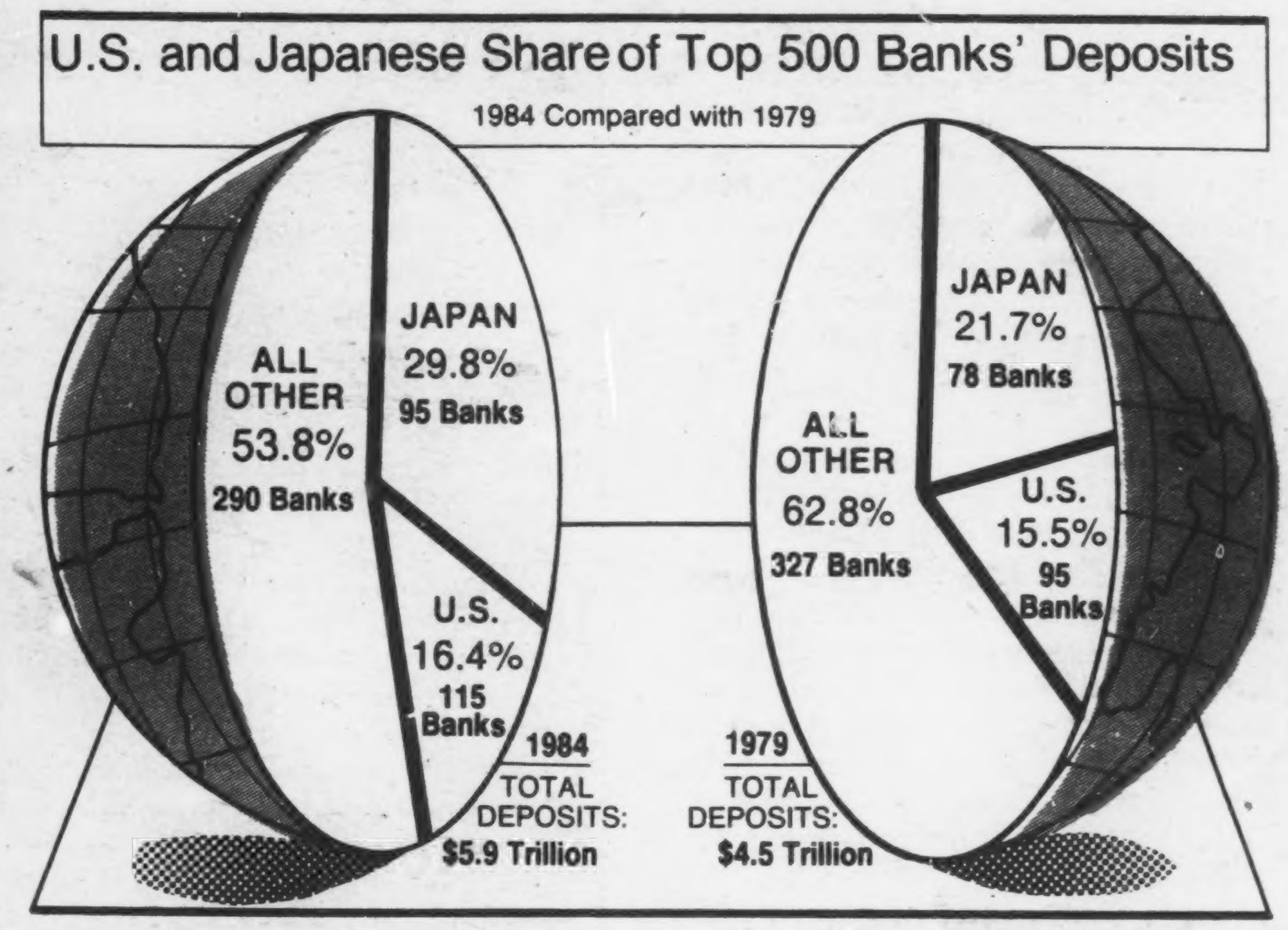

U.S. and Japanese Share of Top 500 Banks' Deposits

1984 Compared with 1979

# Japan Dominates in Deposits

## That Nation's Large Banks Increase Presence in Top 500 List

By L. MICHAEL CACACE

NEW YORK — Japanese banks increased their domination of the world's top 500 banks, based on yearend 1984 deposits. The large banks of Japan continued their surge in the *American Banker's* annual listing of the top 500, aided by a strong Japanese economy, the relative strength of the yen vis-a-vis the dollar, lower interest rates, and regulatory changes.

The three largest deposit-taking institutions in the world are now Japanese. Five of the world's top 10 banks are now Japanese. And the 95 Japanese banks in the listing account for almost 30% of the top 500 banks' deposit total. In 1983, only one Japanese bank ranked among the top three; four of the top 10 banks were Japanese; and the 95 banks in the listing held 28% of the deposits.

In 1979 — just five years earlier — no Japanese bank ranked among the top 10 banks in the world; and the 78 Japanese banks in the listing accounted for less than 22% of the total deposits of the top 500 banks.

These are some of the findings of the *American Banker's* 29th annual survey of the world's top 500 banks, ranked by deposits, published today. On Tuesday, the top 500 world banks ranked by assets will be published.

According to Tsukasa Yonemura, secretary general of the Institute for Financial Affairs, Tokyo, there were five major reasons for the continued surge in deposit growth at Japanese banks last year.

First, "this increase reflects the favorable performance of Japan's economy in 1984," with industrial production rising 16.5%, exports moving up 15.7%, and gross national product, in constant prices, rising 5.8%.

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# BankAmerica Looks to Sell Prize Assets

## FinanceAmerica, LA Building May Be for Sale, Sources Say

By MIKE CARROLL

NEW YORK — Stung by a massive second-quarter loss, BankAmerica Corp. is looking at the sale of several prized assets to strengthen its capital base.

Sources in the investment community say that BankAmerica recently retained a Wall Street investment house to begin evaluating a possible sale of FinanceAmerica Corp., its finance company subsidiary. FinanceAmerica is the third largest U.S. bank-owned finance company, with total capital

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## Why Are So Few Asking Hutton for Damages?

By TOM FERRIS

NEW YORK — Why are so few banks seeking restitution from E.F. Hutton & Co.? That question was raised last week as word leaked out that only about 50 institutions had formally indicated they would ask to be reimbursed for losses stemming from the Wall Street brokerage house's elaborate check-overdraft scheme.

As the official deadline for participating in a court-arranged restitution program passed last Thursday, there were indications that Hutton might end up spending much less

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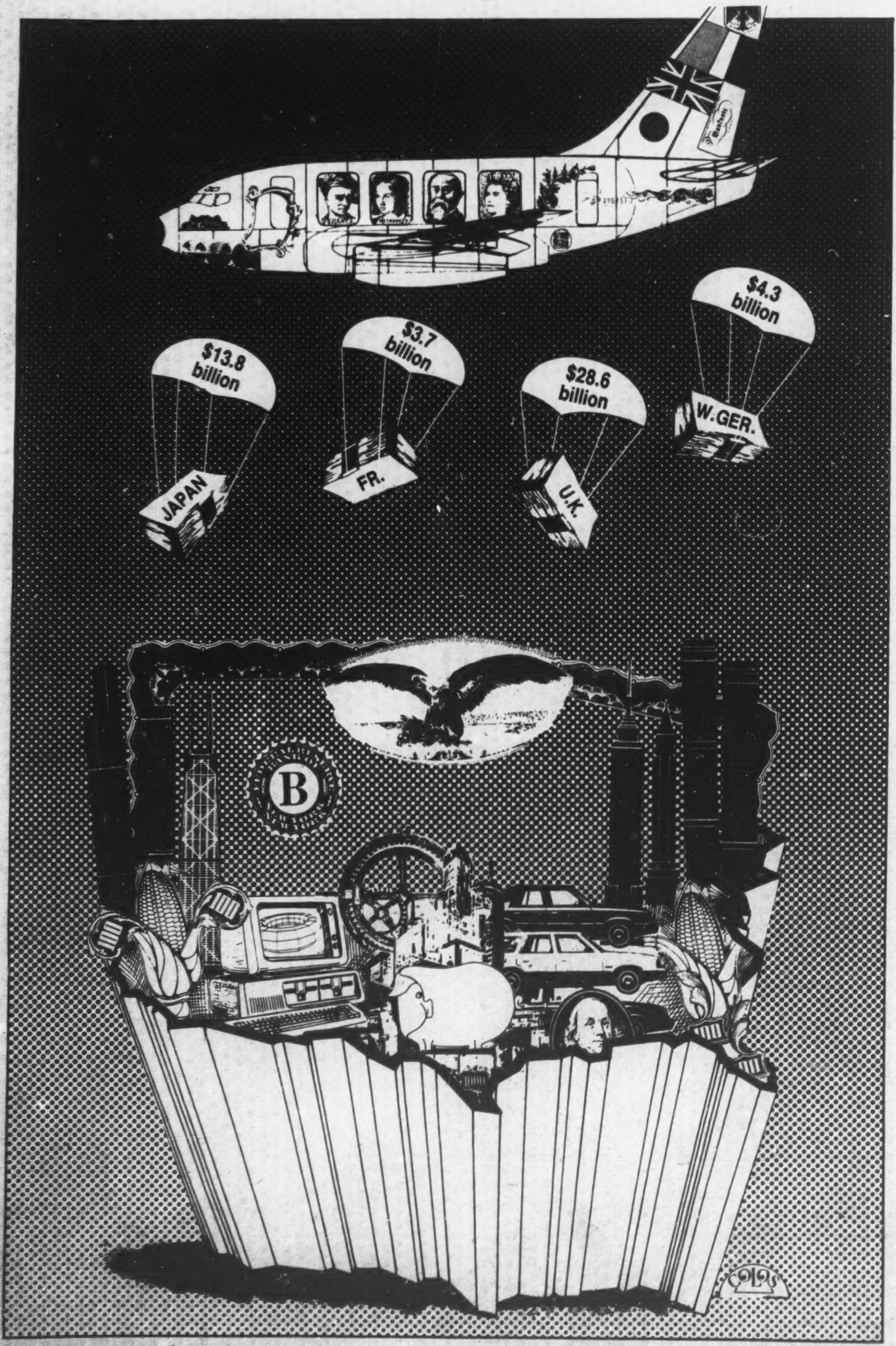
PULL OUT AND SAVE

# Foreign Investment in the United States



1984 Capital Inflows in U.S. Dollars

SOURCE: U.S. Dept. of Commerce, Bureau of Economic Analysis

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# Foreign Piggy Banks Revamp US Industry

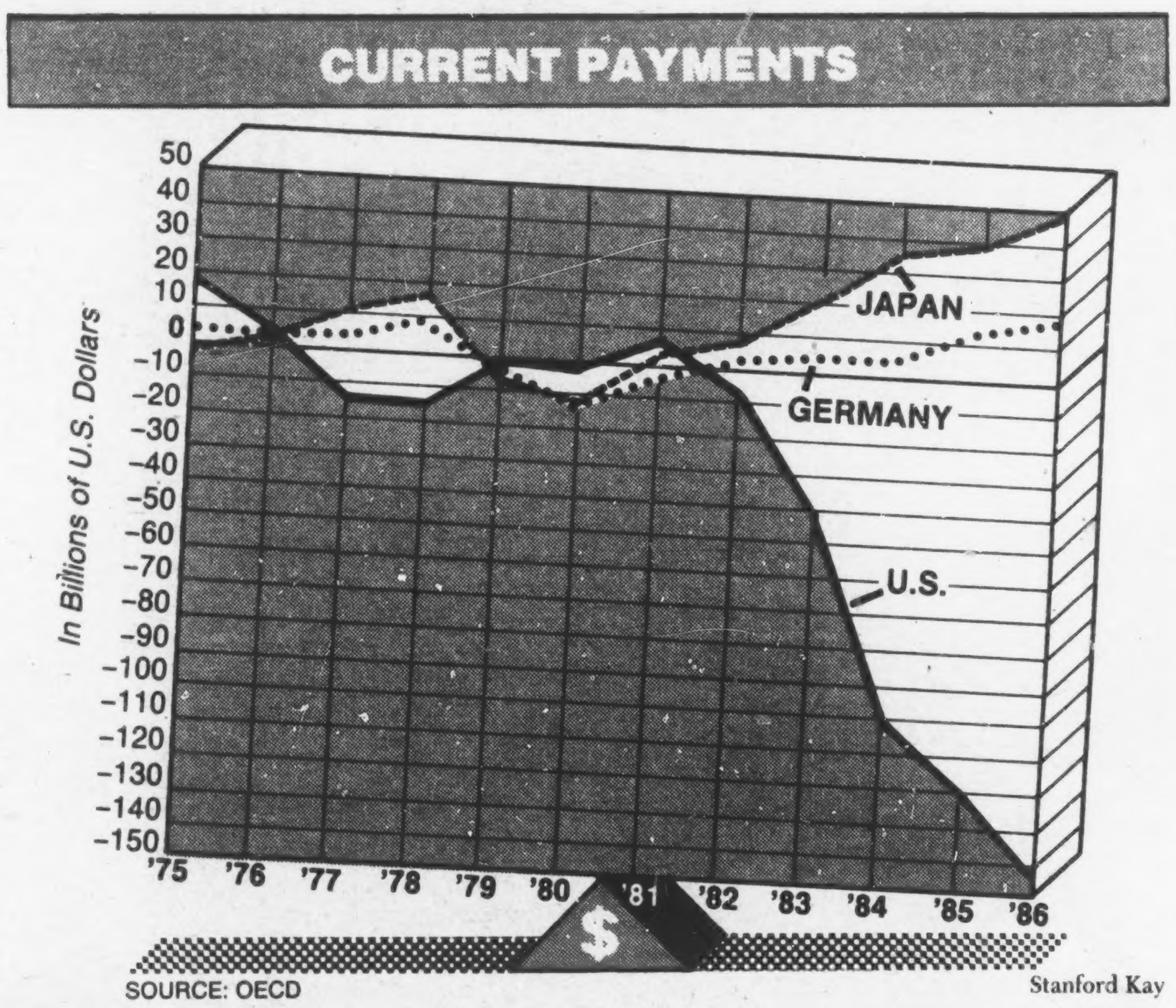
*Contradicting classic textbook analysis, world-wide savings at record levels have been a key force behind U.S. industrial reconstruction.*

*By M.S. Mendelsohn*

IN RECENT years, capital has been flooding into the United States from the rest of the world on a scale never seen before. In the past three years alone, net inflows have totaled about $150 billion, representing the counterpart of America's record deficits on trade and other current transactions with foreign countries. Given present trends and policies, at least $250 billion more of the world savings will flow into the United States through the end of 1986.

How long can this phenomenon, which contradicts everything the textbooks teach, go on? Possibly for a while longer, according to authorities as diverse as the staffs of the Federal Reserve system, the Bank for International Settlements, and the Organization for Economic Cooperation and Development, although all of them have admittedly hedged their bets.

The contradiction arises because rich, mature industrial countries are usually net exporters of savings, while poorer countries import capital to augment domestic savings for investment in growth. Short-term periodic deficits of mature economies are not unusual, however, and the current account of the U.S. balance of payments has moved through cyclical deficits in the past. It did so after the Korean War in the early 1950s, again in 1959, and once more in 1971 and 1972.



CURRENT PAYMENTS

SOURCE: OECD

Stanford Kay

On each of those occasions, as well as in 1979, a dollar "crisis" brought a return to current surpluses. At some time in the future, it is inevitable that the current account of the U.S. balance of payments will return to a position of surplus once again.

But this time, the perversity of net capital inflows into the world's biggest economy has gone on for an exceptionally long time, taking on the characteristics of a secular, or enduring pattern. The United States has run current deficits and imported corresponding amounts of world savings during seven out of the nine years since the end of 1976; it is now heading for a record current deficit and capital inflows in 1986 and possibly beyond that.

During the past decade, the "normal" pattern has clearly been stood on its head. In retrospect, America's current account surpluses and net capital exports of 1980 and 1981 now look like cyclical aberrations. Except for those two years, the United States has been performing like a developing country for almost ten years.

More accurately, perhaps, it has become a "redeveloping economy," a phrase coined by Deborah Allen Olivier of the University of California and Claremont Graduate School. From that point of view, the United States is passing through a period of massive reinvestment in machinery, equipment, and the service industries as part of a longer-term restructuring. It is hoped that this will ultimately lead to the emergence of a revitalized, modernized, and more efficient economy.

## The Big Picture

The process is seen as self-reinforcing because the strength of the dollar, created by the flow of funds into the United States across the exchanges, adds to the deflationary pressure. This forces American industry to readjust to international competition at home and abroad.

The combination of American domestic policies that have contributed to the present situation is no less paradoxical. When President Reagan took office in January 1981, he did so with a commitment to fiscal rectitude. But while he persuaded Congress to cut taxes and increase defense spending, Congress did not cut back the growth of other government spending as the administration had hoped.

Meanwhile, the Federal Reserve kept a tight grip on money creation, refusing to finance federal budget deficits. These deficits rose from 1.2% of gross national product in calendar year 1980 to around 4% by 1983. According to the OECD, deficits will remain close to that level through 1986.

The net result of those partly unintended and uncoordinated policies by the three arms of government, however, was to produce a classic, noninflationary, Keynesian economic recovery. After contracting by more than 2% in 1982, America's real gross national product grew by 3.7% in the following year, and by an almost unprecedented 6.8% in 1984. Growth of around 3% is projected for this year and next.

The spontaneous creation of almost 8 million new jobs has reduced unemployment from more than 11% to just above 7%, and consumer price inflation has been reduced from an annual 15% at the start of 1980 to less than 4%. No other major industrial country has matched that performance.

Admittedly, growth of domestic demand in the United States has sucked in massive imports, but it has done so while still permitting a strong rise of employment at home. This has made it easy for the United States to finance its growing trade and current account deficits.

In addition, foreign suppliers have been ready to leave substantial portions of their American earnings in dollars instead of converting them into their own currencies. International investors, buying into dollar assets, have further helped drive up the dollar's exchange rate. This has reinforced America's low inflation rate, which exerts its own pull on international funds.

Americans have invested at home rather than abroad. Within the industrial countries, America's growing deficits have been largely offset by the rising surpluses of West Germany and, above all, Japan. That divergence between the world's three biggest economies is partly cyclical, reflecting relatively slower economic growth recently in West Germany and Japan than in the United States.

### Differing Tax Structures

But it is also, in part, deeply rooted. In Japan, the tax structure encourages saving and discourages borrowing, while the American tax structure does precisely the opposite. That helps explain why savings in Japan have run at close to 20% of disposable incomes during the past 20 years, compared with a range of 13% to 15% in West Germany, but only 6% to 7% in the United States.

During the 1960s, when the Japanese economy was expanding at more than 10% a year and West Germany's economy grew close to an annual 5%, high Japanese savings were predominantly invested at home. But with the distinct slowing down of domestic growth during the 1970s and the early 1980s, Japanese and West German savings have increasingly sought alternative deployment abroad. Political stability, inflation, strong economic growth, and a high real interest rate all have attracted foreign commerce to the United States.

Capital flows have also been promoted through direct government action. Japan has been lifting restrictions on capital outflows since 1980. And the U.S. treasury has been selling "targeted" bonds since last December, aimed at nonresident investors who are offered anonymity as well as exemption from withholding for U.S. tax. All nonresident investment in the United States has been exempt from the latter since July 1984.

In a circular way, the size of capital flows into the United States has contributed to the country's growing current deficits, which in turn are balanced by ever-larger capital inflows. This has resulted in a rapid erosion of America's position as a net creditor to the rest of the world.

Indeed, it is generally estimated that the United States has already become a net debtor. As a result, there has been a very sharp reduction of America's net investment income from abroad and of the nontrade current account as a whole. On the Federal Reserve's latest estimates published in May, America's stock of foreign assets fell from about $120 billion to about $5 billion between the end of 1981 and 1984, excluding official holdings of gold, special drawing rights, and automatic drawing rights on the International Monetary Fund.

The contraction in the stock of for-

*M.S. Mendelsohn is an American Banker staff correspondent based in London.*

eign assets has been reflected by a decline in net investment income from $34 billion to $18 billion between 1981 and 1984, according to the Federal Reserve. And that, in turn, has been the major factor in reducing America's total of net "invisible" earnings during that period from more than $34 billion to less that $6 billion. Thus it has provided a shrinking offset to the growing deficits on trade in goods.

Tracing the sources of international capital flows has always been difficult. Trying to identify how they are invested is more difficult still — much like attempting to trace water as it flows from rivers into the sea. Deregulation of financial markets has helped in its own way to facilitate capital flows, but has also made their measurement still more difficult.

Allowing for such imperfections, the Bank for International Settlements recently estimated that identified capital flows into the United States totaled more than $77 billion net in 1984. Of that total, about $31 billion came from Western Europe, almost $12.5 billion from Japan, about $8 billion from other industrial countries, and some $26 billion from developing countries.

Catherine L. Mann of the Federal Reserve's Division of International Finance commented on this last factor in the May 1985 issue of the *Federal Reserve Bulletin*. "Financial innovation has increased the access of higher quality borrowers to the pool of world savings," she observed, "possibly to the detriment of developing countries with debt problems."

According to the Federal Reserve, last year's $77 billion of identified net capital inflows into the United States included $20 billion that moved in through the banking system, $22 billion net in foreign purchases of U.S. government securities, and $17 billion net in foreign purchases of U.S. corporate securities. In addition, net foreign direct investment in the United States amounted to an estimated $11 billion. But on top of the net $77 billion of identified capital flows into the United States last year, there were unidentified net inflows of about $30 billion.

Some fundamental questions are raised by America's shift from a net supplier to a net taker of world capital. One of them is the supposed threat of a rising dollar to the international competitiveness of American agriculture and industry and the strong protectionist pressures that have resulted.

## 'Debt-Financing Modernization'

But Dr. Olivier of the University of California has pointed out that nearly all of the growth of American imports in 1983 and half of that growth in 1984 consisted of increases in imports of machinery and transport equipment.

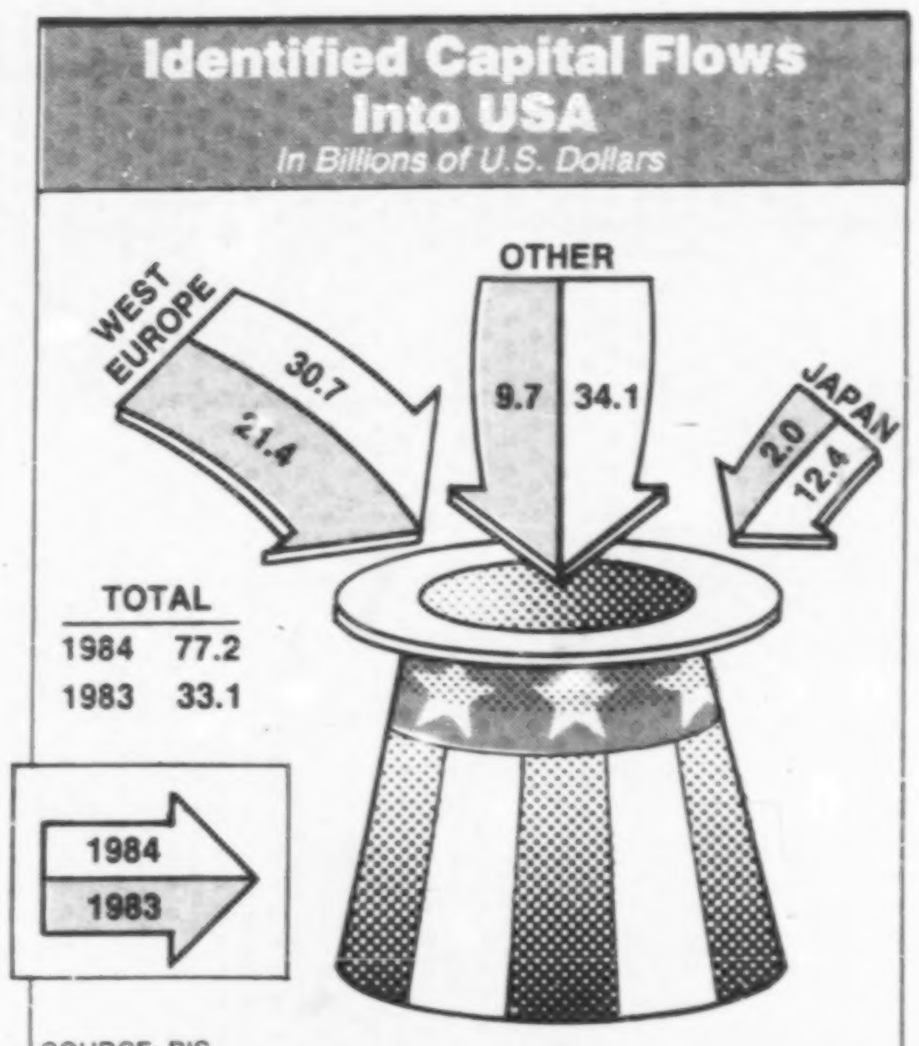
"So that it cannot be said," she noted, "that we are financing a spending spree of unproductive investment which will make it difficult for us to service the debt. Rather, we are debt-financing our own modernization, which will make us competitive and productive even with a strong dollar."

Moreover, she added, American equipment makers were able to stage strong gains of their own despite growing imports of capital goods.

The other major questions posed are how long the United States can go on attracting huge capital inflows as a counterpart of massive current deficits, and how long the dollar's effective exchange rate can remain at about 50% above its 1980 level. As Ms. Mann of the Federal Reserve concludes in the article cited earlier, the situation "will continue until the federal budget deficit is controlled and the economic recovery in the rest of the world catches up to that of the United States."

Another comment, from the annual report of the Bank for International Settlements published in June, stated: "The preponderance of easily reversible capital inflows into the United States during 1984 does not mean that

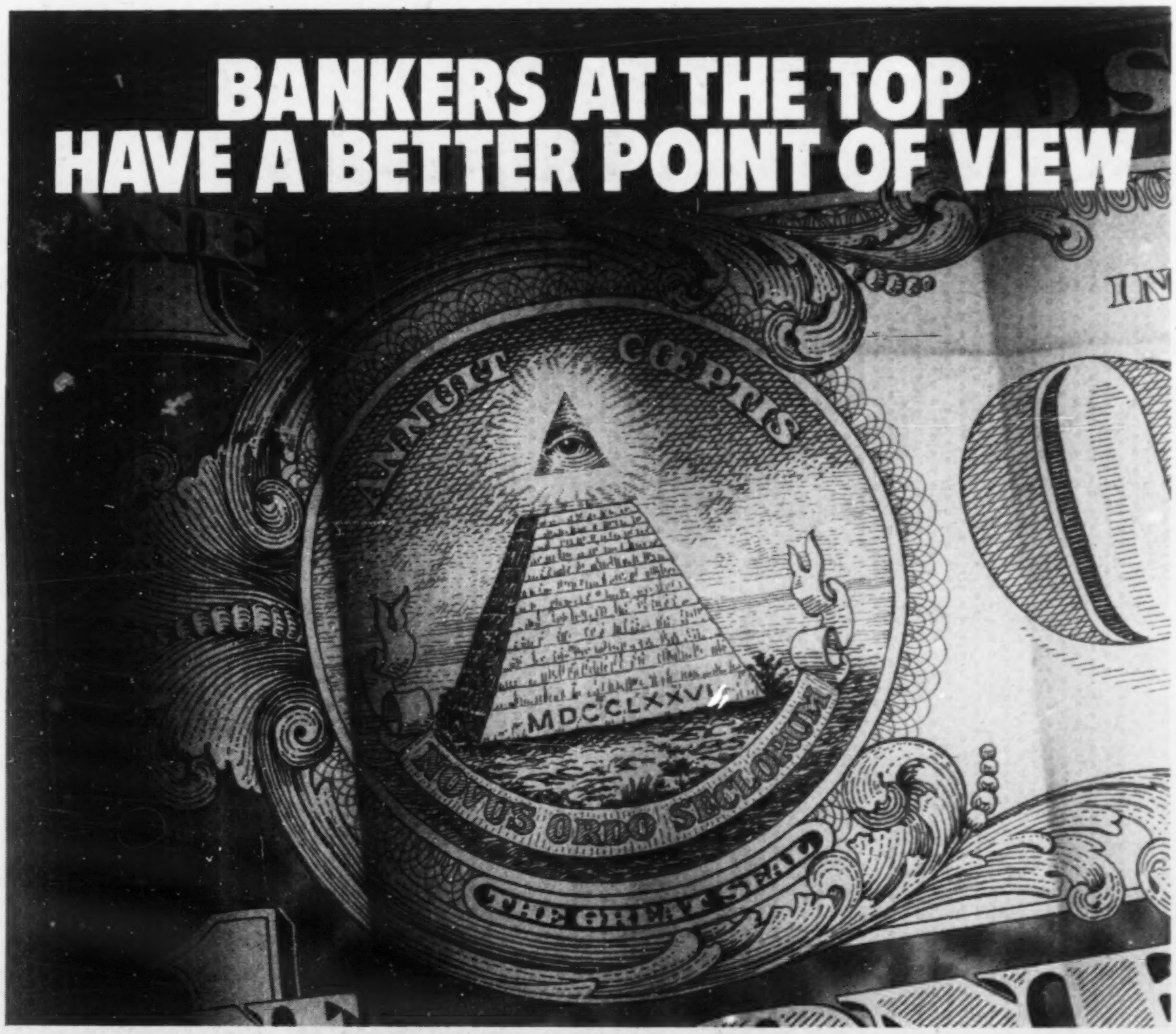
*Continued on Next Page*



SOURCE: BIS
NOTE: Unidentified inflows officially estimated at USD 9 billion in 1983 and USD 30 billion in 1984.

Stanford Kay

> *"The United States is passing through a period of massive reinvestment in machinery, equipment, and the service industries as part of a longer-term restructuring."*



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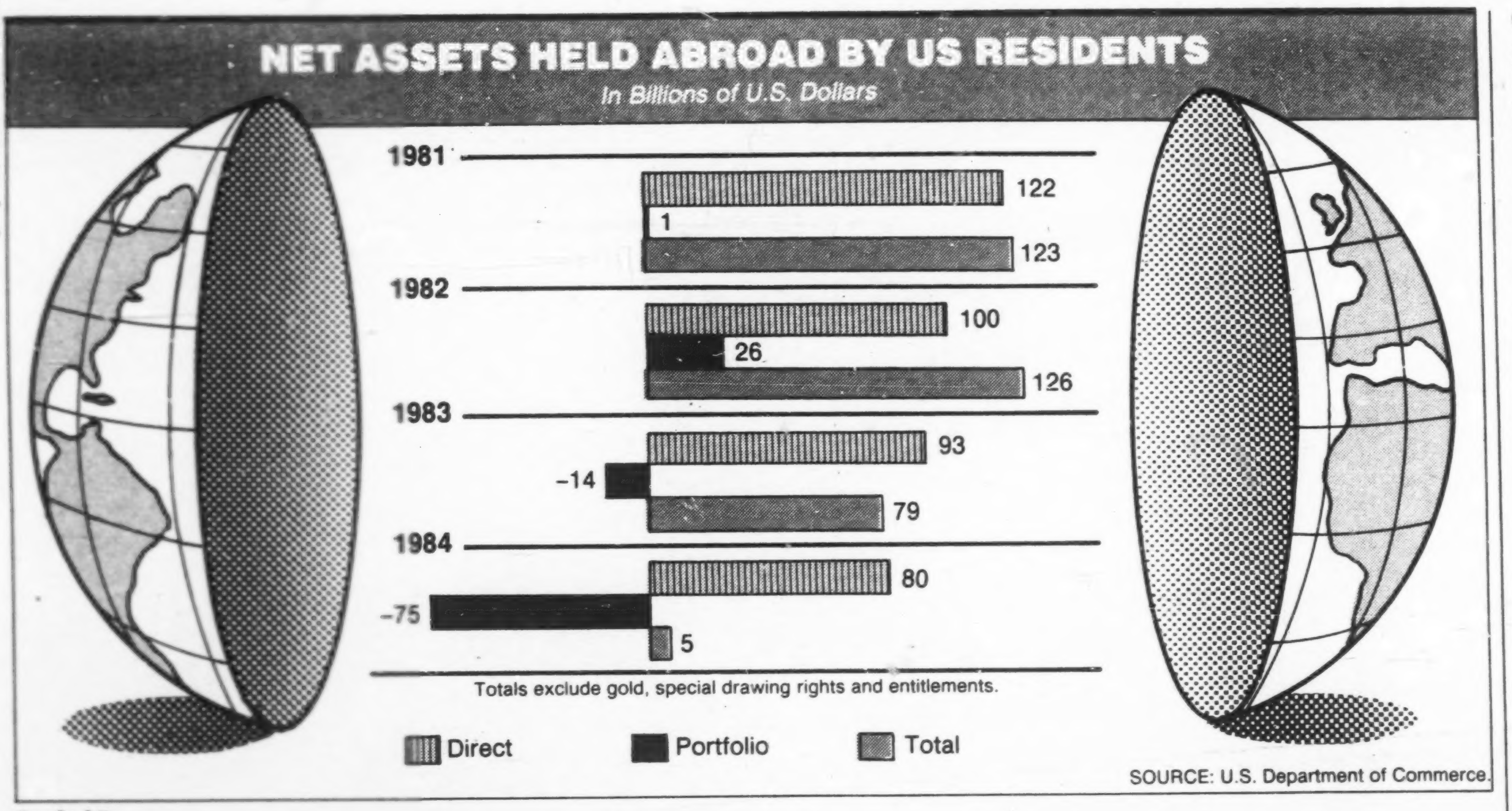

SOURCE: U.S. Department of Commerce.

Stanford Kay

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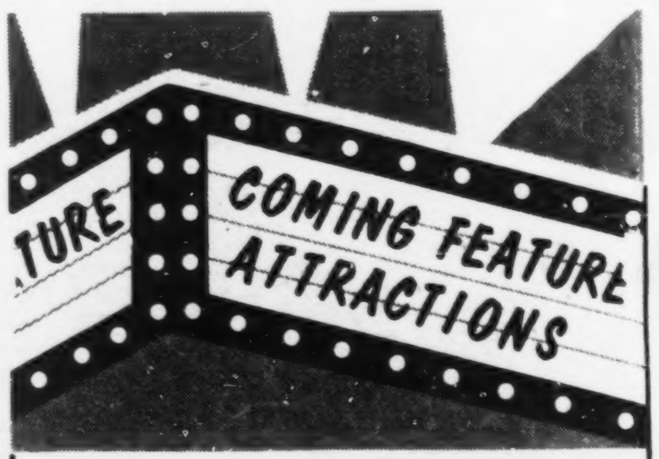
*Continued from Previous Page*

prospective current account deficits, which in any case could not be rapidly reduced, might not be financed with the same ease as in the past."

It added, however, that confidence in the dollar could alter rapidly, in which case large movements of exchange and interest rates would be needed to induce private investors to go on adding to their dollar assets.

Finally, there is the secretariat of the OECD, which noted if the United States does indeed become a net debtor country this year, it would be the first time since World War I. After saying that present imbalances in the global economy are unsustainable indefinitely, the OECD nevertheless goes on to observe that it is "impossible to assess" when financial markets may react.

In summary, there remains an undercurrent of concern that the present pattern of capital flows into the United States could be reversed abruptly at some point, but doubts are growing about when such a point might be reached. Against that, a minority of analysts believes that America's strong attraction for international investors could persist for a long time, bringing benefits to both the American and world economies. ■



In the upcoming weeks, the feature editions will cover a variety of topics relating to the financial services industry. To keep you better informed about the many facets of finance, *American Banker* will be spotlighting the following areas:

- **Top 500 Banks in the World by Assets**: July 30. We will focus on the energy situation (primarily oil) and naturally OPEC will be addressed. What we want to look at is the changing energy financing situation and how it affects industry in the US. We will look at strategies banks and corporations are implementing to hedge against falling prices. We will also include a section of profiles of energy lending financial institutions — who's left and how are they doing?
- **Thrift Mid-Year Update**: August 20. In this section we will examine the strategies of several thrift institutions throughout the country. How does the market in which they operate affect their strategy and how do they plan to survive in the future? Will they specialize or try to be everything to everybody? Will they remain community-oriented institutions or become more like commercial banks? We hope to answer these and other questions in this special feature section.
- **Top U.S. Commercial Banks Mid-Year Update**: August 23. This section will feature profiles of top executives from financial services firms. We hope to seek out executives who are colorful, vocal, and successful — people who are consdered "go-getters" — and report on their concerns, accomplishments, development, management styles, and strategies.
- **Cash Management Review**: September 5. The highlight of this edition will be an analysis of results of a survey conducted to measure the profitability of cash management services in the nation's top 100 commercial banks.

# The Deals That Didn't Get Away

States are dispatching missions left and right to Europe, the Far East, and Latin America to bring back the "big catch" — foreign corporations that will establish factories and plants in the United States, which in turn can create new jobs and improve local economies.

In an attempt to track the activity going on, the *American Banker* invited state economic development offices throughout the United States to boast about their three biggest foreign deals in the last five years. We asked the agencies to name the foreign firms and the new subsidiaries or firms created, as well as the joint venture partner if applicable. Also requested was the amount of the investment and the number of jobs created by each deal.

The information supplied to us appears directly below the name and address of each agency. Where information is not included it is because it was not made available to us. This listing was compiled by Rita Kay Meyer.

## ALABAMA

**Jamie "Red" Etheredge, Director**
**Alabama Development Office**
**c/o State Capitol**
**Montgomery, Ala. 36130**
**(205) 263-0048**

**Foreign Investor:** Mitsubishi Corp., Japan
**U.S. Subsidiary:** Coilplus, Inc., Athens
**Product:** cutting and slitting steel
**Investment:** $5 million
**Jobs Created:** 2 per 3 manufacturing jobs

**Foreign Investor:** Mitsubishi Corp., Japan
**U.S. Subsidiary:** Hitech Stamping, Inc., Athens
**Product:** steel punched products
**Investment:** $4 million
**Jobs Created:** 50

**Foreign Investor:** Mitsubishi Corp., Japan
**U.S. Subsidiary:** I.B. Chemical Co., Bucks
**Product:** slow-release fertilizer

**Foreign Investor:** Mitsubishi Corp., Japan
**U.S. Subsidiary:** Metco America, Inc.
**Product:** durastrength 200 metablen products

**Foreign Investor:** Gold Star Co., Ltd., Korea
**U.S. Subsidiary:** Gold Star of America, Inc., Huntsville
**Product:** color television sets, video cassette recorders, microwave ovens
**Jobs Created:** 500-1000

**Foreign Investor:** Vepsi S.A., Greece
**U.S. Subsidiary:** Jacquard Lace Co., Huntsville
**Product:** lace tablecloths, bedspreads, draperies
**Investment:** $5 million
**Jobs Created:** 100-125

**Assistant Director**
**Alabama Development Office**
**c/o State Capitol**
**Montgomery, Ala. 36130**
**(205) 263-0048**

**Fred Denton, Industrial Development Director**
**Alabama Development Office**
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## ALASKA

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**Department of Commerce and Economic Development**
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*Continued from Page 24*

state officials who have toured Europe.

But Mr. Miller counsels that when in Europe, one should particularly avoid "interrupting someone who is speaking. That's much more serious to the Europeans than us."

Also, he says, avoid telling jokes. "There are many word usages that will not translate into foreign languages. You can't transfer humor between cultures."

"And try not to use colloquialisms. Keep your words and your sentences simple," he says.

One irony in Japan, say many people who have been there, is that Japanese executives can be a rowdy bunch after office hours.

"Evening entertainment is a must" when planning sessions with Japanese business people, Mr. Hawthorne of Connecticut Bank and Trust says.

Mr. Basset agrees on the importance of entertaining foreign executives after hours. "At one time, I thought [such sessions] were just an excuse to go drink. But conversations that might seem not too serious lead to impressions, and later to business," he says.

What role do correspondent banks overseas play in helping your bank and state attract foreign capital? The experts disagree on that question.

Mr. Bassett says many investments by foreign companies in Florida "happened through correspondent banking relationships."

After meeting with bankers and development officials from a particular state, notes Mr. Bassett, a foreign investor typically might go to its own lead bank and say, "Who are these guys, do you know their reputation?"

### Take Time to Call

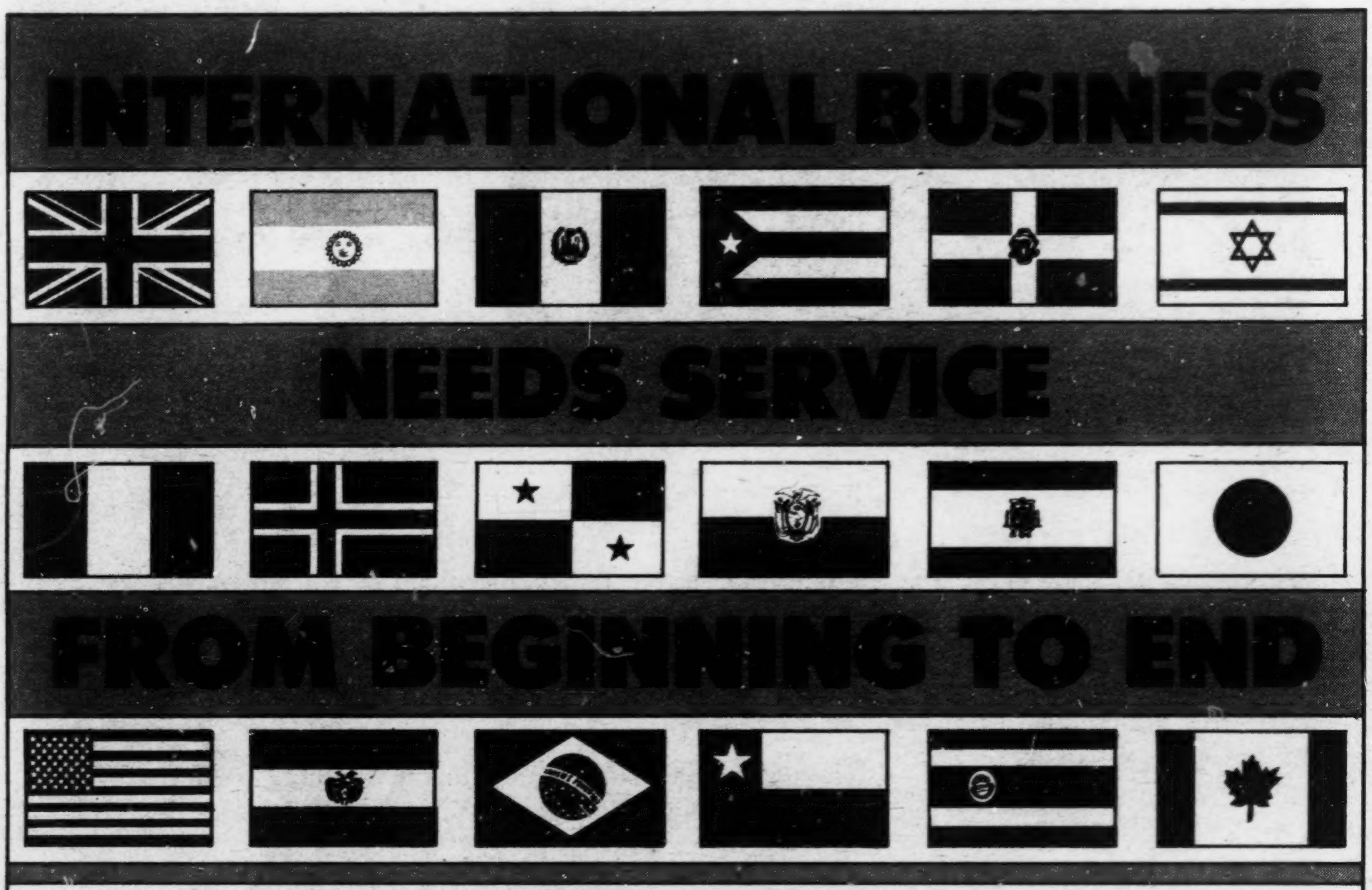
Assuming the foreign bank gives a positive answer, "The foreign bank then might simply send a letter [to the U.S. bank or banks] saying, 'We'd like to introduce our client.' "

Mr. Bassett says any banker traveling overseas on a state-sponsored trip must make a point of meeting with his bank's correspondents in the area. "It's a very, very important thing to do. They'll know if you're there, and it could be quite insulting if you don't set time to meet with them," he says.

Mr. Hope, however, says development leads from correspondent banks don't happen "as much as you might think. Quite often foreign banks don't have the leads themselves."

In West Germany, for example, "I'm not so sure the bankers always know the development plans of their companies. It's just the opposite of this country," Mr. Hope says.

Still, he agrees that a banker on a development trip to a foreign country should set aside time to meet with officials from correspondent banks.



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**Department of Commerce and**
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**(907) 465-2018**

## ARKANSAS

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**Arkansas Industrial Development**
**Commission**
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**One Capitol Mall**
**Little Rock, Ark. 72201**
**(501) 371-2052**

## CALIFORNIA

**Christy M. Campbell, Director**
**Department of Commerce**
**1121 L Street, Suite 600**
**Sacramento, Calif. 95814**
**(916) 322-1394**

**Foreign Investor:** Toyota, Japan
**U.S. Subsidiary:** New United Motor Manufacturing, Inc. (NUMMI)
**Product:** automobiles
**Investment:** $300 million
**Jobs Created:** 3,000

**Foreign Investor:** NEC Electronics, Inc., Japan
**U.S. Subsidiary:** Electronic Arrays, Roseville
**Product:** semiconductors
**Investment:** $500 million
**Jobs Created:** 600

**Foreign Investor:** Britain, Ireland, and Denmark
**U.S. Subsidiary:** Golden State Cheese Plant
**Product:** Monterey Jack and cheddar cheese
**Investment:** $104 million
**Jobs Created:** 100
Submitted by Jack Stewart, Chief Deputy Director

## CONNECTICUT

**John Carson, Commissioner**
**Department of Economic Development**
**210 Washington Street**
**Hartford, Conn. 06106**
**(203) 566-3787**

**Foreign Investor:** Bayer AG, West Germany
**U.S. Subsidiary:** Miles Laboratories, West Haven
**Product:** pharmaceuticals
**Investment:** $35 million
**Jobs Created:** 120

**Foreign Investor:** Saab, Sweden
**U.S. Subsidiary:** Saab, Orange
**Product:** buses
**Investment:** $9 million
**Jobs Created:** 150

**Foreign Investor:** Honda, Japan
**U.S. Subsidiary:** Honda, Windsor Locks
**Product:** auto parts distribution center
**Jobs Created:** 50

## DELAWARE

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**Florida Department of Commerce**
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**107 West Gaines Street**
**Tallahassee, Fla. 32301**
**(904) 488-6300**

**Foreign Investor:** Vorwerk-Electric Household Appliances, Germany
**U.S. Subsidiary:** Vorwerk USA, Inc., Altamonte Springs
**Product:** Electric Household Appliances
**Investment:** $10 million
**Jobs Created:** 500

**Catch: Page 28**

One question that may arise for a U.S. banker is how to handle the issue of competition for a foreign company's business when the company's lead bank also is an important correspondent of the U.S. bank. Certainly, some financing involving a move into the United States could be handled by either bank.

Says Mr. Seal: "If they [the company] come to us first [bypassing the correspondent], there may be a reason. We do exactly what the prospect wants us to do. The bank that has originated the deal has the right to call the shots."

If you expect dramatic and immediate results from a foreign trip, you probably will be disappointed, many experts say. Relationships take time to build, and a corporate decision to expand overseas obviously can be long in coming.

A banker also might find himself frustrated by the lack of clear signals from some foreign executives about the seriousness of their intentions regarding U.S. business. The Japanese can be particularly aloof. "With the answers you get from them, you really don't know what they're thinking." Mr. Hawthorne says.

That's why many state commerce departments make twice-yearly or even more frequent trips to both the Far East and Europe, to keep their states' visibility high among foreign companies.

Bankers who believe they can add something to such trips ought to contact their commerce officials directly and offer assistance, some experts say. "There is tremendous interest in the U.S." by foreign companies, " and I don't think the commerce departments [of states] can do the job themselves," Mr. Hope says.

Sometimes, the trips can quickly bear fruit. Mr. Bassett recalls that his bank was lucky enough to have made contact with a Swedish firm just as the firm was looking to move a regional office in the United States.

"We happened to be in the right place at the right time," he says. The office was moved to South Florida, and Florida National became the office's bank, "a quite lucrative account," Mr. Bassett adds.

Finally, follow-through is just as important as your initial contact with a foreign investor, the experts say.

"One problem we hear: A governor goes over to a foreign country and shakes a lot of hands, but the investors never hear from that state again. There's no follow through," says Mr. Friedman of NASDA.

Even if a state discourages a banker from representing his or her own institution on a foreign trip, there's probably no reason why the banker can't send a follow-up letter on his bank's stationery, thanking the investors for their time and offering to be of further assistance. ■

BNP GROUP HIGHLIGHTS

| (In millions of French Francs) | 1984 | % 84/83 |
|---|---|---|
| Total assets | 949,573 | + 12.6 |
| Customer deposits | 338,755 | + 10.5 |
| Loans to customers (1) | 405,241 | + 11.3 |
| Stockholders' equity and non-voting participation shares (2) | | |
| Including minority interests | 16,146 | + 25.5 |
| Excluding minority interests | 15,156 | + 29.7 |
| Net income | | |
| Including minority interests | 1,768 | + 14.2 |
| Excluding minority interests | 1,634 | + 14.4 |
| Number of offices | 2,391 | |
| of which: Metropolitan France | 2,025 | |
| Overseas territories and 73 foreign countries | 366 | |

(1) Including participating loans to customers, credits to financial institutions not regarded as interbank deposits and leasing transactions.
(2) After appropriation of net income for 1983 and based on proposed appropriation of net income for 1984.

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BNP

PUBLIFINE PARIS

## The Big Catches...

Continued from Page 27

**Foreign Investor:** Iberia Cycle Corporation, Spain
**U.S. Subsidiary:** Iberia Cycle Corporation, Miami
**Product:** bicycles
**Investment:** $10 million
**Jobs Created:** 80

**Foreign Investor:** Oki Electric Industry Co., Japan
**U.S. Subsidiary:** Oki Systems Engineering Group, Kissimmee
**Product:** telecommunication and computers
**Jobs Created:** 300

### GEORGIA

**George Berry, Commissioner**
**Georgia Department of Industry and Trade**
**230 Peachtree Street, NW**
**P.O. Box 1776**
**Atlanta, Ga. 30301**
**(909) 656-3595**

**Steve Rieck, Deputy Commissioner**
**Georgia Department of Industry and Trade**
**P.O. Box 1776**
**Atlanta, Ga. 30301**
**(404) 656-2680**

**Foreign Investor:** Iggesund Group, Sweden
**U.S. Subsidiary:** EKA AB
**Product:** silicate products for pulp/paper and carpeting industries
**Jobs Created:** 25 - to 75

**Foreign Investor:** Hyundai, Korea
**U.S. Subsidiary:** Hyundai, Motor America
**Product:** subcompact cars
**Investment:** $3.3 million
**Jobs Created:** 40 - to 80

**Foreign Investor:** Mitsubishi Electric, Japan
**U.S. Subsidiary:** Mitsubishi Electric America
**Product:** color television sets and cellular mobile telephones
**Investment:** $18 million
**Jobs Created:** projected to 500

### HAWAII

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**Department of Planning and Economic Development**
**Penthouse**
**250 S. King Street**
**Honolulu, Hawaii 96813**
**(808) 598-3033**

**Linda K. Rosehill, Deputy Director**
**Department of Planning and Economic Development**
**State of Hawaii**
**P.O. Box 2359**
**Honolulu, Hawaii 96804**
**(808) 548-3033**

**Foreign Investor:** Mitsui Real Estate Development Co, Ltd., Japan
**U.S. Subsidiary:** Halekulani Corp.
**Product:** Halekulani Hotel - 456 room luxury hotel
**Investment:** $57 million

**Foreign Investor:** Tokyu Corp. and Mitsubishi Corp.
**U.S. Subsidiary:** Mauna Lani Resort, Inc.
**Product:** 350-room Mauna Lani Bay luxury hotel and 80-unit Mauna Lani Terrace
**Investment:** $50 million

### ILLINOIS

**Michael Woelffer, Director**
**Illinois Department of Commerce and Community Affairs**
**620 E. Adams**
**Springfield, Ill. 62701**
**(217) 782-7500**

**Foreign Investor:** Flender Corp., Germany
**U.S. Subsidiary:** Flender Corp., Eigin
**Product:** power transmission equipment
**Investment:** $12,400,000
**Jobs Created:** 125 to 300-400

**Foreign Investor:** Westfailische Metall Industries K.G., West Germany
**U.S. Subsidiary:** Hella Electronics, Inc.
**Joint Venture Partner:** Koito Manufacturing Co., Ltd.
**Product:** lighting fixtures for automobiles
**Investment:** $5 million
**Jobs Created:** 105

**Foreign Investor:** Roquette Freres, France
**U.S. Subsidiary:** Roquetter Corp., Gurnee, Ill.
**Product:** sorbital
**Investment:** $90 million
**Jobs Created;** 45

### INDIANA

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### IOWA

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**Foreign Investor:** Orsan, France
**U.S. Subsidiary:** Heartland Lysine, Eddyville
**Joint Venture Partner:** Ajinomoto, Japan
**Product:** Lysine
**Investment:** $65 million
**Jobs Created:** 100

**Foreign Investor:** Orsan, France
**U.S. Subsidiary:** Wilson Hybrids
**Product:** hybrid seed
**Jobs Created:** 45

**Foreign Investor:** EMW Groschopp, Germany
**U.S. Subsidiary:** EMW Groschopp, Sioux Center
**Product:** electric motors
**Jobs Created:** 114

### KANSAS

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**John Watson, Director**
**International Development**
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**Foreign Investor:** Aldi Foods, West Germany
**U.S. Subsidiary:** Aldi, Olathe
**Product:** regional distribution center for grocery products
**Investment:** $4.25 million

**Foreign Investor:** Broken Hill Proprietary Co., Ltd., Australia

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Heller Financial, Inc., Heller Overseas Corporation

**U.S. Subsidiary:** 1984 Energy Reserves Group, Inc., Wichita
**Product:** oil and gas producer
**Investment:** $494 million

**Foreign Investor:** Rio Tinto-Zinc, United Kingdom
**Joint Venture Partner:** Slawson Oil, Wichita
**Product:** oil

## KENTUCKY

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**Carroll Knicely, Secretary of Commerce**
**Kentucky Commerce Cabinet**
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**(502) 564-7670**

**Foreign Investor:** Betts and Co., Essex England
**U.S. Subsidiary:** Betts Packaging Inc., Florence, **Product:** plastic toothpaste tubes and plastic bottle caps
**Investment:** $10 million
**Jobs Created:** 58 to 210

**Foreign Investor:** Hitachi Ltd., Japan
**U.S. Subsidiary:** Hitachi Automotive Products Inc., Harrodsburg
**Product:** assemble automotive electronic equipment
**Investment:** $3.5 million
**Jobs Created:** 50 to 200

**Foreign Investor:** Topy Industries Ltd., Japan
**U.S. Subsidiary:** Topy Corporation, Frankfort
**Product:** auto wheels
**Investment:** $26 million
**Jobs Created:** 79 to 200

## LOUISIANA

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**Foreign Investor:** Ferruzzi Interests, Italy
**Joint Venture Partner:** Louisiana Alcohol Fuels Corporation
**Product:** Fuel Alcohol Manufacturing Plant, Myrtle Grove
**Investment:** $65 million
**Jobs Created:** 80

**Foreign Investor:** Boots Pharmaceutical, England
**U.S. Subsidiary:** Boots Pharmaceutical, Shreveport
**Product:** pharmaceuticals
**Investment:** $36 million
**Jobs Created:** 450

**Foreign Investor:** Zen Noh, Japan
**U.S. Subsidiary:** Zen Noh, St. James, Louisiana
**Product:** grain terminal
**Investment:** $100 million
**Jobs Created:** 40

## MAINE

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**Steven A. Bolduc, Director of Business Attraction Division**
**Maine State Development Office**
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**(207) 289-2656**

**Foreign Investor:** Myllykoski Oy, Finland
**Joint Venture Partner:** New York Times Company
**Product:** paper
**Investment:** $200 million
**Jobs Created:** 330

**Foreign Investor:** Lemforder-Metallwaren, West Germany
**Product:** Volkswagen auto parts
**Investment:** $5 million
**Jobs Created:** 150

**Foreign Investor:** Rubb Motor A/S, Norway
**U.S. Subsidiary:** Rubb Inc., Sanford
**Joint Venture Partner:** Rubb Building Limited, England
**Product:** prefabricated buildings
**Investment:** $3 million
**Jobs Created:** 16

## MARYLAND

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**Maryland Department of Economic and Community Development**
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**Annapolis, Md. 21401**
**(301) 269-3174**

**Foreign Investor:** Shimadzu, Japan
**U.S. Subsidiary:** Shimadzu Scientific Instruments, Inc., Columbia
**Product:** precision scientific instruments
**Jobs Created:** 31

**Foreign Investor:** Otsuka Pharmaceutical Co., Ltd., Japan
**U.S. Subsidiary:** Shady Grove Life Science Center, Rockville
**Product:** developing and refining genetic engineering techniques
**Investment:** $7 million
**Jobs Created:** 30

**Foreign Investor:** Magna International, Inc., Canada
**U.S. Subsidiary:** Marada Industries, Inc., Carroll County
**Product:** automotive parts
**Investment:** $5 million
**Jobs Created:** 30 projected to 60

## MASSACHUSETTS

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Catch: Page 60

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# The Scrutiny On British Bounty

## *Direct investments in the United States are rising, but to what extent?*

*By M.S. Mendelsohn*

IN RECENT YEARS, British companies have dramatically increased direct investment in the United States. Official British figures show that the value of such investment rose at least six-fold on a net basis from about $600 million in 1975 to an average of almost $3.6 billion a year during the five years through 1983, the latest year for which the information is available.

But those data show an incomplete picture. Not only are they badly out of date, but they also exclude direct investment in the United States by oil companies, which has been running at very high levels.

Indeed the reasons for the large statistical gap are eccentric. The British Government's Department of Trade and Industry keeps track, at a distinctly leisurely pace, of foreign direct investment by British industry other than oil companies. Foreign direct investment is defined as the acquisition by a British company of 20% or more of a company located abroad.

### The Investors

On the other hand, oil companies report their foreign direct investment to the Bank of England, but they do so on a confidential basis, which precludes the Central Bank from disclosing even the annual aggregates of such investment.

However, it is evident that British direct investment in the United States has continued during the past two years at a pace that at least matches the strong surge recorded from 1979 through 1983. The list of British companies that have added to their American investments in the past two years includes the leaders in nearly every industry.

New acquisitions in the United States have been made in recent years by British companies that include Shell Oil and Britoil, among oil companies, Imperial Chemical Industries, Beechams, a pharmaceuticals manufacturer, firms making building materials like Tarmac, Blue Circle, and Redland-Ready-Mix concrete. Other industrial companies include British Oxygen Company, which makes industrial gases, Pilkington, the glass manufacturer, Argyll Foods, and Plessey, the electronics corporation.

Royal Insurance is among the financial services companies that have made new acquisitions in the United States. Others have increased their direct investment in the United States, among them Barclays Bank, the National Westminster Bank, the Midland Bank, and the Commercial Union Insurance Company.

(Midland and Commercial Union, however, were obliged to do so by setbacks in the United States. This consisted, in Midland's case, of losses at Crocker National Bank, in which Midland was obliged to increase its stake.)

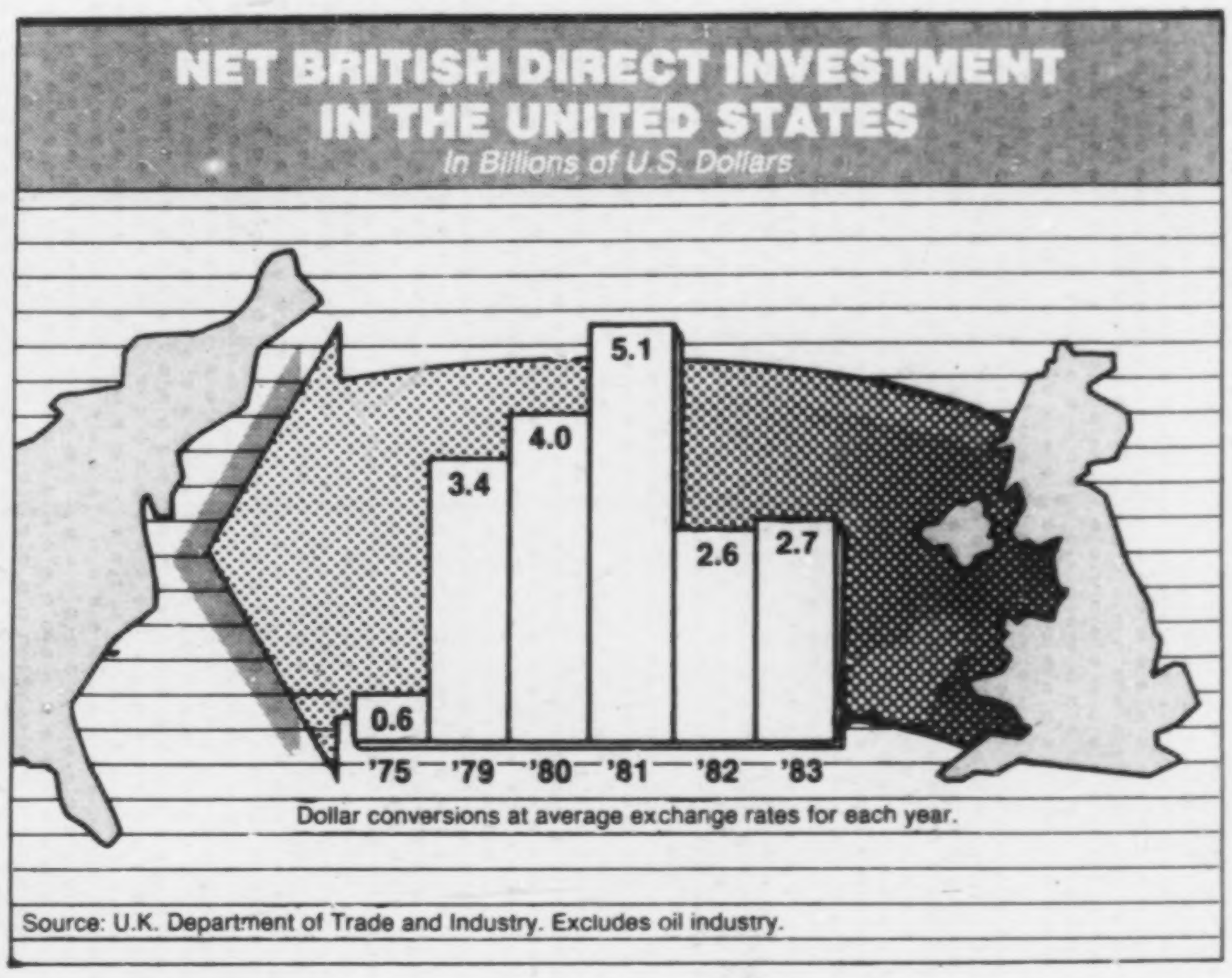
British direct investment in the United States was given a boost by the lifting of Britain's remaining foreign exchange controls in October 1979. The removal of the controls, which had been effected on the eve of World War II and which the government stated had "outlived their usefulness," facilitated direct investment procedures.

But other factors have been at work too. "Our first step was to invest in Europe after Britain joined the European community in 1973," said one British industrialist.

"After that, we turned to America,"

*Continued on Next Page*

*M.S. Mendelsohn is the American Banker staff correspondent based in London.*



NET BRITISH DIRECT INVESTMENT IN THE UNITED STATES

*In Billions of U.S. Dollars*

Dollar conversions at average exchange rates for each year.

Source: U.K. Department of Trade and Industry. Excludes oil industry.

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*Continued from Previous Page*

the spokesman of another British multinational corporation said. "The American market represents such an enormous element of the free world's economy that you cannot really grow without a slice of the action in the United States. Getting the first 1% or 2% market share for almost any product in the United States can make an enormous difference to the total sales volume of a British company, without damaging American companies."

Cyclical factors, like the relatively faster growth of the American economy since 1982 and the relative stabilization of American inflation, are cited as contributory factors only in influencing long-term direct investment decisions.

More important is the need for direct investment as a route to the American market. British multinational companies say they feel the need for a direct presence in the United States is created by marketing demands, rather than tariff or nontariff obstacles to trade, as economists have often asserted.

For instance, a major British industrial company said it had bought an equipment company in the United States from its American owners in order to have a locally-based distribution network for some of its products. "If we had not bought that American company, it would have taken us five years longer to build up the same distribution network in the United States," said a spokesman for the British multinational.

Another important long-term motivation for British investment in the United States is to qualify for U.S. government procurement contracts, especially defense contracts. Indeed, one British corporate spokesman went further by saying, "We need to have companies in the United States just in order to qualify as suppliers to American companies which have defense department contracts."

However, the investment is by no means all one-way. British Telecom, the recently privatized British telephone system; Reuters, the news and financial information services company; Imperial Chemical Industries; and Jaguar motor cars are only some of the major British companies that have raised substantial new equity finance in the American capital markets in recent years with a corresponding American share-ownership.

"It is becoming out of date to talk about British companies investing in America," said a London banker. "These days, one is talking ever more of internationally-owned companies expanding world-wide into an increasingly integrated global economy." Substantial amounts of British foreign direct investment in recent years have been financed out of dollar earnings retained in the United States.

But in many cases companies prefer to repatriate dollar earnings to bolster their sterling earnings to reflect the dollar's high exchange rate against the pound in recent years. Such companies prefer to match dollar assets and liabilities by borrowing dollars to finance new acquisitions and expansion in the United States, thus avoiding any exchange rate risk. ■

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Consolidated Balance Sheet as of December 31, 1984
(in thousands of FRF)

| LIABILITIES | 1983 | 1984 | ASSETS | 1983 | 1984 |
|---|---|---|---|---|---|
| Capital | 344.000 | **395.600** | Cash & Banks | 8.082.484 | **10.016.751** |
| Reserves | 862.629 | **968.238** | Investments | 414.333 | **349.595** |
| Deposits & C/s | 24.542.400 | **27.018.396** | Loans & Discounts | 11.331.021 | **11.760.868** |
| Net Income | 41.760 | **57.285** | Other Assets | 5.962.951 | **6.312.305** |
| Total | 25.790.789 | **28.439.519** | Total | 25.790.789 | **28.439.519** |

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# Building Across Borders

## *Canadians have a solid base in U.S. land development.*

*By David Lake*

EVER SINCE CANADA ran out of people to put in buildings, developers have had to look to the United States for expansion. The challenge of developing real estate in a foreign country is now a fact of life for Canadian developers.

Moving into the U.S. market is not an easy task for any institution. Those developers who entered the American real estate market in the latter part of the recession-ridden 1970s did so at great risk.

When Olympia & York Developments Limited went into New York in 1977 and bought eight buildings for $320 million, $50 million down, Canada had made a statement. Canadians were ready for the rejuvenation of the American city core, and they were prepared to pay for that development.

"Canadians have a major impact in urban development as innovators and trend setters," says Mike Galway, president of the Canadian Institute of Public Real Estate Companies. "The U.S. is becoming more and more urbanized. The movement to the suburbs is reversing itself, and people realize that they can't write off Detroit, Cleveland, Buffalo, and New York. If urban redevelopment is to be the future, then the Canadian development community in the U.S. will continue to prosper."

## The Investors

A good portion of Canadian development in the United States is monopolized by two families — the Reichmanns and the Bronfmans. The Reichmann family runs Olympia & York, while one faction of the Bronfman family controls Trizec Corporation, and the other faction heads Cadillac Fairview. Together this group directly and indirectly controls at least 22 billion Canadian dollars (about $16 billion) of North American real estate. Of this amount more than 50% is located in the United States.

The United States has become an important second home to Canadian developers. When looking at the majors, at least half of total assets are located south of the border. When those players finance projects, U.S. banks are considered as often as the competitive subsidiaries of Canadian banks.

Though Canadian real estate developers have made their presence felt on skylines across the country, they also have a large stake in shopping center development as well as industrial park, mixed properties, and residential development.

First entering the United States in the mid-1970s, they followed the demographics and established operations in the Sun Belt. Branches were opened to take advantage of population shifts and spending by prosperous oil and high technology firms.

---

*David Lake writes on financial issues from Montreal, Canada.*

## The Big Catches...

Continued from Page 29

**Foreign Investor:** Nippon Electric Co., Ltd., Japan
**U.S. Subsidiary:** NEC Information Systems, Inc., Boxborough
**Product:** computer discs and peripheral systems
**Jobs Created:** 450

**Foreign Investor:** Atlas, Copco, AB, Sweden
**U.S. Subsidiary:** Atlas Copco, Inc., Holyhoke
**Product:** stationary and portable air compressors, construction tools
**Jobs Created:** 500

### MICHIGAN

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**Michigan Department of Commerce**
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**Foreign Investor:** Mazda Motor Corporation, Japan
**U.S. Subsidiary:** Mazda Motor (USA) Corporation, Flat Rock
**Product:** Cars
**Investment:** $450 million
**Jobs Created:** 3,500

**Foreign Investor:** AB Volvo, Sweden
**U.S. Subsidiary:** Volvo of America Corporation-Automated Systems Division, Sterling Heights
**Product:** Computer-controlled, wire-guided work platforms developed for their automobiles
**Jobs Created:** 105 to 200

**Foreign Investor:** Nippondenso Co., Ltd., Japan
**U.S. Subsidiary:** Nippondenso Manufacturing USA, Inc., Battle Creek
**Product:** Air conditioners, heaters, and windshield wiper units
**Investment:** 100 million
**Jobs Created:** 300 to 600
Submitted by Paul Tesorero, Director, Reverse Investment

**Peter Walters, Acting Director**
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**Foreign Investor:** Nissan Motor Corp.
**U.S. Subsidiary:** Memphis Auto Parts Distribution Center, Olive Branch
**Product:** distribution center for Datsun dealers
**Investment:** $7 million
**Jobs Created:** 50

**Foreign Investor:** Kymi Kymmene Oy
**U.S. Subsidiary:** Great Northern Nekoosa
**Product:** paper pulp mill
**Investment:** $540 million
**Jobs Created:** 600

**Foreign Investor:** Sumitomo Corp., Japan
**U.S. Subsidiary:** Sumitomo Corp. of America
**Product:** steel
**Investment:** $2 million
**Jobs Created:** 25

### MISSOURI

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**Foreign Investor:** Kyowa Hakko, Japan
**U.S. Subsidiary:** Bio Kyowa
**Product:** L-lysine, a feed grain additive
**Investment:** 50 million
**Jobs Created:** 100

**Foreign Investor:** Tokyo Seat, Japan
**U.S. Subsidiary:** Tri-Con Industries
**Product:** Makes seats for Chrysler Corp.
**Investment:** 5 million
**Jobs Created:** 400

**Foreign Investor:** Schur, Denmark
**U.S. Subsidiary:** Shurpack
**Product:** Makes poly-plastic packaging
**Investment:** 4 million
**Jobs Created:** 50
Submitted by Glenn Boos, Director of International Business

## Northwest

*Continued from Page 53*

Why the parade of Japanese high-technology manufacturers to the United States? More specifically, why have they settled on the Pacific Northwest, particularly on the Portland area, for a heavy round of expansion?

On the broad questions, James D. Thayer, manager of international investments for the Oregon Department of Economic Development, notes that Japan's huge trade surplus with the United States is causing enormous friction.

He calls the Japanese push for offshore manufacturing a "form of economic foreign policy" that is aided and abetted by the powerful Japanese Ministry of Trade and Industry (MITI).

"They've been doing it for a decade in Southeast Asia," says Mr. Thayer. "Now they're moving into the U.S. to a greater degree than ever before."

As the standard of living and social costs of doing business in Japan rise, the differential between overall manufacturing costs in Japan and in the United States has narrowed. Japanese electronics companies, Mr. Thayer adds, also need to be closer to the huge U.S. market in order to service it effectively and to better understand U.S. marketing techniques.

The hazard of being too far away from the market was demonstrated by Japan's experience in computers, Mr. Thayer says. Manufacturers poured big investments into hardware, but ignored the software on which computers depend. Although the Japanese have made heavy inroads into the world market for semiconductors, they've done poorly in computers.

The Pacific Northwest has attracted the Japanese for a variety of reasons. Land costs a lot less than in California's technology centers — as much as 80% less, according to Mr. Thayer, for the large, suburban, campus-like tracts preferred by Japanese manufacturers.

Commuting time is less. Competition is not so severe for well-trained technical workers. Even a simple thing like an overlap of business hours between the West Coast and Japan makes a difference.

"The big intangible," says Mr. Thayer, "is the willingness of both Washington and Oregon to work to attract the Japanese and to give them a warm welcome."

Oregon's decision last year to modify its unitary tax was a big breakthrough that was hailed by Nippon Electric and got a lot of publicity in Japan. The governors of both states have traveled extensively in Japan, and both states have offices in Japan.

The Portland area has outshone other big cities in the Pacific Northwest, including Seattle, partly because it started with a much larger base in high technology. Tektronix has about 14,000 employees in the state, and other electronics companies, such as Floating Point Systems and Electro Scientific Industries, also are big employers.

Some sources say the Japanese have avoided Seattle in part because they don't want to compete with the rela-

> ***"Some of the difficult decisions we made a few years ago are coming back to benefit us."***

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**Foreign Investor:** John LaBatt, Ltd., Canada
**U.S. Subsidiary:** Delicious Foods, Grand Island
**Product:** frozen foods
**Jobs Created:** 400

**Foreign Investor:** Bouygues, France
**U.S. Subsidiary:** Centerra Enterprises
**Product:** architecture and engineering
**Jobs Created:** 200

**Foreign Investor:** Tate and Lyle, Ltd., England
**U.S. Subsidiary:** Western Sugar, Co.
**Product:** beet sugar
**Investment:** $60 million
**Jobs Created:** 350

## NEVADA

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**Capitol Complex**
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**(702) 885-4325)**

**Economic Development Authority of Western Nevada**
**P.O. Box 11710**
**Reno, Nev. 89510**

**Foreign Investor:** Dr.Ing. h. c. F. Porsche, AG, West Germany
**U.S. Subsidiary:** Porsche, Reno
**Product:** cars
**Jobs Created:** 240

**Foreign Investor:** S.A., France
**U.S. Subsidiary:** Salomon/North America, Sparks
**Product:** ski equipment
**Jobs Created:** 80

**Foreign Investor:** Ainsworth Holdings, Pty, Ltd., Australia
**U.S. Subsidiary:** Aristocrat, Inc., Reno
**Product:** gaming devices, bank teller system, on-line computer systems
**Investment:** $500,000
**Jobs Created:** 12 to 100

## NEW JERSEY

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**Department of Commerce and Economic Division**
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**Newark, N.J. 07102**

**Foreign Investor:** Samsung Inc., Korea
**U.S. Subsidiary:** Samsung International, Inc., Ledgewood
**Product:** TV sets
**Investment:** $25 million
**Jobs Created:** 215

**Foreign Investor:** Sharp Corp., Japan
**U.S. Subsidiary:** Sharp Electronics Corp., Peramus
**Product:** high tech consumer products
**Investment:** $45 million
**Jobs Created:** 750 to 900

**Foreign Investor:** Sony Corp. Japan
**U.S. Subsidiary:** Sony Corp. of America, Park Ridge
**Product:** hi-tech electronic headquarters
**Investment:** $37,232,831
**Jobs Created:** 800

**Catch: Page 62**

tively generous wages and benefits provided by that area's major manufacturing employer, the Boeing Co.

Thomas F. Kennedy, director of the Oregon Economic Development Department, notes that decisions by NEC, Fujitsu, and Epson last year vastly increased the state's visibility, both in Japan and the United States.

Oregon has struggled for years with an antibusiness, no-growth image, left over from the days when the late Gov. Tom McCall advised people to visit but not to stay.

"We've changed the perception that Oregon is antigrowth," says Mr. Kennedy, "and we've done it on our own terms." Nearly a decade ago Oregon adopted state-wide land-use planning that many industrialists thought killed off any chance for industrial growth.

"Some of the difficult decisions we made a few years ago are coming back to benefit us," Mr. Kennedy says. Under the current land-use planning scheme, companies planning new plants or expansion "know the rules of the game" and can generally get quick approval for new construction if they choose sites that have been previously identified for industrial use.

"What has in the past been perceived as a barrier," says Mr. Kennedy, "has become an asset."

Are more Japanese high-technology companies on the way? Definitely, says John Anderson, who now runs Washington's economic development department. "There is a market lined up in Japan of companies that have concluded it is in their interest to invest in the U.S. Many will look at California, but they will look at other states as well."

Mr. Anderson sees a "market of opportunity" if California does nothing about its unitary tax. You can assume, he says, "that both Washington and Oregon will be in there on all fours" to exploit the market. ■

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NEW YORK, NY 10022

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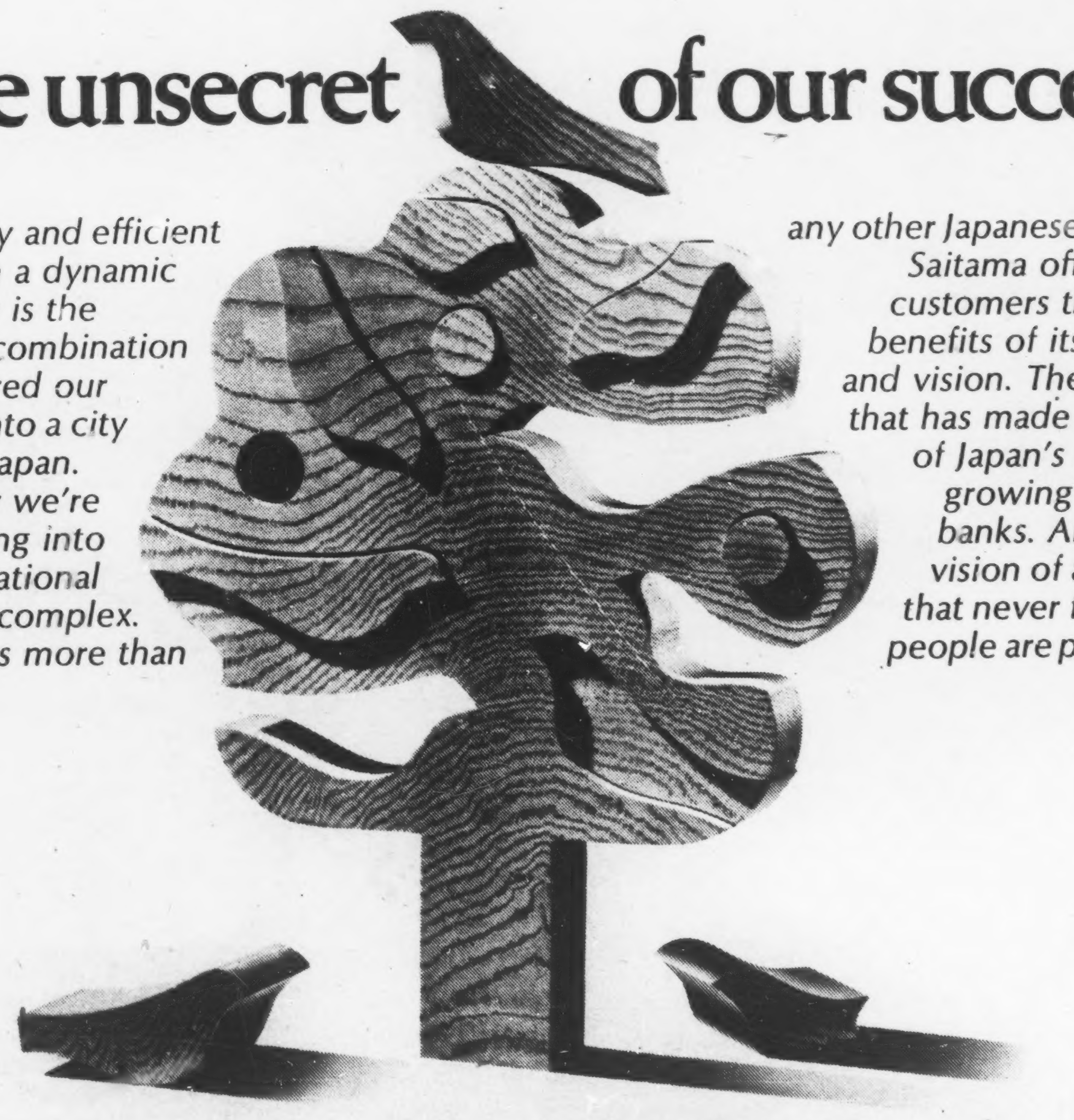

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HIGHLIGHTS 1984

| | U.S. Dollars |
|---|---|
| Capital & Reserves | 82,693,600 |
| Deposits | 2,903,786,900 |
| Advances & Investment | 2,214,442,600 |
| Total Assets | 3,889,850,900 |
| Pre-Tax Profit | 23,922,000 |

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manhattan PAKISTAN 85-4

# The Big Catches...

Continued from Page 61

## NEW MEXICO

**Alex Mercure, Secretary**
**State of New Mexico**
**Economic Development Division**
**Bataan Memorial Building**
**Santa Fe, N.M. 87503**
**(505) 827-6204**

**Foreign Investor:** Mitsubishi, Japan
**U.S. Subsidiary:** Chino Mines, Silver City
**Joint Venture Partner:** Kennecott Corp., Hurley
**Product:** Copper
**Jobs Created:** 1000

**Foreign Investor:** Jean Zanchi and Son, Ltd., Switzerland
**U.S. Subsidiary:** Winegrowers Association, Truth Or Consequences
**Product:** grapes
**Investment:** $2 million
**Jobs Created:** 16

## NEW YORK

**Steven Harausz, Executive Deputy Commissioner**
**New York State Department of Commerce**
**One Commerce Avenue**
**Albany, N.Y. 12245**
**(518) 474-4100**

**Richard L. Harrington, Deputy Commissioner for Economic Development**
**New York State Department of Commerce**
**One Commerce Avenue**
**Albany, N.Y. 12245**
**(518) 473-1325**

**Information submitted by:**
**New York State Department of Commerce,**
**International Division,**
**Headed by Deputy Commissioner,**
**Alan Parter,**
**230 Park Avenue,**
**New York, N.Y. 10069**
**(212) 309-0521**

**Foreign Investor:** Toshiba Corporation (Tokyo Shibaura Electric Company Ltd.)
**U.S. Subsidiary:** Toshiba Westinghouse Electronics Corporation
**Joint Venture Partner:** Westinghouse Electric Corporation
**Product:** cathode ray tubes for electronics and television
**Investment:** $20 million (plant will cost $100 million - $20 million through Westinghouse and rest is being financed)
**Jobs Created:** 600-800

**Foreign Investor:** Marquadt, GmbH, West Germany
**U.S. Subsidiary:** Marquadt Switches Inc.
**Product:** switches
**Jobs Created:** 29 to 129

**Foreign Investor:** Ontario Bus Industries, Ltd., Canada
**U.S. Subsidiary:** Bus Industries of America, Inc.
**Product:** buses
**Investment:** $2 million
**Jobs Created:** 120 employed currently

## NORTH CAROLINA

**James Hinkle, Director**
**International Division**
**Department of Commerce**
**430 North Salisbury Street**
**Raleigh, N.C. 27611**
**(919) 733-7193**

**Alvah E. Ward, Jr., Director**
**Industrial Development Division**
**North Carolina Department of Commerce**
**430 N. Salisbury**
**Raleigh, N.C. 27611**
**(919) 733-4151**

## NORTH DAKOTA

**Robert Whitney, Director**
**North Dakota Economic Development Commission**
**Liberty Memorial Building**
**State Capitol Grounds**
**Bismarck, N.D. 58501**
**(701) 229-2810**

**Foreign Investor:** NV Deli-Maatschappij, Holland
**U.S. Subsidiary:** Red River Commodities, Fargo, North Dakota
**Product:** sunflower seeds
**Investment:** $4 million
**Jobs Created:** 12-20

**Foreign Investor:** Government of Mexico
**Product:** sunflower seeds for salad oils
**Investment:** $20 million

**Foreign Investor:** Rau Gruppe, West Germany
**U.S. Subsidiary:** Alloway Manufacturing Inc., Fargo, North Dakota
**Product:** farm implements
**Jobs Created:** 100
Submitted by Jack Minton, Industrial Development Representative

## OHIO

**Clarence D. Pawlicki, Director**
**Ohio Department of Development**
**30 E. Broad**
**Room 2540**
**P.O. Box 1001**
**Columbus, Ohio 93215**
**(619) 966-3379**

**Foreign Investor:** Honda, Japan
**U.S. Subsidiary:** Honda Motor Co., Union County and Anna
**Product:** Civic autos, plastic products, motorcycle engines
**Investment:** $270 million
**Jobs Created:** $750 million

**Foreign Investor:** Nihon, Japan
**U.S. Subsidiary:** Neaton Auto Parts Manufacturing, Inc., Eaton
**Product:** auto parts
**Investment:** $2.8 million
**Jobs Created:** 40

**Foreign Investor:** Boehringer Ingelheim, GmbH, West Germany
**U.S. Subsidiary:**
**Joint Venture Partner:** Roxane Laboratories, Inc., Columbus
**Product:** pharmaceuticals
**Investment:** $67 million
**Jobs Created:** 80

**Mark Barbash, Deputy Director**
**Ohio Department of Development**
**30 E. Broad**
**P.O. Box 1001**
**Columbus, Ohio 43215**
**(614) 966-2317**

**Dr. Phillip Code, Director**
**International Trade Division**
**Department of Development**
**P.O. Box 1001**
**Columbus, Ohio 43266-0101**
**(614) 466-5017**

**Foreign Investor:** Honda, Japan.
**U.S. Subsidiary:** Honda of America Manufacturing, Inc
**Product:** automobiles and motorcycles
**Investment:** $450 million
**Jobs Created:** 2,500

**Foreign Investor:** Asahi, Japan
**U.S. Subsidiary:** Asahi Glass, Bellefontaine
**Product:** automotive glass
**Investment:** $31 million
**Jobs Created:** 240

**Foreign Investor:** Fujitech, Ltd., Japan
**U.S. Subsidiary:** Fujitech Industries, Inc., Lebanon
**Product:** elevators and escalators
**Investment:** $15 million
**Jobs Created:** 200 to 500

## OKLAHOMA

**Steve Matthews, Executive Director**
**Department of Economic Development**
**4029 N. Lincoln Boulevard**
**P.O. Box 53929**
**Oklahoma City, Okla. /3152**
**(405) 521-2401**

## OREGON

**Thomas Kennedy, Director**
**Economic Development Department**
**595 Cottage Street, N.E.**
**Salem, Ore. 97310**
**(503) 373-1200**

**Douglas Frengle, Manager**
**International Trade Division**
**921 S. Washington St.**
**Portland, Ore. 97205**
**(503) 220-5625**

**Foreign Investor:** Wacker Filtronics, West Germany
**U.S. Subsidiary:** Wacker Filtronics
**Product:** semiconductors
**Investment:** $165 million
**Jobs Created:** 800 projected to 1300

**Foreign Investor:** NEC — Nippon Electronics Corp., Japan
**U.S. Subsidiary:** NEC America
**Product:** fiber optic systems
**Investment:** $25 million (future $300 million)
**Jobs Created:** 250 industrial jobs (future 3000)

**Foreign Investor:** Fujitsu Ltd., Japan
**U.S. Subsidiary:** Fujitsu America
**Product:** disc drives for computers
**Investment:** $40 million (future $100 million)
**Jobs Created:** 500
Submitted by Chris Carlson, Trade Coordinator

## PENNSYLVANIA

**James 0. Pickard, Secretary**
**Pennsylvania Department of Commerce**
**433 Forum Building**
**Harrisburg, Pa. 17120**
**(717) 787-3003**

**Paul D. Bucher, Manager**
**International Division**
**Bureau of Domestic and International Commerce**
**Pennsylvania Department of Commerce**
**454 Forum Building**
**Harrisburg, Pa. 17120**
**(717) 787-7190**

**Foreign Investor:** Adidas, Germany
**U.S. Subsidiary:** Adidas, Kutztown
**Product:** athletic shoes
**Investment:** $200,000
**Jobs Created:** 300

**Foreign Investor:** Nissin Food Products Co., Ltd., Japan
**U.S. Subsidiary:** Nissin Foods, Lancaster
**Product:** oriental noodles and soups
**Investment:** industrial revenue bonds — $7.8 million
**Jobs Created:** 150

**Foreign Investor:** Velda, Belgium
**U.S. Subsidiary:** Alin Woodworking, Inc., McElhattan
**Product:** wood treating and preserving
**Investment:** $792,000
**Jobs Created:** 68
Submitted by John W. McRandal, European Investment Specialist

## PUERTO RICO

**Antonio Colorado, Administrator**
**Puerto Rico Economic Development Administration**
**G.P.O. Box 2350**
**San Juan, P.R. 00936**
**(212) 245-1200**

**Foreign Investor:** Mitel Corp., Canada
**U.S. Subsidiary:** Mitel Caribe Inc., Bayamon
**Investment:** $1 million
**Jobs Created:** 415

**Foreign Investor:** Mitsubishi Corp., Japan
**U.S. Subsidiary:** Caribe Tuna Inc., de Ponce
**Product:** canned tuna
**Investment:** $5,400,400
**Jobs Created:** 722

**Foreign Investor:** Sartorious G M B H, Germany
**U.S. Subsidiary:** Sartorious, Inc. Yauco
**Investment:** $5,000,000
**Jobs Created:** 102
Submitted by Estela Ruano, Assistant Administrator

**Henry Torres, Deputy Administrator**
**Puerto Rico Economic Development Administration**
**Continental Operations Branch**
**1290 Avenue of the Americas New York, New York 10109**
**(212) 295-1200**

## RHODE ISLAND

**Louis A. Fazzano, Director**
**Rhode Island Department of Economic Development**
**7 Jackson Walkway**
**Providence, R.I. 02903**
**(401) 277-2601**

**Foreign Investor:** Cookson Group PLC, England
**U.S. Subsidiary:** Cookson America, Providence
**Product:** speciality industrial materials
**Investment:** $22 million
**Jobs Created:** 300

**Foreign Investor:** Swarovski, Austria
**U.S. Subsidiary:** Swarovski America, Ltd., Cranston
**Product:** rhinestones, silver crystals, binoculars, telescopes
**Investment:** $5 million
**Jobs Created:** 750

**Foreign Investor:** Miner Industries, Canada
**U.S. Subsidiary:** Miner Industries, Inc., Bristol
**Product:** boots and raincoats for military application
**Jobs Created:** 400
Submitted by Joseph C. Lombardo, Marketing Director

## SOUTH CAROLINA

**J.Mac Holladay, Director**
**South Carolina State Development Board**
**P.O. Box 927**
**Columbia, S.C. 29202**
**(803) 758-3145**

**Foreign Investor:** BOC International, Ltd., England

Catch: Page 64

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Telephone: 562 15 00 - 562 05 00 - 562 10 11

Cable: PROVINCIAL
Telex: 21501 BPROV-VC
22837 BPROV-VC
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Established September 30-1952

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31 Agencies in the interior of the country

BRANCHES
1 Branch in Panama City, Rep. of Panama

STATEMENT OF CONDITION, DECEMBER 31, 1984

| ASSETS | (MILES DE BS.) | U.S.$ |
|---|---|---|
| Cash & Banks | 5.030.399 | 1.171.904 |
| Investments | 1.769.648 | 412.265 |
| Loans & Discounts | 12.884.593 | 3.001.653 |
| Other Assets | 1.550.682 | 361.254 |
| TOTAL | 21.235.322 | 4.947.076 |
| **LIABILITIES** | | |
| Deposits | 17.034.006 | 3.968.318 |
| Other Liabilities | 3.213.250 | 748.573 |
| Capitol | 400.000 | 93.186 |
| Surplus profits & Reserves | 588.066 | 136.999 |
| TOTAL | 21.235.322 | 4.947.076 |

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| LORENZO MARTURET ALVAREZ | Vice President |
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| SERGE BOUTISSOU | Director |
| CARLOS ERNESTO STELLING | Director |
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# The Big Catches...

Continued from Page 63

**U.S. Subsidiary:** Airco, Inc., Ridgeville
**Product:** graphite electrodes
**Investment:** $250 million
**Jobs Created:** 300

**Foreign Investor:** SEW Eurodrive GmbH & Co., Germany
**U.S. Subsidiary:** Eurodrive, Lyman
**Product:** power transmission equipment
**Investment:** $10 million
**Jobs Created:** 100

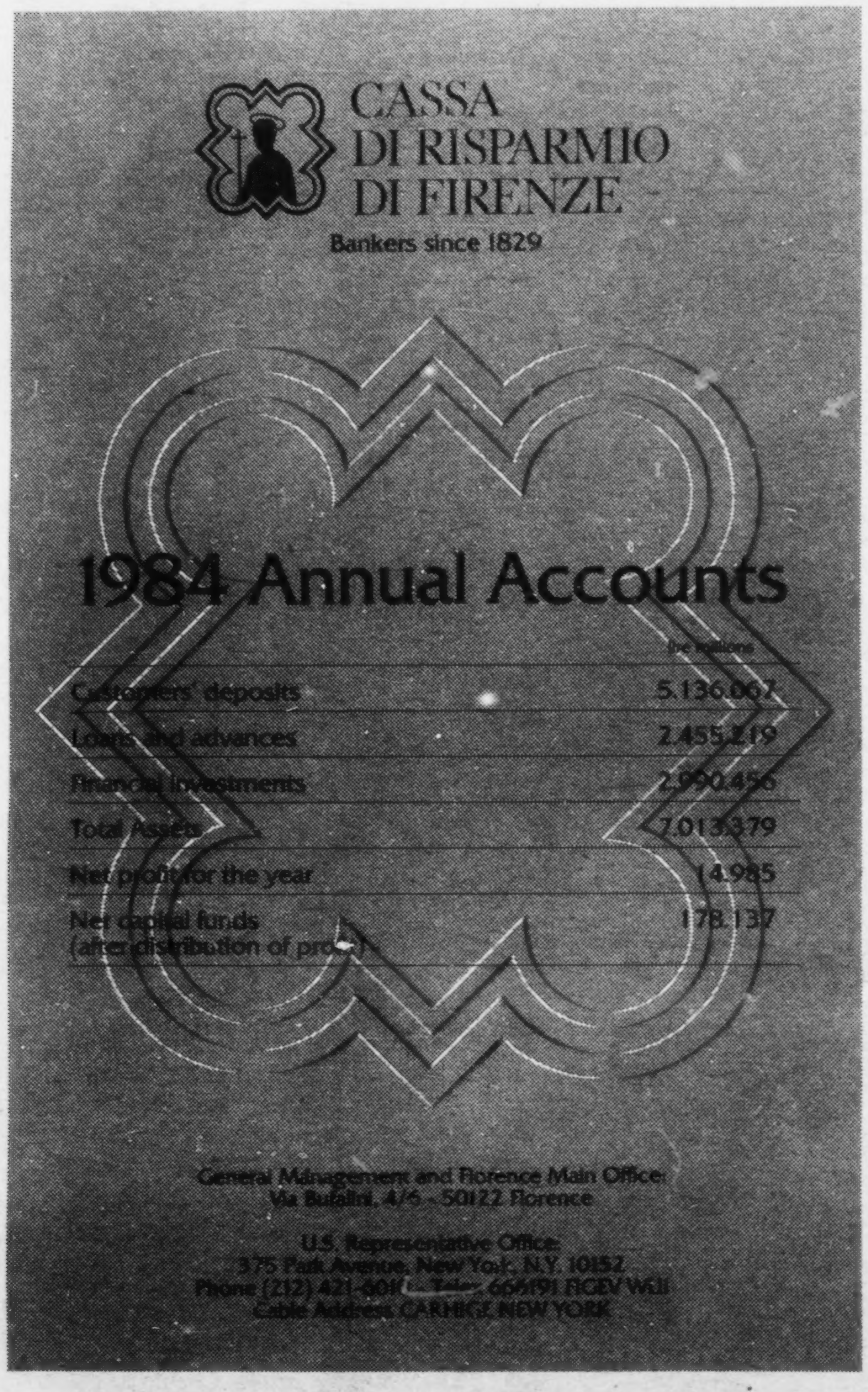
**Foreign Investor:** Fujikura, Ltd., Japan
**Joint Venture Partner:** Alcoa Fujikura Conductor Products, Co.
**Product:** fiber optical cables
**Investment:** $20 million
**Jobs Created:** 200

Submitted by Ann Kirkley, Market Research Analyst

## SOUTH DAKOTA

**Joel Rosenthal, Acting Diector**
**Department of State Development**
**Capitol Lake Plaza**
**Box 6000**
**Pierre, S.D. 57501**
**(605) 773-5032**

**Foreign Investor:** Mitsui & Co., Japan
**U.S. Subsidiary:** Alumax Extrusions Inc., Yankton
**Joint Venture Partner:** Amax Inc.
**Product:** fabricated aluminum products
**Investment:** $11 million



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1984 Annual Accounts

| | lire millions |
|---|---|
| Customers' deposits | 5.136.067 |
| Loans and advances | 2.455.219 |
| Financial investments | 2.990.456 |
| Total Assets | 7.013.379 |
| Net profit for the year | 14.985 |
| Net capital funds (after distribution of profit) | 178.137 |

General Management and Florence Main Office:
Via Bufalini, 4/6 - 50122 Florence

U.S. Representative Office:
375 Park Avenue, New York, N.Y. 10152
Phone (212) 421-601[illegible] Telex 666191 FIGEV WUI
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**Jobs Created:** 300
Submitted by Dave O'Hare, researcher

## TENNESSEE

**William H. Long Director**
**Economic and Community Development**
**1007 Andrew Jackson Building**
**Nashville, Tenn. 37219**
**(615) 741-1888**

**Foreign Investor:** Nissan Motor Co., Ltd., Japan
**U.S. Subsidiary:** Nissan Motor Manufacturing, Inc., Smyrna
**Product:** light-duty trucks and passenger cars
**Investment:** $700 million
**Jobs Created:** 2,750

**Foreign Investor:** Bridgestone Corp., Japan
**U.S. Subsidiary:** Bridgestone Tire Manufacturing, Inc., Laverngne
**Product:** truck tires
**Investment:** $52 million to $100 million
**Jobs Created:** 1,100

**Foreign Investor:** Komatsu, Ltd., Japan
**U.S. Subsidiary:** Komatsu American Manufacturing Corp., Chattanooga
**Product:** construction equipment
**Investment:** $18 million
**Jobs Created:** 250
Submitted by Louis C. Lockhart, Director, International Marketing

## TEXAS

**Rebecca Heflin, Acting Executive Director**
**Texas Economic Development Commission**
**410 East Fifth Street**
**Capitol Station, Box 12728**
**Austin, Tex. 78711**
**(512) 472-5059**

## UTAH

**David W. Adams, Executive Director**
**Utah Department of Community and Economic Development**
**6290 State Office Building**
**Salt Lake City, Utah 84114**
**(801) 533-5396**

**David J. Grant, Director**
**Utah Division of Economic Development**
**6150 State Office Building**
**Salt Lake City, Utah 84114**
**(801) 533-5325**

## VERMONT

**Charles Stone, Commissioner of Development**
**Vermont Agency of Development**
**109 State Street**
**Montpelier, Vt. 05602**
**(802) 828-3211**

## VIRGINIA

**Mark Kilduff, Deputy Director**
**Virginia Department of Economic Development**
**1000 Washington Building**
**Richmond, Va. 23219**
**(804) 786-3791**

**Foreign Investor:** Superfos, Denmark
**U.S. Subsidiary:** Royster Co., Norfolk
**Product:** fertilizer
**Investment:** $113 million
**Jobs Created:** 150

**Foreign Investor:** Volvo AB, Sweden
**U.S. Subsidiary:** Volvo White Motor, Pulaski
**Product:** trucks
**Investment:** $57 million
**Jobs Created:** 800

**Foreign Investor:** Imperial Chemical Industries Ltd., UK
**U.S. Subsidiary:** ICI America, Hopewell
**Product:** polyester film
**Investment:** $54 million
**Jobs Created:** 75

## VIRGIN ISLANDS

**Ulrich Benjamin, Commissioner**
**Virgin Islands Department of Commerce**
**P.O. Box 6400**
**St. Thomas, Virgin Islands 00801**
**(809) 774-8784**

## WASHINGTON

**John Anderson, Director**
**Department of Trade and Economic Development**
**101 General Administration Building**
**Olympia, Wash. 98509**
**(206) 753-5630**

**Foreign Investor:** Sharp Corp., Japan
**U.S. Subsidiary:** RCA/Sharp Microelectronics, Inc., Camas
**Joint Venture Partner:** RCA Corp., New York
**Product:** advanced integrated circuits
**Investment:** $200 million
**Jobs Created:** 650

**Foreign Investor:** Kyocera Corp., Japan
**U.S. Subsidiary:** Kyocera International, Inc., Vancouver
**Product:** high technology ceramics
**Investment:** $30 million
**Jobs Created:** 2,100

**Foreign Investor:** Schlumberger, Ltd., France
**U.S. Subsidiary:** Fairchild Camera and Instrument, Co.
**Product:** silicon wafers
**Investment:** $220 million
**Jobs Created:** 3,000
Submitted by William G. Cushing, Director of Communications

## WEST VIRGINIA

**Lysander Dudley, Director**
**Governor's Office of Economic and Community Development**
**State Capitol, Room 151**
**Charleston, W.Va. 25305**
**(304) 348-0190**

## WISCONSIN

**James T. Flynn, Lieutenant Governor Secretary**
**Wisconsin Department of Development**
**123 W. Washington Avenue**
**P.O. Box 7970**
**Madison, Wis. 53707**
**(608) 266-1018**

**Rolf Wegenke, Administrator**
**Division of Economic and Community Development**
**123 W. Washington Avenue**
**P.O. Box 7970**
**Madison, Wis. 53707**
**(608) 266-9869**

**Greg Hyer, Deputy Secretary**
**Department of Development**
**123 W. Washington Avenue**
**P.O. Box 7970**
**Madison, Wis. 53707**
**(608) 266-1018**

**Foreign Investor:** .F. Klockner Humbolt Deutch,A.G., West Germany
**U.S. Subsidiary:** Deutch-Allis, West Allis
**Product:** agricultural equipment
**Investment:** $107 million

**Foreign Investor:** Canadian Pacific Limited, Montreal
**U.S. Subsidiary:** Giddings & Lewis, Fond du Lac
**Product:** machine tools
**Investment:** $310 million
**Jobs Created:** 2,600

## WYOMING

**John Niland, Executive Director**
**Department of Economic Planning and Development**
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**3rd Floor, East Wing**
**Cheyenne, Wyo. 82002**
**(307) 777-7289**

# States Use Financial Bait

*By Mary-Margaret Wantuck*

STATES ONCE tried to keep or attract businesses by offering tax incentives or streamlining licensing and location procedures. Now they are taking the next step by providing capital to promote entrepreneurial activity.

New Hampshire has created the Venture Capital Network to match investors and entrepreneurs. Maine and Massachusetts have created venture capital corporations. Hawaii has a capital loan program for plant construction, conversion and expansion.

"More and more states are realizing that the way to gain stability in their economic base is to create jobs within the state and nurture those already there through financial and management assistance," says Miles Friedman executive director of the National Association of State Development Agencies. Every state is making the expansion and retention of business a top priority, Mr. Friedman says. And small business, which creates jobs, gets the most attention.

States are using a variety of financial incentives to foster economic growth:

Industrial revenue bonds are the most widely used. State and local agencies issue these bonds — selling them to private and public investors — and use the proceeds to construct or expand plants or other facilities. These plants are then leased to companies for the life of the bonds (15-25 years). When the leases expire, the companies can usually buy the plants for nominal amounts.

Almost half the states provide direct loan programs through which businesses can apply for below-market-rate financing.

Several states offer loan guarantee programs or interest subsidies to help businesses obtain lower interest rates on private loans.

Many states have set up privately operated development banks. These business development corporations sell their stock to large companies or banks in the state or are given bank lines of credit. In turn, the corporations make loans, primarily to small businesses, for working capital or expansion.

Beyond these widely used methods, individual states have come up with other creative financing techniques.

New Hampshire was inspired to create the Venture Capital Network by studies showing that the process by which entrepreneurs and so-called informal investors find each other is both haphazard and inefficient.

Informal investors — wealthy individuals who invest capital and experience in ventures — represent the largest pool of risk capital in the country and finance perhaps five times as many ventures as the public equity markets and professional venture capitalists combined, according to William Wet-

*Continued on Next Page*

## NON-MEMBER STATES

### ARIZONA

**Dr. Beth Jarman, Director**
**Arizona Department of Economic Planning and Development**
**Office of the Governor**
**State House, 4th Floor**
**Phoenix, Ariz. 85007**
**(602) 255-4331**

### COLORADO

**Steve Schmitz, Director**
**Division of Commerce and Development**
**1313 Sherman, Room 523**
**Denver, Colo. 80203**
**(303) 866-2205**

**Foreign Investor:** Gottlob Auwaerter GmbH & Co., West Germany
**U.S. Subsidiary:** Neoplan USA
**Product:** buses
**Jobs Created:** 700

### IDAHO

**Dr. David O. Porter, Administrator**
**Division of Economic and Community Affairs**
**State House, Room 108**
**Boise, Idaho 83720**
**(208) 334-2470**

### NEW HAMPSHIRE

**Michael Hickey, Director**
**Division of Economic Development**
**P.O. Box 956**
**Concord, N.H. 03301**
**(603) 271-2343**

**Foreign Investor:** Freudenberg & Co., GmbH, West Germany
**U.S. Subsidiary:** Disogrin Industries and IPC Limited Partnership
**Product:** poly seals and molds
**Jobs Created:** 1000 -

**Foreign Investor:** Kirin Brewery Co., Ltd., Japan
**U.S. Subsidiary:** Coca-Cola Bottling Co., Laconia
**Product:** soft drink
**Jobs Created:** 50

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**Total Deposits: $13.6 billion**
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Corner of O'Brien Ave. & Rte. 4
Agana, Guam 96910, U.S.A.
Cable: "FCBT" Guam
Telex: 6325
Tel.: 4726864-5

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Ground Floor, 2 South Place
London EC2, United Kingdom
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Telex: 897237
Tel.: (01)628-2612

**FRANFURT REPRESENTATIVE OFFICE**
21st Floor, Frankfurt Buro Center
Mainzer Landstr. 46
6000 Frankfurt main 1, W. Germany
Telex: 4170028
Tel.: (069)7240246-7

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF DEPOSITS

Compiled by **American Banker** Copyright 1985

| Dep. Rank 1984 | | | December 31, 1984, or Nearest Fiscal Year-End (a) | | | 12/31/83 (d) | | Gain in Rank |
|---|---|---|---|---|---|---|---|---|
| | | | Deposits in US Dollars | Rate of Exchange in US Dollars (n) | Deposits In Nation's Currency (p) | Deposits in US Dollars | 12/31/83 Rank | |
| 1 | Dai-Ichi Kangyo Bank Ltd., Tokyo(e) | Japan | 95,096,963,845s | 0.004055 | Y23,451,779,000,000s | 88,431,682,960s | 2 | +1 |
| 2 | Fuji Bank, Ltd., Tokyo(e) | Japan | 90,304,209,310s | 0.004055 | Y22,269,842,000,000s | 81,048,392,880s | 5 | +3 |
| 3 | Sumitomo Bank Ltd., Osaka(e) | Japan | 89,873,361,505s | 0.004055 | Y22,163,591,000,000s | 79,532,516,560s | 6 | +3 |
| 4 | Bank of America NT&SA, San Francisco | United States | 88,167,000,000 | ...... | .................. | 90,250,018,000 | 1 | |
| 5 | Mitsubishi Bank Ltd., Tokyo(e) | Japan | 87,324,124,930s | 0.004055 | Y21,534,926,000,000s | 77,747,226,400s | 8 | +3 |
| 6 | Credit Agricole Mutuel, Paris | France | 84,827,843,900s | 0.103000 | FF823,571,300,000s | 73,559,520,000s | 13 | +7 |
| 7 | Banque Nationale de Paris | France | 82,831,989,828s | 0.103000 | FF804,194,076,000s | 86,787,611,880s | 3 | |
| 8 | Sanwa Bank Ltd., Osaka(e) | Japan | 80,928,359,960s | 0.004055 | Y19,957,672,000,000s | 74,233,780,080u | 12 | +4 |
| 9 | Citibank NA, New York | United States | 79,551,000,000 | ...... | .................. | 78,392,000,000 | 7 | |
| 10 | Credit Lyonnais, Paris | France | 77,524,868,993s | 0.103000 | FF752,668,631,000s | 77,621,655,960s | 9 | |
| 11 | Societe Generale, Paris | France | 75,821,854,015s | 0.103000 | FF736,134,505,000s | 75,927,079,200s | 11 | |
| 12 | Barclays Plc, London | United Kingdom | 73,714,652,000s | 1.156000 | P 63,767,000,000s | 82,692,050,000s | 4 | |
| 13 | Norinchukin Bank, Tokyo(e) | Japan | 73,311,156,000 | 0.004055 | Y18,079,200,000,000 | 65,281,706,960 | 17 | +4 |
| 14 | National Westminster Bank Plc, London | United Kingdom | 73,266,124,000s | 1.156000 | P 63,379,000,000s | 77,215,400,000s | 10 | |
| 15 | Industrial Bank of Japan, Ltd., Tokyo(e) | Japan | 71,222,389,005s | 0.004055 | Y17,564,091,000,000s | 65,992,979,680s | 16 | +1 |
| 16 | Deutsche Bank, Frankfurt | Germany | 67,310,193,988s | 0.316000 | DM213,006,943,000s | 70,828,507,336s | 14 | |
| 17 | Midland Bank Plc, London | United Kingdom | 65,427,288,000s | 1.156000 | P 56,598,000,000s | 69,900,150,000s | 15 | |
| 18 | Tokai Bank Ltd., Nagoya(e) | Japan | 65,038,461,290s | 0.004055 | Y16,039,078,000,000s | 52,858,252,560s | 23 | +5 |
| 19 | Mitsui Bank, Ltd., Tokyo (e) | Japan | 60,037,437,900s | 0.004055 | Y14,805,780,000,000s | 56,769,898,480s | 20 | +1 |
| 20 | Chase Manhattan Bank NA, New York | United States | 59,399,689,000 | ...... | .................. | 59,824,598,000 | 19 | |
| 21 | Royal Bank of Canada, Montreal | Canada | 58,967,142,200s | 0.760000 | C$77,588,345,000s | 60,307,330,926s | 18 | |
| 22 | Long-Term Credit Bank of Japan Ltd., Tokyo (e) | Japan | 57,603,874,255u | 0.004055 | Y14,205,641,000,000u | 52,625,535,920u | 24 | +2 |
| 23 | Mitsubishi Trust & Banking Corp., Tokyo(e) | Japan | 56,409,319,915u | 0.004055 | Y13,911,053,000,000u | 51,832,142,880u | 25 | +2 |
| 24 | Bank of Tokyo, Ltd.(e) | Japan | 52,573,030,395s | 0.004055 | Y12,964,989,000,000s | 51,550,594,160s | 26 | +2 |
| 25 | Sumitomo Trust & Banking Co., Ltd., Osaka(e) | Japan | 52,055,661,055u | 0.004055 | Y12,837,401,000,000u | 47,374,686,000u | 31 | +6 |
| 26 | Dresdner Bank, Frankfurt | Germany | 51,960,512,000s | 0.316000 | DM164,432,000,000s | 55,404,155,000s | 21 | |
| 27 | Hongkong and Shanghai Banking Corp., Hong Kong (i) | Hong Kong | 51,705,835,200s | 0.127800 | H$404,584,000,000s | 50,298,675,000s | 28v | +1 |
| 28 | Bank of Montreal | Canada | 50,670,251,840s | 0.760000 | C$66,671,384,000s | 44,847,668,629s | 33 | +5 |
| 29 | Taiyo Kobe Bank, Ltd., Kobe(e) | Japan | 48,120,766,100u | 0.004055 | Y11,867,020,000,000u | 43,871,203,680u | 35 | +6 |
| 30 | Lloyds Bank Plc, London | United Kingdom | 46,870,020,000s | 1.156000 | P 40,545,000,000s | 51,508,350,000s | 27 | |
| 31 | Mitsui Trust & Banking Co., Ltd., Tokyo(e) | Japan | 46,481,199,840u | 0.004055 | Y11,462,688,000,000u | 44,058,721,920u | 34 | +3 |
| 32 | Manufacturers Hanover Trust Co., New York | United States | 45,200,916,000 | ...... | .................. | 42,186,468,000 | 37 | +5 |
| 33 | Canadian Imperial Bank of Commerce, Toronto | Canada | 45,090,906,400s | 0.760000 | C$59,330,140,000s | 48,859,971,288s | 29 | |
| 34 | Daiwa Bank, Ltd., Osaka(e) | Japan | 44,860,497,440u | 0.004055 | Y11,063,008,000,000u | 40,476,125,440u | 38 | +4 |
| 35 | Union Bank of Switzerland, Zurich | Switzerland | 43,530,811,392u | 0.384000 | SF113,361,488,000u | 45,066,888,643u | 32 | |
| 36 | Westdeutsche Landesbank Girozentrale, Duesseldorf | Germany | 41,562,731,457s | 0.316000 | DM131,527,631,192s | 49,069,024,563s | 28 | |
| 37 | Swiss Bank Corp., Basle | Switzerland | 40,761,781,796u | 0.384000 | SF106,150,473,427u | 43,361,513,191u | 36 | |
| 38 | Yasuda Trust & Banking Co. Ltd., Tokyo (e) | Japan | 40,465,641,532 | 0.004054 | Y 9,981,658,000,000 | 35,778,336,880 | 46 | +8 |
| 39 | Morgan Guaranty Trust Co., New York | United States | 39,995,564,000 | ...... | .................. | 39,419,026,000 | 40 | +1 |
| 40 | Bank of Nova Scotia, Toronto | Canada | 39,889,677,680s | 0.760000 | C$52,486,418,000s | 39,436,629,591s | 39 | |
| 41 | Banca Nazionale del Lavoro, Rome | Italy | 39,837,910,480s | 0.000516 | L77,205,252,868,110s | 38,241,700,564s | 43 | +2 |
| 42 | Bayerische Vereinsbank, Munich | Germany | 36,938,896,788s | 0.316000 | DM116,895,243,000s | 39,074,505,781s | 42 | |
| 43 | Standard Chartered Bank, London | United Kingdom | 36,644,737,600s | 1.156000 | P 31,699,600,000s | 27,932,510,000t | 60 | + 17 |
| 44 | Commerzbank, Duesseldorf | Germany | 36,556,330,875s | 0.316000 | DM115,684,591,378s | 39,256,176,864s | 41 | |
| 45 | Algemene Bank Nederland, Amsterdam | Netherlands | 35,529,799,200s | 0.280000 | G126,892,140,000s | 37,300,898,158s | 44 | |
| 46 | Chemical Bank, New York | United States | 35,068,135,000 | ...... | .................. | 33,355,815,000 | 50 | +4 |
| 47 | Nippon Credit Bank, Ltd., Tokyo(e) | Japan | 35,057,903,945 | 0.004055 | Y 8,645,599,000,000 | 31,567,253,680 | 53 | +6 |
| 48 | Shoko Chukin Bank, Tokyo (e) | Japan | 33,257,082,703 | 0.004055 | Y 8,201,500,050,000 | 30,587,317,600 | 55 | +7 |
| 49 | Banca Commerciale Italiana, Milan | Italy | 32,297,110,800s | 0.000516 | L62,591,300,000,000s | 34,613,269,148s | 47 | |
| 50 | Bayerische Hypotheken-und Wechsel-Bank, Munich | Germany | 31,852,484,000s | 0.316000 | DM100,799,000,000s | 34,182,746,449s | 49 | |
| 51 | Toyo Trust & Banking Co. Ltd., Tokyo (e) | Japan | 31,515,338,350 | 0.004055 | Y 7,771,970,000,000 | 28,282,377,280 | 59 | +8 |
| 52 | Toronto Dominion Bank | Canada | 30,908,898,280s | 0.760000 | C$40,669,603,000s | 30,045,724,001s | 57 | +5 |
| 53 | Security Pacific National Bank, Los Angeles | United States | 30,902,297,000 | ...... | .................. | 27,763,181,000 | 62 | +9 |
| 54 | Bayerische Landesbank Girozentrale, Munich | Germany | 30,771,925,154 | 0.316000 | DM97,379,509,982 | 34,239,887,065s | 48 | |
| 55 | Kyowa Bank, Ltd., Tokyo(e) | Japan | 30,088,136,495u | 0.004055 | Y 7,420,009,000,000u | 26,960,667,520u | 64 | +9 |
| 56 | Amsterdam-Rotterdam Bank, Amsterdam | Netherlands | 29,558,165,560s | 0.280000 | G105,564,877,000s | 33,207,868,402s | 51 | |
| 57 | Saitama Bank Ltd., Urawa (e) | Japan | 29,457,336,640s | 0.004055 | Y 7,264,448,000,000s | 26,250,056,240s | 65 | +8 |
| 58 | Credit Suisse, Zurich | Switzerland | 28,699,834,361u | 0.384000 | SF74,739,151,982u | 31,682,934,000u | 52 | |
| 59 | International Westminster Bank Plc, London | United Kingdom | 28,169,354,824t | 1.156000 | P 24,367,954,000t | 29,713,769,750st | 58 | |
| 60 | Istituto Bancario San Paolo di Torino, Turin | Italy | 28,104,443,100s | 0.000516 | L54,465,975,000,000s | 25,210,048,564s | 69 | +9 |
| 61 | Bankers Trust Co., New York | United States | 27,882,815,000 | ...... | .................. | 24,506,971,000 | 71 | + 10 |
| 62 | Rabobank Nederland, Utrecht | Netherlands | 27,597,030,160s | 0.280000 | G 98,560,822,000s | 30,789,492,496s | 54 | |
| 63 | Credito Italiano, Milan | Italy | 27,346,940,407s | 0.000516 | L52,997,946,525,850s | 26,146,852,098s | 66 | +3 |
| 64 | Rafidain Bank, Baghdad | Iraq | 26,861,736,256 | 3.200000 | ID 8,394,292,580 | 20,700,087,894 | 79 | + 15 |
| 65 | First National Bank, Chicago | United States | 25,904,344,000 | ...... | .................. | 27,854,663,000 | 61 | |
| 66 | Monte dei Paschi di Siena | Italy | 25,178,287,080s | 0.000516 | L48,795,130,000,000s | 23,628,109,144s | 72 | +6 |
| 67 | Societe Generale de Banque, Brussels | Belgium | 25,131,922,400s | 0.015800 | BF1,590,628,000,000s | 26,069,560,000s | 67 | |
| 68 | Banco di Roma, Rome | Italy | 24,493,515,870s | 0.000516 | L47,468,054,011,260s | 22,909,503,767s | 73 | +5 |
| 69 | Cassa di Risparmio delle Provincie Lombarde, Milan | Italy | 24,088,779,903s | 0.000516 | L46,683,681,983,280s | 25,164,370,867s | 70 | +1 |
| 70 | Australia & New Zealand Banking Group, Ltd., Melbourne (e) | Australia | 23,632,351,790s | 0.830000 | A$28,472,713,000s | 16,426,233,564s | 96 | + 26 |
| 71 | Norddeutsche Landesbank Girozentrale, Hannover | Germany | 23,369,427,976s | 0.316000 | DM73,953,886,000s | 27,635,100,000s | 63 | |
| 72 | Bank of Yokohama, Ltd.(e) | Japan | 23,321,294,420s | 0.004055 | Y 5,751,244,000,000s | 21,071,735,760s | 74 | +2 |
| 73 | Hokkaido Takushoku Bank, Ltd., Sapporo (e) | Japan | 23,052,123,520u | 0.004055 | Y 5,684,864,000,000u | 20,813,778,400u | 78 | +5 |
| 74 | Westpac Banking Corp., Sydney(e) | Australia | 22,480,540,040s | 0.830000 | A$27,084,988,000s | 20,830,826,484s | 77 | +3 |
| 75 | Banque Paribas, Paris | France | 22,109,914,904u | 0.103000 | FF214,659,368,000u | 18,481,440,000u | 88 | + 13 |
| 76 | Zenshinren Bank, Tokyo(e) | Japan | 21,452,543,615 | 0.004055 | Y 5,290,393,000,000 | .......... | ... | |
| 77 | Wells Fargo Bank NA, San Francisco | United States | 20,308,269,000 | ...... | .................. | 20,554,485,000 | 80 | +3 |
| 78 | Bank Melli Iran, Tehran | Iran | 19,940,861,877 | 0.010000 | IR1,994,086,187,732 | 20,253,222,000 | 84 | +6 |
| 79 | Lloyds Bank International Ltd., London | United Kingdom | 19,877,420,000st | 1.156000 | P 17,195,000,000st | 20,951,050,000st | 76 | |
| 80 | Commonwealth Banking Corp., Sydney(f) | Australia | 19,265,760,880s | 0.856000 | A$22,506,730,000s | 17,067,215,748s | 94 | + 14 |
| 81 | Banque Bruxelles Lambert, Brussels(e) | Belgium | 19,001,196,282s | 0.016100 | BF1,180,198,526,862s | 19,360,060,656s | 85 | +4 |
| 82 | Chuo Trust & Banking Co., Ltd., Tokyo (e) | Japan | 18,874,017,775u | 0.004055 | Y 4,654,505,000,000u | 16,663,212,720u | 95 | + 13 |
| 83 | Bank fuer Gemeinwirtschaft, Frankfurt | Germany | 18,729,384,131s | 0.316000 | DM59,270,202,946s | 20,377,489,193s | 83 | |
| 84 | Bank Leumi le-Israel, Tel-Aviv | Israel | 18,721,533,900s | 0.001700 | IS 11,012,667,000,000s | 21,064,178,972s | 75 | |
| 85 | Banco di Napoli, Naples | Italy | 18,651,803,496u | 0.000516 | L36,146,906,000,000u | 17,999,114,232u | 90 | +5 |
| 86 | Banco do Brasil, Brasilia | Brazil | 18,618,347,078s | 0.000322 | BC 57,820,953,658,000s | 25,404,538,545s | 68 | |
| 87 | Hessische Landesbank-Girozentrale, Frankfurt | Germany | 18,120,691,241s | 0.316000 | DM57,343,959,623s | 20,404,338,651s | 82 | |
| 88 | Crocker National Bank, San Francisco | United States | 18,088,638,000t | ...... | .................. | 19,045,237,000t | 86 | |
| 89 | Banco Central, Madrid | Spain | 17,864,905,800s | 0.005700 | SP3,134,194,000,000s | 17,319,948,800s | 92 | +3 |
| 90 | Banque Indosuez, Paris | France | 17,748,323,357s | 0.103000 | FF172,313,819,000s | 18,649,669,200s | 87 | |
| 91 | Kredietbank International Group, Brussels | Belgium | 17,486,928,000s | 0.016000 | BF1,092,933,000,000s | 17,491,261,480s | 91 | |
| 92 | Banco Espanol de Credito, Madrid | Spain | 17,148,792,000s | 0.005700 | SP3,008,560,000,000s | 14,901,286,400s | 102 | + 10 |
| 93 | National Australia Bank Ltd, Melbourne(e) | Australia | 16,859,503,650s | 0.830000 | A$20,312,655,000s | 13,806,493,038s | 106 | + 13 |
| 94 | Nederlandsche Middenstandsbank, Amsterdam | Netherlands | 16,859,375,960s | 0.280000 | G 60,212,057,000s | 18,298,811,624s | 89 | |
| 95 | Skandinaviska Enskilda Banken, Stockholm | Sweden | 16,388,270,000s | 0.111500 | SK146,980,000,000s | 16,368,269,900s | 98 | +3 |
| 96 | Groupe Des Banques Populaires, Paris | France | 16,162,554,000s | 0.103000 | FF156,918,000,000s | 17,118,480,000s | 93 | |
| 97 | State Bank of India, Bombay | India | 15,987,089,432u | 0.081200 | InR 196,885,337,828u | 20,506,890,000s | 81 | |
| 98 | Marine Midland Bank NA, Buffalo, N.Y. | United States | 15,924,063,000t | ...... | .................. | 16,409,827,000t | 97 | |
| 99 | Continental Illinois Nat'l Bank & Trust Co., Chicago | United States | 15,598,568,000 | ...... | .................. | 30,082,230,000 | 56 | |
| 100 | First Interstate Bank of California, Los Angeles | United States | 15,472,833,000 | ...... | .................. | 15,266,068,000 | 99 | |

**(a)** — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/84. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/84. **(f)** — Data are for 6/30/84. **(g)** — Latest data are prior to 6/30/84. **(h)** — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. **(i)** — Deducted from the liability item "curent, deposit and other accounts" were "certain liabilities of subsidiary companies secured by the deposit of assets of the corporation" and "the provision for deferred taxation." The 1983 deposit figure and rank have been restated to reflect the exclusion of these two accounts. **(n)** — New York cable rate for same date as bank's figures. **(p)** — See currency table for key to currency abbreviations. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank arenot included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(v)** — Based on revised data. Rank that bank would have had, if revised data had been used.N.A. — Not available.

**Note: Last minute corrections were made for banks ranked 46 through 75 on this table. As a result, the deposit ranks for the banks falling within this range will be incorrect on the alphabetical listing and the geographical listing.**

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF DEPOSITS

Compiled by **American Banker** Copyright 1985

| Dep. Rank 1984 | | | December 31, 1984, or Nearest Fiscal Year-End (a) | | | 12/31/83 (d) | | |
|---|---|---|---|---|---|---|---|---|
| | | | Deposits in US Dollars | Rate of Exchange in US Dollars (n) | Deposits In Nation's Currency (p) | Deposits in US Dollars | 12/31/83 Rank | Gain in Rank |
| 101 | Banco Hispano-Americano, Madrid | Spain | 15,064,091,100s | 0.005700 | SP2,642,823,000,000s | 11,019,238,328u | 125 | + 24 |
| 102 | Mellon Bank NA, Pittsburgh | United States | 15,002,320,000 | ...... | .................. | 12,924,800,000 | 110 | +8 |
| 103 | Deutsche Genossenschaftsbank, Frankfurt | Germany | 14,804,116,320s | 0.316000 | DM46,848,469,366s | 15,242,432,530s | 100 | |
| 104 | Bank Hapoalim, Tel-Aviv | Israel | 14,790,493,000s | 0.001700 | IS8,700,290,000,000s | 14,784,577,132s | 103 | |
| 105 | Hokuriku Bank Ltd., Toyama (e) | Japan | 14,618,522,355 | 0.004055 | Y 3,605,061,000,000 | 14,032,479,280 | 105 | |
| 106 | Credit Commercial de France, Paris | France | 14,461,564,414s | 0.103000 | FF140,403,538,000s | 12,316,751,880s | 115 | +9 |
| 107 | Chiba Bank, Ltd.(e) | Japan | 14,155,494,070 | 0.004055 | Y 3,490,874,000,000 | 13,702,819,280 | 107 | |
| 108 | National Commercial Bank, Jeddah(e) | Saudi Arabia | 14,040,448,348 | 0.280000 | SAR50,144,458,387 | 12,625,892,411 | 113 | +5 |
| 109 | Joyo Bank, Ltd., Mito (e) | Japan | 13,530,772,660 | 0.004055 | Y 3,336,812,000,000 | 12,796,370,880 | 111 | +2 |
| 110 | Post-Och Kreditbanken, Stockholm | Sweden | 13,497,744,000s | 0.111500 | SK121,056,000,000s | 13,078,403,900s | 108 | |
| 111 | Caisse Generale d'Epargne et de Retraite, Brussels | Belgium | 13,473,070,800s | 0.015800 | BF852,726,000,000s | 14,127,736,100 | 104 | |
| 112 | Banco Exterior de Espana, Madrid | Spain | 13,313,005,500s | 0.005700 | SP2,335,615,000,000s | 6,151,123,200u | 209v | + 97 |
| 113 | Banco de Bilbao | Spain | 13,303,144,500s | 0.005700 | SP2,333,885,000,000s | 12,572,384,000s | 114 | +1 |
| 114 | First National Bank, Boston | United States | 13,069,033,000 | ...... | .................. | 11,180,445,000 | 124 | + 10 |
| 115 | Shizuoka Bank Ltd.(e) | Japan | 13,065,059,965 | 0.004055 | Y 3,221,963,000,000 | 12,146,069,360 | 118 | +3 |
| 116 | Svenska Handelsbanken, Stockholm | Sweden | 12,971,352,500s | 0.111500 | SK116,335,000,000s | 13,025,696,100s | 109 | |
| 117 | Banco de Vizcaya, Bilbao | Spain | 12,791,170,500s | 0.005700 | SP2,244,065,000,000s | 11,547,641,600s | 122 | +5 |
| 118 | National Bank of Canada, Montreal | Canada | 12,577,790,240s | 0.760000 | C$16,549,724,000s | 12,637,264,563s | 112 | |
| 119 | Banco di Sicilia, Palermo | Italy | 12,354,691,200 | 0.000516 | L23,943,200,000,000 | 12,008,573,980s | 119 | |
| 120 | National Bank of Greece, Athens | Greece | 12,296,177,400s | 0.007800 | GD1,576,433,000,000s | 11,447,470,000s | 123 | +3 |
| 121 | Bank Saderat Iran, Tehran(c) | Iran | 12,156,360,000s | 0.010000 | Ri1,215,636,000,000s | 12,226,736,503s | 116 | |
| 122 | Ashikaga Bank, Ltd., Utsunomiya(e) | Japan | 11,682,280,635 | 0.004055 | Y 2,880,957,000,000 | 10,793,941,840 | 126 | +4 |
| 123 | Creditanstalt-Bankverein, Vienna | Austria | 11,323,237,320 | 0.045200 | AS250,514,100,000 | 12,161,400,550s | 118v | |
| 124 | Irving Trust Co., New York | United States | 11,145,035,000 | ...... | .................. | 10,701,228,000 | 127 | +3 |
| 125 | Bank of Fukuoka, Ltd. (e) | Japan | 10,990,708,495 | 0.004055 | Y 2,710,409,000,000 | 10,199,748,240 | 130 | +5 |
| 126 | PSFS, Philadelphia | United States | 10,966,927,000 | ...... | .................. | 9,987,139,000 | 132 | +6 |
| 127 | Banco de Santander | Spain | 10,844,010,600s | 0.005700 | SP1,902,458,000,000s | 10,326,515,437s | 129 | +2 |
| 128 | Banca Nazionale dell'Agricoltura, Rome | Italy | 10,828,021,092 | 0.000516 | L20,984,537,000,560 | 11,850,308,047 | 120 | |
| 129 | American Express International Banking Corp., New York (y) | United States | 10,517,000,000s | ...... | .................. | 10,505,000,000s | 128 | |
| 130 | Bank of New York | United States | 10,500,888,000 | ...... | .................. | 9,564,834,783 | 138 | +8 |
| 131 | Landesbank Rheinland-Pfalz Girozentrale, Mainz | Germany | 10,296,166,064s | 0.316000 | DM32,582,804,000s | 12,177,062,202s | 117 | |
| 132 | Israel Discount Bank, Ltd., Tel-Aviv | Israel | 10,209,843,221s | 0.001700 | IS6,005,790,130,000s | 9,809,625,149s | 134 | +2 |
| 133 | Bank of Hiroshima, Ltd.(e) | Japan | 10,125,931,085 | 0.004055 | Y 2,497,147,000,000 | 9,611,558,480 | 136 | +3 |
| 134 | Bank of Seoul | Korea | 10,110,587,764 | 0.001200 | KW8,425,489,803,000 | 8,895,304,082 | 146 | + 12 |
| 135 | Arab Bank Ltd., Amman | Jordan | 10,058,659,781s | 2.460000 | JD 4,088,886,090s | 8,415,291,002s | 153 | + 18 |
| 136 | Hachijuni Bank, Ltd., Nagano (e) | Japan | 10,015,095,770 | 0.004055 | Y 2,469,814,000,000 | 9,377,290,000 | 141 | +5 |
| 137 | Commonwealth Savings Bank of Australia, Sydney(f) | Australia | 9,847,078,176t | 0.856000 | A$11,503,596,000t | 8,988,363,564t | 144 | +7 |
| 138 | Goldome FSB, Buffalo, N.Y. | United States | 9,798,109,652 | ...... | .................. | 9,834,219,000 | 133 | |
| 139 | RepublicBank Dallas NA | United States | 9,758,084,000 | ...... | .................. | 8,754,883,000 | 149 | + 10 |
| 140 | Hamburgische Landesbank-Girozentrale, Hamburg | Germany | 9,603,374,959 | 0.316000 | DM30,390,427,086 | 9,689,615,766 | 135 | |
| 141 | Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt | Germany | 9,482,486,905u | 0.316000 | DM30,007,869,951u | 11,830,245,000s | 121 | |
| 142 | Arab Banking Corp., Manama | Bahrain | 9,312,000,000s | ...... | .................. | 7,439,845,000s | 171 | + 29 |
| 143 | Credit Industriel et Commercial, Paris (h) | France | 9,210,313,148s | 0.103000 | FF89,420,516,000s | 8,294,618,280 | 154 | + 11 |
| 144 | Oesterreichische Laenderbank, Vienna | Austria | 9,168,322,800s | 0.045200 | AS202,839,000,000s | 9,504,700,950s | 140 | |
| 145 | Gunma Bank, Ltd., Maebashi (e) | Japan | 9,108,588,355 | 0.004055 | Y 2,246,261,000,000 | 9,233,770,240 | 142 | |
| 146 | Banque Cantonale de Zurich | Switzerland | 9,032,610,432 | 0.384000 | SF23,522,423,000 | 10,128,051,648 | 131 | |
| 147 | Bancomer, Mexico City | Mexico | 9,007,587,600u | 0.004400 | MP2,047,179,000,000u | 7,703,368,600u | 163 | + 16 |
| 148 | Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart | Germany | 8,931,671,798 | 0.316000 | DM28,264,784,171 | 9,567,648,497 | 137 | |
| 149 | Royal Bank of Scotland Plc, Edinburgh(e) | United Kingdom | 8,809,875,000s | 1.230000 | P7,162,500,000s | 7,862,078,400 | 162 | + 13 |
| 150 | Deutsche Bank Compagnie Financiere Luxembourg | Luxembourg | 8,649,665,911t | 0.015700 | LF550,934,134,436t | 8,293,193,400t | 155 | +5 |
| 151 | Girozentrale und Bank der Osterreichischen Sparkassen, Vienna | Austria | 8,438,388,000u | 0.045200 | AS186,690,000,000u | 8,970,321,500u | 145 | |
| 152 | Bank of Taiwan, Taipei | Taiwan | 8,382,655,625 | 0.025400 | T$330,025,812,000 | 6,845,119,685u | 185 | + 33 |
| 153 | Republic National Bank, New York | United States | 8,274,088,000 | ...... | .................. | 7,263,260,000 | 173 | + 20 |
| 154 | Banco di Santo Spirito, Rome | Italy | 8,192,715,696s | 0.000516 | L15,877,356,000,000s | 7,989,272,266s | 158 | +4 |
| 155 | Landesbank Schleswig-Holstein Girozentrale, Kiel | Germany | 8,094,180,910s | 0.316000 | DM25,614,496,552s | 8,776,834,620u | 148 | |
| 156 | National Bank of Detroit | United States | 8,091,530,000 | ...... | .................. | 7,638,307,000 | 166 | + 10 |
| 157 | Commonwealth Bank of Australia, Sydney (f) | Australia | 8,051,930,616t | 0.856000 | A$ 9,406,461,000t | 7,946,175,852t | 160 | +3 |
| 158 | Nishi-Nippon Sogo Bank, Ltd., Fukuoka(e) | Japan | 7,976,197,165 | 0.004055 | Y 1,967,003,000,000 | 7,448,772,640 | 170 | + 12 |
| 159 | Banque Populaire Suisse, Berne | Switzerland | 7,948,986,713 | 0.384000 | SF20,700,486,233 | 8,734,892,838 | 150 | |
| 160 | National Bank of Kuwait | Kuwait | 7,939,820,263u | 3.260000 | KD 2,435,527,688u | 8,441,811,884u | 151 | |
| 161 | Barclays National Bank Ltd., Johannesburg | South Africa | 7,900,775,000st | 0.500000 | SR15,801,550,000st | 9,524,264,841st | 139 | |
| 162 | Yamaguchi Bank, Ltd., Shimonoseki (e) | Japan | 7,814,463,490 | 0.004055 | Y 1,927,118,000,000 | 7,220,652,160 | 174 | + 12 |
| 163 | Nippon Trust & Banking Co., Ltd., Tokyo(e) | Japan | 7,801,564,535u | 0.004055 | Y 1,923,937,000,000u | 7,325,231,760 | 172 | +9 |
| 164 | Banco Nacional de Mexico, Mexico City | Mexico | 7,751,268,752u | 0.004400 | MP1,761,651,989,000u | 5,729,618,201 | 221 | + 57 |
| 165 | Danske Bank, Copenhagen | Denmark | 7,702,076,800s | 0.088000 | DK87,523,600,000s | 6,920,418,220s | 180 | + 15 |
| 166 | Kansallis-Osake Pankki, Helsinki | Finland | 7,667,545,545s | 0.152600 | FM50,246,038,957s | 6,758,124,451s | 188 | + 22 |
| 167 | Southeast Bank NA, Miami | United States | 7,589,312,000 | ...... | .................. | 6,434,788,000 | 204 | + 37 |
| 168 | Berliner Bank, Berlin | Germany | 7,415,919,800s | 0.316000 | DM23,468,100,632s | 7,637,201,266s | 167 | |
| 169 | Valley National Bank, Phoenix | United States | 7,415,759,000 | ...... | .................. | 6,568,084,000 | 196 | + 27 |
| 170 | Credit du Nord, Lille | France | 7,410,232,000s | 0.103000 | FF71,944,000,000s | 7,922,037,120s | 161 | |
| 171 | Banca Popolare di Novara | Italy | 7,381,214,477u | 0.000516 | L14,304,679,219,050u | 8,440,358,368u | 152 | |
| 172 | Chugoku Bank, Ltd., Okayama(e) | Japan | 7,356,370,140 | 0.004055 | Y 1,814,148,000,000 | 6,960,748,640 | 178 | +6 |
| 173 | NCNB National Bank of North Carolina, Charlotte | United States | 7,293,063,000 | ...... | .................. | 6,608,873,000 | 195 | + 22 |
| 174 | Riyad Bank Ltd., Jeddah | Saudi Arabia | 7,290,670,374u | 0.278000 | SAR26,225,433,000u | 5,832,173,268u | 217 | + 43 |
| 175 | Badische Kommunale Landesbank-Girozentrale, Mannheim | Germany | 7,284,751,408u | 0.316000 | DM23,053,010,784u | 8,112,281,025u | 156 | |
| 176 | Juroku Bank, Ltd., Gifu(e) | Japan | 7,196,789,670 | 0.004055 | Y 1,774,794,000,000 | 5,729,601,040 | 222 | + 46 |
| 177 | Hokkaido Bank, Ltd., Sapporo (e) | Japan | 7,124,318,710 | 0.004055 | Y 1,756,922,000,000 | 6,943,356,160 | 179 | +2 |
| 178 | InterFirst Bank Dallas NA | United States | 7,105,781,000 | ...... | .................. | 7,577,289,000 | 168 | |
| 179 | Bank of Kyoto, Ltd.(e) | Japan | 7,100,576,685 | 0.004055 | Y 1,751,067,000,000 | 6,739,022,080 | 189 | + 10 |
| 180 | Shichijushichi Bank, Ltd., Sendai (e) | Japan | 7,065,480,660 | 0.004055 | Y 1,742,412,000,000 | 6,817,911,520 | 186 | +6 |
| 181 | Iyo Bank, Ltd., Matsuyama(e) | Japan | 7,064,077,630 | 0.004055 | Y 1,742,066,000,000 | 6,735,244,240 | 190 | +9 |
| 182 | Copenhagen Handelsbank | Denmark | 7,027,319,200s | 0.088000 | DK79,855,900,000s | 6,129,173,483s | 210v | + 28 |
| 183 | National Westminster Bank USA, New York | United States | 7,019,218,000t | ...... | .................. | 5,746,245,000t | 219 | + 36 |
| 184 | Daishi Bank, Ltd., Niigata (e) | Japan | 7,010,425,925 | 0.004055 | Y 1,728,835,000,000 | 6,462,039,840 | 202 | + 18 |
| 185 | Banque Francaise du Commerce Exterieur, Paris | France | 6,993,751,809 | 0.103000 | FF67,900,503,000 | 6,178,912,080 | 208v | |
| 186 | Allied Irish Banks Ltd., Dublin | Ireland | 6,993,240,000s | 1.010000 | IP 6,924,000,000s | 7,660,224,000s | 165 | |
| 187 | Hyakujushi Bank, Ltd., Takamatsu(e) | Japan | 6,989,234,495 | 0.004055 | Y 1,723,609,000,000 | 6,424,935,600 | 205 | + 18 |
| 188 | Bangkok Bank, Ltd. | Thailand | 6,981,273,315 | 0.037500 | TB186,167,288,394 | 6,878,630,020 | 183 | |
| 189 | Cooperative Bank of Taiwan, Taipei | Taiwan | 6,953,638,379 | 0.025400 | T$273,765,290,497 | 5,439,818,056 | 226 | + 37 |
| 190 | Empire of America FSB, Buffalo, N.Y. | United States | 6,918,804,000 | ...... | .................. | ......... | ... | |
| 191 | Union Bank of Finland, Ltd., Helsinki | Finland | 6,887,738,340s | 0.152600 | FM45,135,900,000s | 6,765,344,640s | 187 | |
| 192 | Zentralsparkasse und Kommerzialbank, Wien, Vienna | Austria | 6,863,851,014u | 0.045200 | AS151,855,110,929u | 7,027,894,388u | 177 | |
| 193 | Texas Commerce Bank NA, Houston | United States | 6,775,313,000 | ...... | .................. | 6,243,431,000 | 208 | + 15 |
| 194 | Bank of Scotland, Edinburgh | United Kingdom | 6,748,490,000s | 1.070000 | P6,307,000,000s | 8,053,450,000s | 157 | |
| 195 | Nanto Bank, Ltd., Nara(e) | Japan | 6,745,184,320 | 0.004055 | Y 1,663,424,000,000 | 6,398,736,640 | 206 | + 11 |
| 196 | Hang Seng Bank Ltd., Hong Kong | Hong Kong | 6,727,174,740st | 0.127800 | H$52,638,300,000st | 5,902,907,180st | 216 | + 20 |
| 197 | Compagnie Luxembourgeoise de la Dresdner Banque(c) | Luxembourg | 6,699,268,500t | 0.015700 | LF426,705,000,000t | 7,547,148,000t | 169 | |
| 198 | Norske Creditbank, Oslo | Norway | 6,690,733,980s | 0.109900 | NK60,880,200,000s | 5,909,469,220s | 215 | + 17 |
| 199 | Banco Popular Espanol, Madrid | Spain | 6,650,247,000s | 0.005700 | SP1,166,710,000,000s | 6,552,870,400s | 198 | |
| 200 | Shiga Bank, Ltd., Otsu(e) | Japan | 6,591,710,680 | 0.004055 | Y 1,625,576,000,000 | 6,436,654,960 | 203 | +3 |

**(a)** — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/84. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/84. **(f)** — Data are for 6/30/84. **(g)** — Latest data are prior to 6/30/84. **(h)** — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. **(n)** — New York cable rate for same date as bank's figures. **(p)** — See currency table for key to currency abbreviations. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank arenot included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(v)** — Based on revised data. Rank that bank would have had, if revised data had been used. **(w)** — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. **(y)** — Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade orare incidental to foreign business. **(z)** — Incorporated as an investment company under New York State banking law and exercises specialized banking functions. **N.A.** — Not available.

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF DEPOSITS

Compiled by **American Banker** Copyright 1985

| Dep. Rank 1984 | | | December 31, 1984, or Nearest Fiscal Year-End (a) | | | 12/31/83 (d) | | |
|---|---|---|---|---|---|---|---|---|
| | | | Deposits in US Dollars | Rate of Exchange in US Dollars (n) | Deposits In Nation's Currency (p) | Deposits in US Dollars | 12/31/83 Rank | Gain in Rank |
| 201 | Williams and Glyns Bank Plc, London (e) | United Kingdom | 6,518,262,000s | 1.230000 | P5,299,400,000s | 6,880,403,200s | 182 | |
| 202 | Gulf International Bank B.S.C., Manama | Bahrain | 6,509,548,320 | 2.640000 | BaD2,465,738,000 | 6,719,586,450 | 191 | |
| 203 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | United States | 6,486,164,235 | ...... | .................... | 5,825,768,213 | 218 | + 15 |
| 204 | Hamburger Sparkasse, Hamburg | Germany | 6,463,489,364 | 0.316000 | DM20,454,080,265 | 7,058,505,720 | 176 | |
| 205 | Seattle-First National Bank | United States | 6,459,583,000 | ...... | .................... | 6,311,056,000 | 207 | +2 |
| 206 | Trustee Savings Bank England & Wales, London | United Kingdom | 6,451,104,400 | 1.190000 | P5,393,900,000 | .......... | ... | |
| 207 | Banca Popolare di Milano, Milan | Italy | 6,449,727,968s | 0.000516 | L12,499,472,805,330s | 6,484,478,110s | 201 | |
| 208 | Nedbank Ltd., Johannesburg(e) | South Africa | 6,361,096,430s | 0.598000 | SR10,637,285,000s | 7,661,136,000 | 164 | |
| 209 | Dime Savings Bank of New York FSB | United States | 6,359,067,000 | ...... | .................... | 6,125,183,000 | 210 | +1 |
| 210 | Bank fuer Arbeit und Wirtschaft, Vienna | Austria | 6,331,173,329u | 0.045200 | AS140,070,206,399u | 6,113,410,500u | 211 | +1 |
| 211 | Bank Negara Indonesia 1946, Jakarta | Indonesia | 6,285,890,157 | 0.000938 | IR6,701,375,434,000 | 4,700,021,184 | 261 | + 50 |
| 212 | Sovran Bank NA, Richmond | United States | 6,245,413,000 | ...... | .................... | 5,576,104,000 | 224 | + 12 |
| 213 | Bremer Landesbank Kreditanstalt Oldenburg, Bremen | Germany | 6,243,143,112t | 0.316000 | DM19,756,782,000t | 6,679,191,177t | 192 | |
| 214 | Societe Nationale de Credit a l'Industrie, Brussels | Belgium | 6,208,798,390 | 0.015800 | BF392,961,923,395 | 6,669,291,748 | 194 | |
| 215 | National Bank of Egypt, Cairo(f) | Egypt | 6,158,250,000u | 1.190000 | EP 5,175,000,000u | 3,637,200,000 | 348 | +133 |
| 216 | Grindlays Bank Plc., London (c,e) | United Kingdom | 6,135,311,340st | 1.230000 | P4,988,058,000st | 6,884,336,100s | 181 | |
| 217 | CrossLand Savings FSB, Brooklyn, New York | United States | 6,116,280,000 | ...... | .................... | 7,084,514,000 | 175 | |
| 218 | First City National Bank, Houston | United States | 6,060,855,000 | ...... | .................... | 7,974,072,000 | 159 | |
| 219 | Union Bank, Los Angeles | United States | 5,943,808,000 | ...... | .................... | 6,068,815,000 | 214 | |
| 220 | Westdeutsche Genossenschafts-Zentralbank, Duesseldorf | Germany | 5,924,684,000 | 0.316000 | DM18,749,000,000 | 6,499,203,000 | 200 | |
| 221 | Westfalenbank, Bochum | Germany | 5,918,708,073st | 0.316000 | DM18,730,088,838st | 6,555,051,090st | 197 | |
| 222 | First Commercial Bank, Taipei | Taiwan | 5,901,649,456u | 0.025400 | T$232,348,403,767u | 3,384,075,162u | 376 | +154 |
| 223 | Tokyo Sogo Bank, Ltd.(e) | Japan | 5,896,221,410 | 0.004055 | Y 1,454,062,000,000 | 5,298,982,400 | 236 | + 13 |
| 224 | Anchor Savings Bank FSB, Northport, N.Y. | United States | 5,850,961,000 | ...... | .................... | 5,187,381,137 | 239 | + 15 |
| 225 | Bank of Ireland, Dublin | Ireland | 5,842,446,000s | 1.010000 | IP 5,784,600,000s | 6,677,073,000s | 193 | |
| 226 | Hyogo Sogo Bank, Ltd., Kobe (e) | Japan | 5,842,306,130 | 0.004055 | Y 1,440,766,000,000 | 5,112,240,080 | 240 | + 14 |
| 227 | European American Bank , New York | United States | 5,828,050,000 | ...... | .................... | 4,674,868,000 | 263 | + 36 |
| 228 | First Fidelity Bank NA, Newark, N.J. | United States | 5,735,478,000 | ...... | .................... | 1,857,317,000 | 601 | +373 |
| 229 | Gulf Bank, Kuwait | Kuwait | 5,605,581,299 | 3.260000 | KD 1,719,503,466 | 6,510,803,546 | 199 | |
| 230 | Hyakugo Bank, Ltd., Tsu(e) | Japan | 5,599,829,295 | 0.004055 | Y 1,380,969,000,000 | 5,405,715,920 | 227 | |
| 231 | Suruga Bank, Ltd., Numazu(e) | Japan | 5,588,686,155 | 0.004055 | Y 1,378,221,000,000 | 5,305,489,345 | 234 | +3 |
| 232 | Genossenschaftliche Zentralbank, Vienna | Austria | 5,546,889,760u | 0.045200 | AS122,718,800,000u | 6,092,089,500u | 213 | |
| 233 | Comerica Bank-Detroit | United States | 5,512,253,876 | ...... | .................... | 4,422,965,000 | 283 | + 50 |
| 234 | Caisse Centrale des Banques Populaires, Paris | France | 5,506,758,505t | 0.103000 | FF53,463,674,803t | 5,370,960,000t | 229 | |
| 235 | Commercial Bank of Kuwait | Kuwait | 5,500,340,460 | 3.260000 | KD 1,687,221,000 | 6,113,011,520 | 212 | |
| 236 | Kiyo Bank, Ltd., Wakayama(e) | Japan | 5,497,193,190 | 0.004055 | Y 1,355,658,000,000 | 5,324,999,040 | 232 | |
| 237 | Rainier National Bank, Seattle | United States | 5,469,045 000 | ...... | .................... | 4,811,956,000 | 251 | + 14 |
| 238 | Harris Trust & Savings Bank, Chicago | United States | 5,465,559,000 | ...... | .................... | 4,735,607,000 | 258 | + 20 |
| 239 | Commercial Bank of Syria, Damascus (c,f) | Syria | 5,460,121,668 | 0.254000 | SyP21,496,542,000 | 4,190,492,000 | 297 | + 58 |
| 240 | Cassa di Risparmio di Torino, Turin | Italy | 5,458,393,636u | 0.000516 | L10,578,282,240,080u | 5,744,303,344u | 220 | |
| 241 | Christiania Bank og Kreditkasse, Oslo | Norway | 5,397,579,694 | 0.109900 | NK49,113,555,000 | 4,493,822,773s | 276 | + 35 |
| 242 | Malayan Banking Berhad, Kuala Lumpur(f) | Malaysia | 5,348,553,649s | 0.430600 | M$12,421,165,000s | 3,771,530,000s | 330 | + 88 |
| 243 | Citizens & Southern National Bank, Atlanta | United States | 5,333,788,000 | ...... | .................... | 4,200,268,000 | 296 | + 53 |
| 244 | Hokkoku Bank, Ltd., Kanazawa(e) | Japan | 5,327,442,780 | 0.004055 | Y 1,313,796,000,000 | 5,077,849,440 | 242 | |
| 245 | Kinki Sogo Bank, Ltd., Osaka(e) | Japan | 5,323,963,590 | 0.004055 | Y 1,312,938,000,000 | 4,984,268,400 | 245 | |
| 246 | Westpac Savings Bank Ltd., Sydney(e) | Australia | 5,322,790,000s | 0.830000 | A$ 6,413,000,000s | 5,276,956,815t | 237 | |
| 247 | National Bank of Abu Dhabi | United Arab Emirates | 5,311,625,520s | 0.272000 | UD19,528,035,000s | 5,455,913,904s | 225 | |
| 248 | Caja de Pensiones para la Vejez, Barcelona | Spain | 5,258,785,800 | 0.005700 | SP922,594,000,000 | 4,778,688,000 | 255 | +7 |
| 249 | State Bank of Victoria, Melbourne(f) | Australia | 5,193,523,188 | 0.856000 | A$ 6,067,199,986 | 4,817,793,264 | 250 | +1 |
| 250 | Pittsburgh National Bank | United States | 5,171,956,000 | ...... | .................... | 4,625,620,000 | 266 | + 16 |
| 251 | Philadelphia National Bank | United States | 5,145,043,000 | ...... | .................... | 4,363,328,000 | 288 | + 37 |
| 252 | Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown | Cayman Islands | 5,137,068,132 | ...... | .................... | 4,471,849,739 | 278 | + 26 |
| 253 | Bowery Savings Bank, New York | United States | 5,110,298,000 | ...... | .................... | 5,087,682,000 | 241 | |
| 254 | First Bank of Nigeria Ltd., Lagos | Nigeria | 5,103,277,040 | 1.240000 | NN 4,115,546,000 | 4,498,594,380 | 274 | + 20 |
| 255 | Higo Bank, Ltd., Kumamoto(e) | Japan | 5,089,077,715 | 0.004055 | Y 1,255,013,000,000 | 4,832,573,920 | 249 | |
| 256 | Bayerische Raiffeisen-Zentralbank, Munich | Germany | 5,070,852,000 | 0.316000 | DM16,047,000,000 | 5,319,298,000 | 233 | |
| 257 | MBank Dallas NA | United States | 4,953,320,000 | ...... | .................... | 3,922,482,000 | 313 | + 56 |
| 258 | Credito Romagnolo, Bologna | Italy | 4,934,427,947u | 0.000516 | L 9,562,844,859,379u | 5,347,937,129u | 230 | |
| 259 | United Bank for Africa Ltd., Lagos | Nigeria | 4,924,344,000 | 1.140000 | NN 4,319,600,000 | 4,360,364,400u | 289 | + 30 |
| 260 | Nagoya Sogo Bank, Ltd. (e) | Japan | 4,920,624,905 | 0.004055 | Y 1,213,471,000,000 | 4,741,706,480 | 257 | |
| 261 | Fukuoka Sogo Bank, Ltd.(e) | Japan | 4,918,589,295 | 0.004055 | Y 1,212,969,000,000 | 4,718,997,040 | 260 | |
| 262 | Union de Banques Arabes et Francaises, Neuilly (w) | France | 4,915,391,750 | 0.103000 | FF47,722,250,000 | 5,698,698,600 | 223 | |
| 263 | Connecticut Bank & Trust Co. NA, Hartford | United States | 4,910,866,000 | ...... | .................... | 4,523,480,000 | 272 | +9 |
| 264 | Ogaki-Kyoritsu Bank, Ltd., Ogaki (e) | Japan | 4,910,734,760 | 0.004055 | Y 1,211,032,000,000 | 4,585,687,200 | 270 | +6 |
| 265 | Bank of India, Bombay | India | 4,889,722,528 | 0.081200 | InR60,218,257,735 | 4,688,037,280 | 262 | |
| 266 | AmeriTrust Co. NA, Cleveland | United States | 4,850,226,000 | ...... | .................... | 4,565,443,000 | 271 | +5 |
| 267 | United States National Bank, Portland | United States | 4,848,037,000 | ...... | .................... | 4,399,197,000 | 286 | + 19 |
| 268 | Sears Savings Bank, Glendale, Calif. | United States | 4,818,003,000 | ...... | .................... | .......... | ... | |
| 269 | Udruzena Beogradska Banka, Belgrade | Yugoslavia | 4,812,892,800 | 0.004800 | YD1,002,686,000,000 | 4,409,091,670s | 284 | + 15 |
| 270 | Land Bank of Taiwan, Taipei | Taiwan | 4,802,769,897 | 0.025400 | T$189,085,429,000 | 3,724,932,457 | 339 | + 69 |
| 271 | Connecticut National Bank, Hartford | United States | 4,795,921,000 | ...... | .................... | 3,479,602,000 | 367 | + 96 |
| 272 | Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt | Germany | 4,784,129,002 | 0.316000 | DM15,139,648,742 | 5,377,854,703 | 228 | |
| 273 | Privatbanken, Copenhagen | Denmark | 4,778,265,360s | 0.088000 | DK54,298,470,000s | 4,594,887,300s | 267 | |
| 274 | Banca Toscana, Florence | Italy | 4,766,168,175t | 0.000516 | L 9,236,760,029,497t | 4,885,261,622t | 248 | |
| 275 | Fidelity Bank NA, Malvern, Pa. | United States | 4,720,618,000 | ...... | .................... | 785,371,590 | ... | |
| 276 | First Interstate Bank of Arizona NA, Phoenix | United States | 4,706,313,000 | ...... | .................... | 4,138,695,000 | 300 | + 24 |
| 277 | Bank of Credit & Commerce International, Luxembourg | Luxembourg | 4,694,965,357 | ...... | .................... | 4,072,381,296 | 308 | + 31 |
| 278 | First National Bank, Minneapolis | United States | 4,683,775,000 | ...... | .................... | 4,435,905,000 | 280 | +2 |
| 279 | Heiwa Sogo Bank, Ltd., Tokyo(e) | Japan | 4,679,534,880 | 0.004055 | Y 1,154,016,000,000 | 4,587,735,120 | 269 | |
| 280 | Kofuku Sogo Bank, Ltd., Osaka(e) | Japan | 4,635,684,110 | 0.004055 | Y 1,143,202,000,000 | 4,496,452,160 | 275 | |
| 281 | Korea Exchange Bank, Seoul | Korea | 4,623,188,400u | 0.001200 | KW3,852,657,000,000u | 4,119,368,400s | 303 | + 22 |
| 282 | Alahli Bank of Kuwait | Kuwait | 4,600,676,317 | 3.260000 | KD 1,411,250,404 | 5,337,644,888 | 231 | |
| 283 | Societe Generale Alsacienne de Banque, Strasbourg | France | 4,593,797,220s | 0.103000 | FF44,599,973,011s | 4,661,581,263s | 264 | |
| 284 | Caisse d'Epargne de Paris | France | 4,579,674,065 | 0.103000 | FF44,462,855,000 | 4,991,420,431 | 244 | |
| 285 | Fukui Bank, Ltd. (e) | Japan | 4,566,736,945 | 0.004055 | Y 1,126,199,000,000 | 4,424,948,800 | 282 | |
| 286 | Great American First Savings Bank, San Diego, Calif. | United States | 4,558,526,000 | ...... | .................... | 3,558,989,423 | 358 | + 72 |
| 287 | Bank of Baroda, Bombay | India | 4,556,880,965u | 0.081200 | InR56,119,223,711u | 4,933,834,077u | 247 | |
| 288 | Erste Oesterreichische Spar-Casse, Vienna | Austria | 4,555,319,280u | 0.045200 | AS100,781,400,000u | 4,795,903,356 | 254 | |
| 289 | Shikoku Bank, Ltd., Kochi(e) | Japan | 4,554,985,555 | 0.004055 | Y 1,123,301,000,000 | 4,434,399,760 | 281 | |
| 290 | Berliner Handels und-Frankfurter Bank, Frankfurt | Germany | 4,551,463,830s | 0.316000 | DM14,403,366,551s | 5,014,835,567s | 243 | |
| 291 | Norwest Bank Minneapolis NA | United States | 4,546,009,000 | ...... | .................... | 3,882,676,000 | 315 | + 24 |
| 292 | Dollar-Dry Dock Savings Bank, Bronx, New York | United States | 4,522,606,000 | ...... | .................... | 4,733,109,000 | 259 | |
| 293 | First National Bank, Atlanta | United States | 4,518,912,000 | ...... | .................... | 3,456,514,000 | 370 | + 77 |
| 294 | Kagoshima Bank, Ltd. (e) | Japan | 4,504,018,260 | 0.004055 | Y 1,110,732,000,000 | 4,351 715,520 | 290 | |
| 295 | Manufacturers National Bank, Detroit | United States | 4,502,343,000 | ...... | .................... | 3,980,447,000 | 310 | + 15 |
| 296 | Postipankki, Helsinki | Finland | 4,483,159,100s | 0.152600 | FM29,378,500,000s | 4,093,443,360s | 307 | + 11 |
| 297 | United Virginia Bank, Richmond | United States | 4,473,747,000 | ...... | .................... | 4,161,072,000 | 298 | +1 |
| 298 | California First Bank, San Francisco | United States | 4,433,770,000t | ...... | .................... | 3,818,193,000t | 322 | + 24 |
| 299 | Toho Bank, Ltd., Fukushima(e) | Japan | 4,427,605,840 | 0.004055 | Y 1,091,888,000,000 | 4,154,084,880 | 299 | |
| 300 | United Mizrahi Bank Ltd., Tel-Aviv | Israel | 4,411,228,000s | 0.001700 | IS2,594,840,000,000s | 3,802,527,000s | 324 | + 24 |

(a) — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/84. (c) — Latest figures are for a different date than previous year. (d) — Or date one year prior to latest figures unless otherwise noted after name of bank. (e) — Data are for 9/30/84. (f) — Data are for 6/30/84. (g) — Latest data are prior to 6/30/84. (h) — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. (n) — New York cable rate for same date as bank's figures. (p) — See currency table for key to currency abbreviations. (s) — Consolidated data. (t) — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank arenot included in the aggregate data totals for the Top 500 Banks. (u) — Data are not consolidated for affiliates more than 50% owned. (v) — Based on revised data. Rank that bank would have had, if revised data had been used. (w) — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. (y) — Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade orare incidental to foreign business. (z) — Incorporated as an investment company under New York State banking law and exercises specialized banking functions. N.A. — Not available.

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF DEPOSITS

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| Dep. Rank 1984 | | | December 31, 1984, or Nearest Fiscal Year-End (a) | | | 12/31/83 (d) | | |
|---|---|---|---|---|---|---|---|---|
| | | | Deposits in US Dollars | Rate of Exchange in US Dollars (n) | Deposits In Nation's Currency (p) | Deposits in US Dollars | 12/31/83 Rank | Gain in Rank |
| 301 | Banque Worms, Paris | France | 4,404,704,772u | 0.103000 | FF42,764,124,000u | 4,016,844,000 | 309v | +8 |
| 302 | Northern Trust Co., Chicago | United States | 4,399,824,000 | ...... | .................... | 3,974,898,000 | 311 | +9 |
| 303 | Vereins-und Westbank, Hamburg | Germany | 4,375,943,253s | 0.316000 | DM13,847,921,686s | 4,797,552,160s | 253 | |
| 304 | Bank of Tokyo Trust Co., New York | United States | 4,370,787,220t | ...... | .................... | 3,835,872,000t | 320 | + 16 |
| 305 | Florida National Bank, Jacksonville | United States | 4,363,475,000 | ...... | .................... | 2,844,588,000 | 443 | +138 |
| 306 | First Union National Bank, Charlotte, N.C. | United States | 4,339,697,000 | ...... | .................... | 4,481,502,000 | 277 | |
| 307 | Awa Bank, Ltd., Tokushima(e) | Japan | 4,290,660,380 | 0.004055 | Y 1,058,116,000,000 | 3,808,800,480 | 323 | + 16 |
| 308 | Standard Bank of South Africa Ltd., Johannesburg | South Africa | 4,269,752,000 | 0.500000 | SR 8,539,504,000 | 5,275,686,780 | 238 | |
| 309 | Banco Brasileiro de Descontos, Osasco | Brazil | 4,267,366,908s | 0.000302 | BC 14,130,354,000,000s | 4,128,563,127s | 301 | |
| 310 | Tokyo Tomin Bank, Ltd. (e) | Japan | 4,261,557,645 | 0.004055 | Y 1,050,939,000,000 | 3,783,233,280 | 329 | + 19 |
| 311 | Commerzbank International, Luxembourg | Luxembourg | 4,252,493,180t | 0.015700 | LF270,859,438,222t | 5,301,175,073t | 235 | |
| 312 | Chuo Sogo Bank, Ltd., Nagoya(e) | Japan | 4,232,179,170 | 0.004055 | Y 1,043,694,000,000 | 4,375,658,800u | 287 | |
| 313 | Central Bank of India, Bombay | India | 4,222,400,000 | 0.081200 | InR52,000,000,000 | 4,267,381,831 | 293 | |
| 314 | First Interstate Bank of Oregon NA, Portland | United States | 4,203,998,000 | ...... | .................... | 4,111,885,000 | 305 | |
| 315 | Huntington National Bank, Columbus, Ohio | United States | 4,198,682,000 | ...... | .................... | 3,075,104,000 | 411 | + 96 |
| 316 | Sparkasse der Stadt Berlin West, Berlin | Germany | 4,197,239,204 | 0.316000 | DM13,282,402,544 | 4,635,898,513 | 265 | |
| 317 | Korea First Bank, Seoul | Korea | 4,179,896,306s | 0.001200 | KW3,483,246,922,000s | 3,241,911,178s | 388 | + 71 |
| 318 | Riggs National Bank, Washington, D.C. | United States | 4,173,672,000 | ...... | .................... | 3,882,434,000 | 316 | |
| 319 | Maryland National Bank, Baltimore | United States | 4,173,161,000 | ...... | .................... | 3,381,884,000 | 378 | + 59 |
| 320 | Landesgirokasse, Stuttgart | Germany | 4,160,546,563 | 0.316000 | DM13,166,286,593 | 4,404,056,594 | 285 | |
| 321 | Punjab National Bank, New Delhi | India | 4,159,220,027 | 0.081200 | InR51,221,921,512 | 4,343,512,544 | 291 | |
| 322 | Habib Bank Ltd., Karachi | Pakistan | 4,147,659,104s | 0.067000 | PR61,905,359,763s | 4,122,498,326s | 302 | |
| 323 | Caja de Ahorros y Monte de Piedad de Madrid | Spain | 4,145,934,900s | 0.005700 | SP727,357,000,000s | 3,747,040,000s | 335 | + 12 |
| 324 | Hanil Bank Ltd., Seoul | Korea | 4,100,942,632s | 0.001200 | KW3,417,452,193,000s | 3,569,574,000s | 357 | + 33 |
| 325 | Banca Serfin, Mexico City | Mexico | 4,093,082,400 | 0.004400 | MP930,246,000,000 | 3,176,884,785 | 398 | + 73 |
| 326 | Union Bank of Nigeria Ltd., Lagos(e) | Nigeria | 4,091,970,740 | 1.210000 | NN 3,381,794,000 | 4,808,629,205 | 252 | |
| 327 | Norddeutsche Genossenschaftsbank, Hannover | Germany | 4,071,565,200u | 0.316000 | DM12,884,700,000u | 4,507,561,391u | 273 | |
| 328 | Lombard North Central Plc, London(e) | United Kingdom | 4,059,738,000t | 1.230000 | P3,300,600,000t | 4,210,492,000st | 295 | |
| 329 | Oita Bank, Ltd.(e) | Japan | 4,057,603,310 | 0.004055 | Y 1,000,642,000,000 | 3,876,089,280 | 317 | |
| 330 | Udruzena Banka Hrvatske, Zagreb | Yugoslavia | 4,049,021,290 | 0.004800 | YD843,546,102,000 | ......... | ... | |
| 331 | San-in Godo Bank, Ltd., Matsue (e) | Japan | 4,029,859,000 | 0.004055 | Y993,800,000,000 | 3,723,190,640 | 340 | +9 |
| 332 | Hua Nan Commercial Bank, Ltd., Taipei | Taiwan | 4,017,024,529 | 0.025400 | T$158,150,572,000 | 3,481,119,600 | 366 | + 34 |
| 333 | Commercial Bank of Korea Ltd., Seoul | Korea | 4,008,271,654s | 0.001200 | KW3,340,226,378,000s | 3,676,915,850s | 341 | +8 |
| 334 | Bank Leu, Ltd., Zurich | Switzerland | 4,003,436,473u | 0.384000 | SF10,425,615,814u | 4,216,908,875u | 294 | |
| 335 | Fukutoku Sogo Bank, Ltd., Osaka(e) | Japan | 3,950,303,955 | 0.004055 | Y974,181,000,000 | 3,660,913,520 | 345 | + 10 |
| 336 | Banque Commerciale pour l'Europe du Nord, Paris | France | 3,923,308,038t | 0.103000 | FF38,090,369,301t | 3,835,440,791 | 321 | |
| 337 | Standard Federal Bank, Troy, Mich. | United States | 3,918,460,787 | ...... | .................... | ......... | ... | |
| 338 | Kleinwort, Benson, Lonsdale Plc, London | United Kingdom | 3,915,384,716s | 1.156000 | P3,387,011,000s | 4,591,997,750s | 268 | |
| 339 | National Bank of Dubai Ltd., Dubai | United Arab Emirates | 3,910,324,224 | 0.272000 | UD14,376,192,000 | 1,579,941,920 | 683 | +344 |
| 340 | Centrale Raiffeisenkas van Belgische Boerenbond, Leuven | Belgium | 3,907,287,427 | 0.015800 | BF247,296,672,606 | 3,838,129,995 | 319 | |
| 341 | First Pennsylvania Bank NA, Philadelphia | United States | 3,903,222,000 | ...... | .................... | 3,789,992,000 | 327 | |
| 342 | Montreal City & District Savings Bank | Canada | 3,902,398,600 | 0.760000 | C$ 5,134,735,000 | 3,801,729,008 | 325 | |
| 343 | Bank of New Zealand, Ltd., Wellington (g) | New Zealand | 3,887,630,225 | 0.664700 | N$ 5,848,699,000 | 3,198,976,712 | ... | |
| 344 | Arab African International Bank, Cairo | Egypt | 3,881,512,000s | ...... | .................... | 3,933,265,000s | 312 | |
| 345 | NCNB National Bank of Florida, Tampa | United States | 3,848,812,000 | ...... | .................... | 2,213,069,000 | 527 | +182 |
| 346 | Istituto Bancario Italiano, Milan | Italy | 3,798,472,469t | 0.000516 | L 7,361,380,753,280t | 4,119,245,123u | 304 | |
| 347 | Eighteenth Bank, Ltd., Nagasaki(e) | Japan | 3,790,662,660 | 0.004055 | Y934,812,000,000 | 3,742,368,160 | 336 | |
| 348 | National Australia Savings Bank Ltd., Melbourne (c,e) | Australia | 3,784,800,000t | 0.830000 | A$ 4,560,000,000t | 3,390,021,840t | 375 | + 27 |
| 349 | Nederlandse Credietbank, Amsterdam | Netherlands | 3,779,139,560t | 0.280000 | G 13,496,927,000t | 4,468,344,754s | 279 | |
| 350 | United Overseas Bank Ltd., Singapore | Singapore | 3,768,133,628s | 0.458000 | S$ 8,227,366,000s | 3,600,834,361s | 352 | +2 |
| 351 | Bank of New England NA, Boston | United States | 3,747,904,000 | ...... | .................... | 3,519,806,000 | 362 | + 11 |
| 352 | Musashino Bank, Ltd., Omiya (e) | Japan | 3,734,204,895 | 0.004055 | Y920,889,000,000 | 3,572,560,400 | 356 | +4 |
| 353 | Caixa Geral de Depositos, Lisbon | Portugal | 3,724,910,000s | 0.005080 | CC733,250,000,000s | 4,101,182,400s | 306 | |
| 354 | Hiroshima Sogo Bank, Ltd.(e) | Japan | 3,716,383,170 | 0.004055 | Y916,494,000,000 | 3,500,081,840 | 364 | + 10 |
| 355 | Akita Bank, Ltd.(e) | Japan | 3,688,115,765 | 0.004055 | Y909,523,000,000 | 3,510,991,360 | 363 | +8 |
| 356 | Hokuetsu Bank, Ltd., Nagaoka(e) | Japan | 3,675,127,600 | 0.004055 | Y906,320,000,000 | 3,595,185,040 | 353 | |
| 357 | Genossenschaftliche Zentralbank, Stuttgart | Germany | 3,667,527,600 | 0.316000 | DM11,606,100,000 | 3,734,151,600 | 338 | |
| 358 | Societe Lyonnaise de Banque, Lyons | France | 3,661,646,872u | 0.103000 | FF35,549,969,633u | 2,827,440,000u | 447 | + 89 |
| 359 | First Tennessee Bank NA, Memphis | United States | 3,648,932,000 | ...... | .................... | 1,573,713,000 | 686 | +327 |
| 360 | Yamanashi Chuo Bank, Ltd., Kofu(e) | Japan | 3,632,452,780 | 0.004055 | Y895,796,000,000 | 3,425,708,000 | 373 | + 13 |
| 361 | Chang Hwa Commercial Bank, Ltd., Taichung | Taiwan | 3,609,964,383 | 0.025400 | T$142,124,582,000 | 3,153,324,596 | 400 | + 39 |
| 362 | Iwate Bank, Ltd., Morioka(e) | Japan | 3,609,574,470 | 0.004055 | Y890,154,000,000 | 3,607,099,440 | 351 | |
| 363 | Bank Mees & Hope, Amsterdam | Netherlands | 3,581,760,000st | 0.280000 | G 12,792,000,000st | 3,874,708,860st | 318 | |
| 364 | Cho-Heung Bank Ltd., Seoul | Korea | 3,573,635,173u | 0.001200 | KW2,978,029,311,000u | 2,881,536,884u | 435 | + 71 |
| 365 | Banque Internationale a Luxembourg | Luxembourg | 3,555,695,667s | 0.015700 | LF226,477,431,000s | 3,662,572,341 | 344 | |
| 366 | Ljubljanska Banka, Ljubljana | Yugoslavia | 3,553,473,936s | 0.004800 | YD740,307,070,000s | 3,901,236,615s | 314 | |
| 367 | Bank of Osaka, Ltd.(e) | Japan | 3,545,764,990 | 0.004055 | Y874,418,000,000 | 3,382,175,920 | 377 | + 10 |
| 368 | Shinwa Bank, Ltd., Sasebo(e) | Japan | 3,534,285,285 | 0.004055 | Y871,587,000,000 | 3,495,502,640 | 365 | |
| 369 | Continental Bank of Canada, Toronto | Canada | 3,526,318,680 | 0.760000 | C$ 4,639,893,000 | 2,971,847,846 | 424 | + 55 |
| 370 | Aomori Bank, Ltd. (e) | Japan | 3,525,619,750 | 0.004055 | Y869,450,000,000 | 4,009,386,400 | 309 | |
| 371 | Sparbankernas Bank, Stockholm | Sweden | 3,523,734,500 | 0.111500 | SK31,603,000,000 | 3,786,593,300 | 328 | |
| 372 | Union Bank of Switzerland (Luxembourg) | Luxembourg | 3,517,181,297t | 0.384000 | SF 9,159,326,293t | 3,476,138,590t | 368 | |
| 373 | Canara Bank, Bangalore | India | 3,511,494,000 | 0.081200 | InR43,245,000,000 | 3,276,360,000 | 385 | + 12 |
| 374 | Hokuyo Sogo Bank, Ltd., Sapporo(e) | Japan | 3,504,481,035 | 0.004055 | Y864,237,000,000 | 3,646,951,200 | 347 | |
| 375 | BancOhio National Bank, Columbus | United States | 3,492,135,000 | ...... | .................... | 4,763,410,000 | 256 | |
| 376 | Jugobanka-United Bank, Belgrade | Yugoslavia | 3,487,272,202 | 0.004800 | YD726,515,042,000 | 3,740,935,686 | 337 | |
| 377 | People's Bank-Bridgeport, Conn. | United States | 3,443,536,000 | ...... | .................... | 3,179,369,868 | 397 | + 20 |
| 378 | C.O.B.-Caisse d'Epargne Privee, Brussels | Belgium | 3,423,036,868 | 0.015800 | BF216,647,903,034 | 3,372,041,580 | 379 | +1 |
| 379 | Chukyo Sogo Bank, Ltd., Nagoya (e) | Japan | 3,416,382,105 | 0.004055 | Y842,511,000,000 | 3,285,499,680 | 383 | +4 |
| 380 | Chiba Sogo Bank, Ltd.(e) | Japan | 3,415,092,615 | 0.004055 | Y842,193,000,000 | 3,470,779,200 | 369 | |
| 381 | Israel Discount Bank of New York | United States | 3,408,500,000t | ...... | .................... | 3,105,755,000t | 407 | + 26 |
| 382 | Cassa di Risparmio di Verona, Vicenza & Belluno, Verona | Italy | 3,404,641,565 | 0.000516 | L 6,598,142,567,891 | 3,445,085,412 | 371 | |
| 383 | Taisei Sogo Bank, Ltd., Maebashi (e) | Japan | 3,364,044,220 | 0.004055 | Y829,604,000,000 | 3,368,559,120 | 380 | |
| 384 | Sparekassen SDS, Copenhagen | Denmark | 3,358,789,074s | 0.088000 | DK38,168,057,664s | 2,102,991,730 | 548 | +164 |
| 385 | Saudi American Bank, Riyadh | Saudi Arabia | 3,350,558,860 | 0.278000 | SAR12,052,370,000 | 2,821,423,050 | 448 | + 63 |
| 386 | Long Island Savings Bank FSB, Syosset, N.Y. | United States | 3,336,239,000 | ...... | .................... | 3,209,883,000 | 395 | +9 |
| 387 | Dai-San Sogo Bank, Ltd., Matsuzaka (e) | Japan | 3,329,252,320 | 0.004055 | Y821,024,000,000 | 3,239,605,920 | 389 | +2 |
| 388 | Bank of Hawaii, Honolulu | United States | 3,324,003,000 | ...... | .................... | 2,931,278,283 | 429 | + 41 |
| 389 | Turkiye Is Bankasi, Ankara | Turkey | 3,323,174,952s | 0.002300 | TP1,444,858,675,000s | 2,714,009,601s | 460 | + 71 |
| 390 | Mercantile Bank of Canada, Montreal | Canada | 3,317,212,280s | 0.760000 | C$ 4,364,753,000s | 2,873,145,121 | 436 | + 46 |
| 391 | Chase Lincoln First Bank NA, Rochester, N.Y. | United States | 3,309,306,000 | ...... | .................... | 3,066,110,000 | 412 | + 21 |
| 392 | BFG Luxembourg | Luxembourg | 3,256,033,958st | 0.015700 | LF207,390,697,941st | 3,522,225,660tu | 361 | |
| 393 | Banque Generale du Luxembourg | Luxembourg | 3,231,318,072s | 0.015700 | LF205,816,437,728s | 3,255,422,692s | 387 | |
| 394 | Bergen Bank | Norway | 3,229,372,073u | 0.109900 | NK29,384,641,243u | 2,916,874,923u | 431 | + 37 |
| 395 | American Security Bank NA, Washington, D.C. | United States | 3,223,915,000 | ...... | .................... | 2,753,382,000 | 458 | + 63 |
| 396 | Banque Cantonale de Berne | Switzerland | 3,214,332,288 | 0.384000 | SF 8,370,657,000 | 3,625,160,427 | 350 | |
| 397 | Bank of Virginia, Richmond | United States | 3,212,370,000 | ...... | .................... | 3,032,889,000 | 418 | + 21 |
| 398 | State Street Bank & Trust Co., Boston | United States | 3,211,530,000 | ...... | .................... | 2,492,654,000 | 486 | + 88 |
| 399 | AmSouth Bank NA, Birmingham, Ala. | United States | 3,211,360,000 | ...... | .................... | 2,797,356,000 | 453 | + 54 |
| 400 | Kredietbank S.A. Luxembourgeoise, Luxembourg | Luxembourg | 3,174,016,000s | 0.016000 | LF198,376,000,000s | 3,109,608,000s | 406 | +6 |

**(a)** — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/84. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/84. **(f)** — Data are for 6/30/84. **(g)** — Latest data are prior to 6/30/84. **(h)** — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. **(n)** — New York cable rate for same date as bank's figures. **(p)** — See currency table for key to currency abbreviations. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank arenot included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(v)** — Based on revised data. Rank that bank would have had, if revised data had been used. **(w)** — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets.The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. **(y)** — Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade orare incidental to foreign business. **(z)** — Incorporated as an investment company under New York State banking law and exercises specialized banking functions. **N.A.** — Not available.

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF DEPOSITS

Compiled by **American Banker** Copyright 1985

| Dep. Rank 1984 | | | December 31, 1984, or Nearest Fiscal Year-End (a) | | | 12/31/83 (d) Deposits in US Dollars | 12/31/83 Rank | Gain in Rank |
|---|---|---|---|---|---|---|---|---|
| | | | Deposits in US Dollars | Rate of Exchange in US Dollars (n) | Deposits In Nation's Currency (p) | | | |
| 401 | Howard Savings Bank, Newark, N.J. | United States | 3,168,664,000 | ...... | .................... | 3,046,768,000 | 416 | + 15 |
| 402 | Stadtsparkasse Koeln, Cologne | Germany | 3,166,541,200 | 0.316000 | DM10,020,700,000 | 3,636,318,364 | 349 | |
| 403 | West LB International, Luxembourg | Luxembourg | 3,157,600,983t | 0.015700 | LF201,121,081,723t | 3,671,241,878t | 343 | |
| 404 | Provident National Bank, Philadelphia | United States | 3,152,934,000 | ...... | .................... | 2,918,581,000 | 430 | + 26 |
| 405 | Saudi International Bank, London | United Kingdom | 3,152,267,500 | 1.156000 | P2,726,875,000 | 3,652,070,050 | 346 | |
| 406 | Ehime Sogo Bank, Ltd., Matsuyama (e) | Japan | 3,149,461,730 | 0.004055 | Y776,686,000,000 | 3,229,459,600 | 394 | |
| 407 | Montagu (Samuel) & Co., Ltd., London | United Kingdom | 3,142,157,124st | 1.156000 | P2,718,129,000st | 3,764,959,800t | 332 | |
| 408 | Fleet National Bank, Providence, R.I. | United States | 3,119,754,000 | ...... | .................... | 3,542,902,000 | 359 | |
| 409 | State Bank of New South Wales, Sydney (f) | Australia | 3,110,235,373 | 0.856000 | A$ 3,633,452,538 | 2,853,550,311 | 441 | + 32 |
| 410 | Michinoku Bank, Ltd., Hirosaki (e) | Japan | 3,098,101,100 | 0.004055 | Y764,020,000,000 | 3,132,986,880 | 402 | |
| 411 | Nassauische Sparkasse Wiesbaden, Wiesbaden | Germany | 3,097,926,493 | 0.316000 | DM 9,803,564,850 | 3,234,142,834 | 392 | |
| 412 | Chiba Kogyo Bank, Ltd. (e) | Japan | 3,097,582,060 | 0.004055 | Y763,892,000,000 | 3,017,035,600 | 420 | +8 |
| 413 | National City Bank, Cleveland | United States | 3,086,528,000 | ...... | .................... | 2,534,571,000 | 478 | + 65 |
| 414 | American Savings Bank FSB, New York | United States | 3,085,643,000 | ...... | .................... | 2,885,612,000 | 434 | + 20 |
| 415 | Australia & New Zealand Savings Bank, Ltd., Melbourne(e) | Australia | 3,084,110,680t | 0.830000 | A$ 3,715,796,000t | 2,964,672,906t | 425 | + 10 |
| 416 | Allied Bank of Texas, Houston | United States | 3,080,358,000 | ...... | .................... | 2,376,695,000 | 501 | + 85 |
| 417 | Bank Dagang Negara, Jakarta | Indonesia | 3,067,373,498 | 0.000938 | IR3,270,121,000,000 | 3,580,707,768s | 355 | |
| 418 | MBank Houston NA | United States | 3,046,690,000 | ...... | .................... | 861,036,000 | 994 | +576 |
| 419 | Banca Provinciale Lombarda, Bergamo | Italy | 3,044,106,697t | 0.000516 | L 5,899,431,584,039t | 3,294,994,342 | 382 | |
| 420 | Turkiye Cumhuriyeti Ziraat Bankasi, Ankara | Turkey | 3,038,862,845 | 0.002300 | TP1,321,244,715,230 | 2,950,133,670 | 427 | +7 |
| 421 | Banca Cattolica del Veneto, Vicenza | Italy | 3,035,240,750 | 0.000516 | L 5,882,249,515,165 | 3,099,728,640 | 408 | |
| 422 | Bank of the Ryukyus, Ltd., Naha(e) | Japan | 3,027,438,670 | 0.004055 | Y746,594,000,000 | 2,950,374,320 | 426 | +4 |
| 423 | Yamagata Bank, Ltd.(e) | Japan | 3,025,804,505 | 0.004055 | Y746,191,000,000 | 3,002,924,880 | 422 | |
| 424 | Gotabanken, Goteborg | Sweden | 3,007,601,000s | 0.111500 | SK26,974,000,000s | 2,843,223,600s | 444 | + 20 |
| 425 | First National Bank, St. Paul, Minn. | United States | 3,003,766,000 | ...... | .................... | 2,138,343,000 | 545 | +120 |
| 426 | Emigrant Savings Bank, New York | United States | 3,001,955,639 | ...... | .................... | 2,864,756,769 | 439 | + 13 |
| 427 | Oversea-Chinese Banking Corp., Ltd., Singapore | Singapore | 2,994,607,352s | 0.458000 | S$ 6,538,444,000s | 2,647,825,553s | 467 | + 40 |
| 428 | United Bank, Ltd., Karachi | Pakistan | 2,990,290,689u | 0.067000 | PR44,631,204,317u | 3,112,753,777u | 405 | |
| 429 | Hill, Samuel & Co., Ltd., London | United Kingdom | 2,984,223,000s | 1.210000 | P2,466,300,000s | 3,230,898,400s | 393 | |
| 430 | Washington Mutual Savings Bank, Seattle | United States | 2,981,964,000 | ...... | .................... | 2,796,870,000 | 454 | + 24 |
| 431 | National Bank of Pakistan, Karachi | Pakistan | 2,975,810,744 | 0.067000 | PR44,415,085,724 | 3,045,856,695 | 417 | |
| 432 | Miyazaki Bank, Ltd.(e) | Japan | 2,973,401,740 | 0.004055 | Y733,268,000,000 | 2,863,411,920 | 440 | +8 |
| 433 | Hambros Bank Ltd., London | United Kingdom | 2,972,655,400s | 1.210000 | P2,456,740,000s | 3,590,346,632s | 354 | |
| 434 | Bank of Communications, Taipei | Taiwan | 2,971,927,573 | 0.025400 | T$117,005,022,544 | 1,954,042,895 | 582 | +148 |
| 435 | South Carolina National Bank, Columbia | United States | 2,969,915,000 | ...... | .................... | 1,625,252,000 | 671 | +236 |
| 436 | Volkskas, Ltd., Pretoria | South Africa | 2,967,296,690s | 0.530000 | SR 5,598,673,000s | 3,673,929,639s | 342 | |
| 437 | Luzerner Kantonalbank, Lucerne | Switzerland | 2,967,250,944 | 0.384000 | SF 7,727,216,000 | 3,392,093,538 | 374 | |
| 438 | Banco Portugues do Atlantico, Oporto | Portugal | 2,966,680,880s | 0.005800 | PE511,496,703,510s | 3,173,826,509s | 399 | |
| 439 | Syndicate Bank, Manipal | India | 2,943,961,416 | 0.081200 | InR36,255,682,462 | 2,792,335,000 | 455 | + 16 |
| 440 | Atlantic National Bank of Florida, Jacksonville | United States | 2,934,299,000 | ...... | .................... | 2,509,625,000 | 483 | + 43 |
| 441 | Scandinavian Bank Ltd., London | United Kingdom | 2,921,518,340s | 1.156000 | P2,527,265,000s | 3,093,135,650s | 409 | |
| 442 | Banco Lariano, Como | Italy | 2,921,293,319t | 0.000516 | L 5,661,421,160,876t | 3,084,143,004t | 410 | |
| 443 | Bank of Saga, Ltd.(e) | Japan | 2,917,094,010 | 0.004055 | Y719,382,000,000 | 2,751,408,080 | 459 | + 16 |
| 444 | First National Bank of Maryland, Baltimore | United States | 2,915,343,000 | ...... | .................... | 2,463,236,000 | 493 | + 49 |
| 445 | Bayerische Landesbank International, Luxembourg (c) | Luxembourg | 2,907,022,724t | 0.015700 | LF185,160,683,057t | 3,236,374,575t | 390 | |
| 446 | Mellon Bank (East) NA, Philadelphia | United States | 2,906,504,000 | ...... | .................... | 2,821,030,000 | 449 | +3 |
| 447 | Development Bank of Singapore Ltd. | Singapore | 2,899,460,600 | 0.458000 | S$ 6,330,700,000 | 2,888,785,800 | 433 | |
| 448 | Baden-Wuerttembergische Bank, Stuttgart | Germany | 2,882,391,364s | 0.316000 | DM 9,121,491,657s | 3,062,799,611s | 413 | |
| 449 | Banco de la Nacion Argentina, Buenos Aires | Argentina | 2,876,153,099 | 0.006100 | AP471,500,508,000 | 3,318,992,592 | 381 | |
| 450 | Banco Popular de Puerto Rico, San Juan | United States | 2,870,671,318 | ...... | .................... | 2,347,449,307 | 507 | + 57 |
| 451 | Banque Cantonale Vaudoise, Lausanne | Switzerland | 2,854,513,152 | 0.384000 | SF 7,433,628,000 | 3,274,893,396 | 386 | |
| 452 | Thai Farmers Bank, Bangkok | Thailand | 2,841,215,046 | 0.037500 | TB75,765,734,549 | 2,518,095,850 | 480 | + 28 |
| 453 | Bank of Alexandria(f) | Egypt | 2,828,716,870u | 1.190000 | EP 2,377,073,000u | 1,987,748,400u | 573 | +120 |
| 454 | Arizona Bank, Phoenix | United States | 2,817,568,000 | ...... | .................... | 2,277,022,000 | 519 | + 65 |
| 455 | Commercial Bank of Greece, Athens | Greece | 2,809,971,613u | 0.007800 | GD360,252,770,870u | 2,842,540,786u | 445 | |
| 456 | Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo | Italy | 2,807,396,878 | 0.000516 | L 5,440,691,623,306 | 2,340,812,906 | 508 | + 52 |
| 457 | Cassa di Risparmio di Firenze, Florence | Italy | 2,805,665,037 | 0.000516 | L 5,437,335,342,457 | 2,835,518,031 | 446 | |
| 458 | Bank fuer Handel und Industrie, Berlin | Germany | 2,782,162,995tu | 0.316000 | DM 8,804,313,276tu | 3,028,463,137tu | 419 | |
| 459 | Krung Thai Bank Ltd., Bangkok | Thailand | 2,774,672,621 | 0.037500 | TB73,991,269,899 | 2,763,223,000 | 457 | |
| 460 | Banca Popolare di Bergamo | Italy | 2,771,343,268u | 0.000516 | L 5,370,820,286,588u | 2,864,930,862 | 436 | |
| 461 | Barnett Bank of South Florida NA, Miami | United States | 2,758,524,000 | ...... | .................... | 1,892,519,000 | 597 | +136 |
| 462 | Citibank (South Dakota) NA, Sioux Falls | United States | 2,757,946,000 | ...... | .................... | 2,191,285,000 | 529 | + 67 |
| 463 | Nuovo Banco Ambrosiano, Milan(c) | Italy | 2,749,268,640 | 0.000516 | L 5,328,040,000,000 | 2,819,550,504u | 450 | |
| 464 | Trust Bank of Africa Ltd., Cape Town(f) | South Africa | 2,742,203,520 | 0.736000 | SR 3,725,820,000 | 2,593,153,272 | 472 | +8 |
| 465 | First Wisconsin National Bank, Milwaukee | United States | 2,738,699,000 | ...... | .................... | 2,485,557,000 | 487 | + 22 |
| 466 | Banque Paribas Belgique, Brussels | Belgium | 2,723,507,620s | 0.015800 | BF172,373,900,000s | 2,558,155,230 | 476 | + 10 |
| 467 | Overseas Union Bank, Singapore | Singapore | 2,709,986,000s | 0.458000 | S$ 5,917,000,000s | 2,474,571,031s | 491 | + 24 |
| 468 | Bank of Kuwait and the Middle East | Kuwait | 2,695,470,993 | 3.260000 | KD826,831,593 | 3,276,804,094 | 384 | |
| 469 | Tokiwa Sogo Bank, Ltd., Tokyo(e) | Japan | 2,690,796,625 | 0.004055 | Y663,575,000,000 | 2,609,770,880 | 471 | +2 |
| 470 | Banco Itau, Sao Paulo | Brazil | 2,677,537,397 | 0.000322 | BC8,315,333,531,000 | 2,173,707,585 | 532 | + 62 |
| 471 | Kreissparkasse Koeln, Cologne | Germany | 2,671,310,740 | 0.316000 | DM 8,453,515,000 | 3,116,061,487 | 404 | |
| 472 | American Bank & Trust Co., Reading, Pa. | United States | 2,665,598,000 | ...... | .................... | 2,385,768,000 | 499 | + 27 |
| 473 | European Asian Bank, Hamburg | Germany | 2,639,232,000t | 0.316000 | DM 8,352,000,000t | 2,774,778,702t | 456 | |
| 474 | American National Bank & Trust Co., Chicago | United States | 2,626,030,000 | ...... | .................... | 2,371,680,000 | 502 | + 28 |
| 475 | Indian Overseas Bank, Madras | India | 2,622,092,780 | 0.081200 | InR32,291,783,000 | 2,592,910,050 | 473 | |
| 476 | Mercantile Trust Co. NA, St. Louis, Mo. | United States | 2,620,595,000 | ...... | .................... | 2,382,548,000 | 500 | + 24 |
| 477 | Banco Urquijo Union, Madrid | Spain | 2,607,504,900st | 0.005700 | SP457,457,000,000st | 3,054,598,400t | 414 | |
| 478 | Orion Royal Bank Ltd., London(e) | United Kingdom | 2,607,122,760st | 1.230000 | P2,119,612,000st | 2,583,053,440s | 474 | |
| 479 | Sparkasse in Bremen | Germany | 2,596,512,485u | 0.316000 | DM 8,216,811,661u | 2,710,911,279s | 461 | |
| 480 | Trust Company Bank, Atlanta | United States | 2,585,533,000 | ...... | .................... | 2,002,861,000 | 570 | + 90 |
| 481 | Trade Development Bank, Geneva | Switzerland | 2,585,431,059t | 0.384000 | SF 6,732,893,384t | 2,871,321,318t | 437 | |
| 482 | Banca della Svizzera Italiana, Lugano | Switzerland | 2,582,994,847s | 0.384000 | SF 6,726,549,081s | 3,147,025,249s | 401 | |
| 483 | Burgan Bank, Kuwait | Kuwait | 2,582,119,297 | 3.260000 | KD792,061,134 | 2,103,863,229 | 547 | + 64 |
| 484 | Manhattan Savings Bank, New York | United States | 2,581,639,512 | ...... | .................... | 2,518,073,488 | 481 | |
| 485 | Banque Cantonale de St. Gall | Switzerland | 2,574,971,520 | 0.384000 | SF 6,705,655,000 | 2,983,720,320 | 423 | |
| 486 | Morgan Grenfell & Co. Ltd., London | United Kingdom | 2,569,182,256u | 1.156000 | P2,222,476,000u | 3,747,565,600s | 334 | |
| 487 | Stadtsparkasse Munchen, Munich | Germany | 2,565,302,363 | 0.316000 | DM 8,118,045,451 | 2,818,472,455 | 451 | |
| 488 | Landesbank Saar-Girozentrale, Saarbrucken | Germany | 2,563,765,828u | 0.316000 | DM 8,113,183,000u | 3,128,308,000u | 403 | |
| 489 | National Commercial Bank, Tripoli | Libya | 2,558,459,954 | 3.370000 | LD759,186,930 | 2,390,182,593 | 498 | +9 |
| 490 | Cassa di Risparmio di Genova e Imperia, Genoa | Italy | 2,554,578,090 | 0.000516 | L 4,950,732,733,210 | 2,674,608,420 | 465 | |
| 491 | Senshu Bank, Ltd., Kishiwada(e) | Japan | 2,541,227,950 | 0.004055 | Y626,690,000,000 | 2,414,018,560 | 495 | +4 |
| 492 | Perpetual American Bank, FSB, McLean, Va. | United States | 2,526,095,792 | ...... | .................... | 1,979,912,411 | 575 | + 83 |
| 493 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | United States | 2,521,109,000 | ...... | .................... | 2,368,903,000 | 503 | + 10 |
| 494 | Bank of Bermuda, Ltd., Hamilton(c,f) | Bermuda | 2,513,322,685s | ...... | .................... | 2,317,132,193s | 514 | + 20 |
| 495 | First National Bank, Louisville, Ky. | United States | 2,488,941,000 | ...... | .................... | 2,326,689,000 | 510 | + 15 |
| 496 | Clydesdale Bank Plc, Glasgow | United Kingdom | 2,481,891,540st | 1.156000 | P2,146,965,000st | 2,709,997,800st | 462 | |
| 497 | United Commercial Bank, Calcutta | India | 2,481,443,261 | 0.081200 | InR30,559,646,077 | 2,565,950,000 | 475 | |
| 498 | Sumitomo Bank of California, San Francisco | United States | 2,471,148,551 | ...... | .................... | 2,231,072,158 | 525 | + 27 |
| 499 | Bank Bumi Daya, Jakarta | Indonesia | 2,470,431,236 | 0.000938 | IR2,633,722,000,000 | 1,956,214,102 | 581 | + 82 |
| 500 | Banque Regionale d'Escompte et de Depots, Vincennes | France | 2,465,900,786 | 0.103000 | FF23,940,784,327 | 2,259,840,000 | 523 | + 23 |

(a) — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/84. (c) — Latest figures are for a different date than previous year. (d) — Or date one year prior to latest figures unless otherwise noted after name of bank. (e) — Data are for 9/30/84. (f) — Data are for 6/30/84. (g) — Latest data are prior to 6/30/84. (h) — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. (n) — New York cable rate for same date as bank's figures. (p) — See currency table for key to currency abbreviations. (s) — Consolidated data. (t) — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank arenot included in the aggregate data totals for the Top 500 Banks. (u) — Data are not consolidated for affiliates more than 50% owned. (v) — Based on revised data. Rank that bank would have had, if revised data had been used. (w) — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets.The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. (y) — Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade orare incidental to foreign business. (z) — Incorporated as an investment company under New York State banking law and exercises specialized banking functions. N.A. — Not available.

# Banks Ranked After the First 500

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| 1984 World Rank | | | 12/31/84 Deposits in US Dollars |
|---|---|---|---|
| 501 | Caja de Ahorros y Monte de Piedad de Barcelona | Spain | 2,464,868,100 |
| 502 | Banca S. Paolo-Brescia, Brescia | Italy | 2,462,242,488s |
| 503 | Indiana National Bank, Indianapolis | United States | 2,458,290,000 |
| 504 | Moscow Narodny Bank Ltd., London | United Kingdom | 2,456,141,640 |
| 505 | Bank Leumi Trust Co., New York | United States | 2,452,741,410t |
| 506 | Cassa di Risparmio di Padova e Rovigo, Padua | Italy | 2,449,717,224 |
| 507 | Midlantic National Bank, Newark, N.J. | United States | 2,441,843,000 |
| 508 | Bank of Okinawa, Ltd., Naha (e) | Japan | 2,434,167,840 |
| 509 | Banco do Estado de Sao Paulo | Brazil | 2,428,133,123 |
| 510 | Banco Pinto & Sotto Mayor, Lisbon | Portugal | 2,427,729,200 |
| 511 | Libra Bank Plc., London | United Kingdom | 2,421,697,464 |
| 512 | Tokuyo Sogo Bank, Ltd., Sendai(e) | Japan | 2,413,548,165 |
| 513 | Bank of California NA, San Francisco | United States | 2,387,259,000 |
| 514 | British Bank of the Middle East, Hong Kong | Hong Kong | 2,386,749,272t |
| 515 | Bank of Ikeda, Ltd.(e) | Japan | 2,372,102,010 |
| 516 | Banco Nacional Ultramarino, Lisbon | Portugal | 2,367,881,717 |
| 517 | Lloyds Bank California, Los Angeles | United States | 2,355,561,000t |
| 518 | Seamen's Bank for Savings FSB, New York | United States | 2,355,542,000 |
| 519 | Banco di Sardegna, Sassari | Italy | 2,354,738,652s |
| 520 | Verenigde Spaarbank, Amsterdam | Netherlands | 2,348,360,000 |
| 521 | Shawmut Bank of Boston NA | United States | 2,333,317,000 |
| 522 | European Banking Co. SA, Brussels | Belgium | 2,327,225,285s |
| 523 | Banco de la Nacion, Lima | Peru | 2,324,894,530u |
| 524 | Equitable Bank NA, Baltimore | United States | 2,321,597,000 |
| 525 | Banque Sudameris, Paris | France | 2,319,655,996s |
| 526 | Williamsburgh Savings Bank, Brooklyn, New York | United States | 2,300,590,638 |
| 527 | Union Bank of India, Bombay | India | 2,289,653,240u |
| 528 | First Interstate Bank of Washington NA, Seattle | United States | 2,283,921,000 |
| 529 | Equibank, Pittsburgh | United States | 2,281,147,000 |
| 530 | DG Bank International, Luxembourg | Luxembourg | 2,279,881,074t |
| 531 | Central Fidelity Bank, Richmond | United States | 2,274,493,000 |
| 532 | Banque de l'Union Europeenne, Paris | France | 2,269,210,510t |
| 533 | Continental Bank, Norristown, Pa. | United States | 2,260,023,000 |
| 534 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | United States | 2,251,352,000 |
| 535 | Northwestern Bank, North Wilkesboro, N.C. | United States | 2,251,021,000 |
| 536 | Transohio Savings Bank, FSB, Cleveland | United States | 2,245,783,000 |
| 537 | Centerre Bank NA, St. Louis, Mo. | United States | 2,241,122,000 |
| 538 | Citibank (New York) NA, Buffalo | United States | 2,233,196,000 |
| 539 | S.G. Warburg & Co. Ltd., London | United Kingdom | 2,230,620,480 |
| 540 | Hudson City Savings Bank, Paramus, N.J. | United States | 2,225,112,022 |
| 541 | Banque Nationale de Paris Plc, London | United Kingdom | 2,217,787,156t |
| 542 | Cassa di Risparmio in Bologna | Italy | 2,214,353,126 |
| 543 | Hanshin Sogo Bank, Ltd., Kobe (e) | Japan | 2,213,693,435 |
| 544 | Andelsbanken-Danebank, Copenhagen | Denmark | 2,207,029,264 |
| 545 | First Hawaiian Bank, Honolulu | United States | 2,205,419,000 |
| 546 | Credit Foncier Vaudois, Lausanne | Switzerland | 2,204,313,984 |
| 547 | Rochester Community Savings Bank, N.Y. | United States | 2,201,006,370 |
| 548 | Bank of British Columbia, Vancouver | Canada | 2,198,215,640 |
| 549 | Bikuben, Copenhagen | Denmark | 2,185,184,672 |
| 550 | Sun Bank NA, Orlando, Fla. | United States | 2,183,899,000 |
| 551 | Danske Provinsbank, Aarhus | Denmark | 2,172,508,800s |
| 552 | First Interstate Bank of Nevada NA, Reno | United States | 2,163,122,000 |
| 553 | Kitanippon Sogo Bank, Ltd., Morioka(e) | Japan | 2,158,253,475 |
| 554 | Canadian Commercial Bank, Edmonton | Canada | 2,157,201,480s |
| 555 | Kouchi Sogo Bank, Ltd. (e) | Japan | 2,157,146,460 |
| 556 | Thurgauische Kantonalbank, Weinfelden | Switzerland | 2,156,269,056 |
| 557 | Bank of Oman Ltd., Dubai | United Arab Emirate | 2,155,458,560s |
| 558 | Lincoln Savings Bank FSB, Brooklyn, New York | United States | 2,154,055,133 |
| 559 | Niigata Sogo Bank, Ltd.(e) | Japan | 2,152,527,815 |
| 560 | Banca d'America e d'Italia, Milan | Italy | 2,143,663,881tu |
| 561 | First Security Bank of Utah NA, Ogden | United States | 2,137,121,000 |
| 562 | Arab International Bank, Cairo(f) | Egypt | 2,135,030,026 |
| 563 | Gifu Sogo Bank, Ltd. (e) | Japan | 2,133,943,750 |
| 564 | Hypobank International, Luxembourg | Luxembourg | 2,131,099,817t |
| 565 | Dollar Savings Bank, Pittsburgh | United States | 2,127,140,616 |
| 566 | Multibanco Comermex, Chihuahua | Mexico | 2,113,645,600 |
| 567 | Libyan Arab Foreign Bank, Tripoli | Libya | 2,112,581,856u |
| 568 | Deutsche Bank Berlin | Germany | 2,111,692,846t |
| 569 | Frankfurter Sparkasse von 1822, Frankfurt | Germany | 2,111,523,842 |
| 570 | Kagawa Sogo Bank, Ltd., Takamatsu(e) | Japan | 2,110,202,983 |
| 571 | Suburban Bank, Bethesda, Md. | United States | 2,109,866,000 |
| 572 | Stadt-Sparkasse Duesseldorf | Germany | 2,109,000,583 |
| 573 | Idaho First National Bank, Boise | United States | 2,107,495,000 |
| 574 | Green Point Savings Bank, Brooklyn, New York | United States | 2,103,451,568 |
| 575 | Branch Banking Trust Co., Wilson, N.C. | United States | 2,103,098,000 |
| 576 | Banco Pastor, Coruna | Spain | 2,100,444,300 |
| 577 | Arab National Bank, Riyadh | Saudi Arabia | 2,088,322,656 |
| 578 | Texas American Bank/Fort Worth NA | United States | 2,072,458,000 |
| 579 | Banque Internationale pour l'Afrique Occidentale, Paris | France | 2,067,107,000s |
| 580 | Tochigi Sogo Bank, Ltd., Utsunomiya(e) | Japan | 2,065,576,450 |
| 581 | United Jersey Bank, Hackensack, N.J. | United States | 2,063,762,000 |
| 582 | Kyusyu Sogo Bank, Ltd., Sasebo(e) | Japan | 2,062,214,855 |
| 583 | Georgia Federal Bank, FSB, Atlanta | United States | 2,055,296,824 |
| 584 | United Bank of Kuwait Ltd., London | United Kingdom | 2,053,603,904 |
| 585 | Banco Espirito Santo e Comercial, Lisbon | Portugal | 2,033,265,400 |
| 586 | Caisse d'Epargne de l'Etat, Luxembourg | Luxembourg | 2,031,598,845 |
| 587 | Fuji Bank & Trust Co., New York | United States | 2,022,799,000t |
| 588 | Society for Savings, Hartford, Conn. | United States | 2,020,219,000 |
| 589 | Shiga Sogo Bank, Ltd., Otsu (e) | Japan | 2,008,384,205 |
| 590 | Society National Bank, Cleveland | United States | 2,002,616,000 |
| 591 | Albank Alsaudi Alhollandi, Jeddah | Saudi Arabia | 1,996,874,000 |
| 592 | Banca Catalana, Barcelona | Spain | 1,996,855,200tu |
| 593 | Greater New York Savings Bank, New York | United States | 1,991,091,274 |
| 594 | Hamilton Bank, Lancaster, Pa. | United States | 1,988,765,000 |
| 595 | Central Bank of the South, Birmingham, Ala. | United States | 1,983,093,000 |
| 596 | Kansai Sogo Bank, Ltd., Osaka (e) | Japan | 1,980,628,255 |
| 597 | First International Bank of Israel, Ltd., Tel-Aviv | Israel | 1,979,996,800s |
| 598 | Jyske Bank, Silkeborg | Denmark | 1,967,984,337u |
| 599 | Ulster Bank Ltd., Belfast | United Kingdom | 1,949,182,464st |
| 600 | Stadtsparkasse Hannover, Hanover | Germany | 1,944,132,646 |
| 601 | Deposit Guaranty National Bank, Jackson, Miss. | United States | 1,942,220,000 |
| 602 | Banco Borges & Irmao, Oporto | Portugal | 1,938,706,063 |
| 603 | East River Savings Bank, New York | United States | 1,932,401,253 |
| 604 | Caisse Hypothecaire Anversoise, Antwerp | Belgium | 1,927,520,872 |
| 605 | Old Kent Bank & Trust Co., Grand Rapids, Mich. | United States | 1,923,828,000 |
| 606 | Bank One Columbus NA, Ohio | United States | 1,921,971,169 |
| 607 | Banca Popolare di Verona | Italy | 1,917,416,420u |
| 608 | Caisse Hypothecaire du Canton de Berne | Switzerland | 1,914,161,664 |
| 609 | Banco Atlantico, Barcelona | Spain | 1,911,862,000t |
| 610 | Barclays Bank, Paris | France | 1,906,847,961tu |
| 611 | Mie Bank, Ltd., Yokkaichi(e) | Japan | 1,903,469,715 |
| 612 | Credito Commerciale, Milan | Italy | 1,900,315,708t |
| 613 | Norddeutsche Landesbank International, Luxembourg | Luxembourg | 1,900,239,148t |
| 614 | Skopbank, Helsinki | Finland | 1,897,912,601s |
| 615 | Industrial Bank of Japan Trust Co., New York | United States | 1,890,451,000t |
| 616 | Citizens & Southern National Bank, Charleston, S.C. | United States | 1,878,833,000 |
| 617 | Bank of Bahrain and Kuwait, Manama | Bahrain | 1,873,784,880 |
| 618 | First-Citizens Bank & Trust Co., Raleigh, N.C. | United States | 1,861,955,659 |
| 619 | United Malayan Banking Corp. Berhad, Kuala Lumpur(c) | Malaysia | 1,861,207,468 |
| 620 | Privredna Banka, Zagreb | Yugoslavia | 1,856,001,600 |
| 621 | Privredna Banka Sarajevo-Udruzena Banka, Sarajevo | Yugoslavia | 1,855,999,954 |
| 622 | United Bank of Denver NA | United States | 1,854,141,000 |
| 623 | Midlantic National Bank/North, West Paterson, N.J. | United States | 1,853,806,000 |
| 624 | First National Bank of Florida, Tampa | United States | 1,853,471,000 |
| 625 | Toyama Sogo Bank, Ltd. (e) | Japan | 1,846,294,215 |
| 626 | Caja de Ahorros y Monte de Piedad de Zaragoza | Spain | 1,844,480,100 |
| 627 | Liberty National Bank & Trust Co., Oklahoma City | United States | 1,842,028,000 |
| 628 | Manufacturers & Traders Trust Co., Buffalo, N.Y. | United States | 1,833,772,000 |
| 629 | Basellandschaftliche Kantonalbank, Liestal | Switzerland | 1,832,558,208 |
| 630 | Caja de Ahorros de Valencia | Spain | 1,817,142,900 |
| 631 | Osuuspankkien Keskuspankki Oy, Helsinki | Finland | 1,813,746,320s |
| 632 | Dai-Ichi Sogo Bank Ltd., Tokyo(e) | Japan | 1,805,395,485 |
| 633 | City National Bank, Beverly Hills, Calif. | United States | 1,804,839,000 |
| 634 | Forsta Sparbanken, Stockholm | Sweden | 1,804,047,812s |
| 635 | Kanto Bank, Ltd., Tsuchiura (e) | Japan | 1,802,443,445 |
| 636 | St. Paul Federal Bank for Savings, Chicago | United States | 1,800,825,708 |
| 637 | French American Banking Corp., New York(z) | United States | 1,793,162,059t |
| 638 | Deutsch-Sudamerikanische Bank, Hamburg | Germany | 1,791,621,092t |
| 639 | Bayerische Vereinsbank International, Luxembourg | Luxembourg | 1,790,709,596t |
| 640 | Shimizu Bank, Ltd. (e) | Japan | 1,790,643,395 |
| 641 | Peoples National Bank, Seattle | United States | 1,787,825,624 |
| 642 | Banque Cantonale des Grisons, Coire | Switzerland | 1,787,176,320 |
| 643 | Third National Bank, Nashville, Tenn. | United States | 1,777,791,000 |
| 644 | BayBank Middlesex, Burlington, Mass. | United States | 1,774,125,466 |
| 645 | Jamahiriya Bank, Tripoli | Libya | 1,771,552,397 |
| 646 | Banque Paribas (Suisse), Geneva (q) | Switzerland | 1,768,737,459tu |
| 647 | Rhode Island Hospital Trust National Bank, Providence | United States | 1,763,561,000 |
| 648 | Heritage Bank NA, Jamesburg, N.J. | United States | 1,759,301,000 |
| 649 | Basler Kantonalbank, Basle | Switzerland | 1,758,757,248 |
| 650 | Dominion Bank NA, Roanoke, Va. | United States | 1,756,469,000 |
| 651 | Credito Varesino, Varese | Italy | 1,755,625,563t |
| 652 | First American Bank of Virginia, McLean | United States | 1,749,330,000 |
| 653 | International Commercial Bank of China, Taipei | Taiwan | 1,748,171,197u |
| 654 | Central National Bank, Cleveland | United States | 1,743,052,000 |
| 655 | United States Trust Co., New York | United States | 1,739,236,000 |
| 656 | Toho Sogo Bank, Ltd., Matsuyama(e) | Japan | 1,738,836,715 |
| 657 | Credit Suisse (Luxembourg) | Luxembourg | 1,738,129,730t |
| 658 | Societe de Banque Suisse (Luxembourg) | Luxembourg | 1,738,129,730t |
| 659 | RepublicBank Houston NA | United States | 1,731,302,000 |
| 660 | Whitney National Bank, New Orleans, La. | United States | 1,724,486,000 |
| 661 | Coutts & Co., London | United Kingdom | 1,717,859,928t |
| 662 | Trinkaus & Burkhardt, Duesseldorf | Germany | 1,691,118,945tu |
| 663 | Saudi British Bank, Riyadh | Saudi Arabia | 1,684,532,045 |
| 664 | Zions First National Bank, Salt Lake City, Utah | United States | 1,682,723,000 |
| 665 | First National Bank & Trust Co., Oklahoma City | United States | 1,681,856,186 |
| 666 | Old Stone Bank FSB, Providence, R.I. | United States | 1,680,178,000 |
| 667 | Pacific First Federal Savings Bank, Tacoma, Wash. | United States | 1,674,915,000 |
| 668 | Banco Mexicano Somex, Mexico City | Mexico | 1,669,365,470 |
| 669 | Qatar National Bank, Doha | Qatar | 1,666,382,025 |
| 670 | First Interstate Bank of Denver NA | United States | 1,655,474,576 |
| 671 | Boston Safe Deposit & Trust Co. | United States | 1,655,459,000 |
| 672 | Banco de Ponce, P.R. | United States | 1,653,753,635 |
| 673 | Osterreichische Volksbanken, Vienna | Austria | 1,650,495,974u |
| 674 | Industrial Valley Bank & Trust Co., Philadelphia | United States | 1,643,136,192 |
| 675 | Siam Commercial Bank Ltd., Bangkok | Thailand | 1,640,363,972s |
| 676 | National Bank of New Zealand, Ltd., Wellington (c) | New Zealand | 1,637,634,492st |
| 677 | Banque de Neuflize, Schlumberger, Mallet, Paris | France | 1,632,622,643 |
| 678 | Banco de Sabadell | Spain | 1,628,575,500 |
| 679 | Union Trust Co., Stamford, Conn. | United States | 1,621,973,000 |
| 680 | Hokkaido Sogo Bank, Ltd., Sapporo(e) | Japan | 1,608,500,905 |
| 681 | Stadtsparkasse Essen | Germany | 1,606,849,593 |
| 682 | Union National Bank, Pittsburgh | United States | 1,606,324,000 |
| 683 | Koki Sogo Bank, Ltd., Wakayama(e) | Japan | 1,604,441,850 |
| 684 | Banque Intercontinentale Arabe, Paris | France | 1,603,019,297 |
| 685 | Albany Savings Bank FSB, N.Y. | United States | 1,598,429,779 |
| 686 | Merchants National Bank & Trust Co., Indianapolis | United States | 1,598,136,000 |
| 687 | Bank of N.T. Butterfield & Son, Ltd., Hamilton | Bermuda | 1,596,181,295s |
| 688 | Wilmington Trust Co., Del. | United States | 1,594,173,000 |
| 689 | J. Henry Schroder Bank & Trust Co., New York | United States | 1,580,981,000 |
| 690 | Sparkasse Saarbruecken | Germany | 1,578,627,482 |
| 691 | Sparebanken Oslo Akershus, Oslo | Norway | 1,576,329,659 |
| 692 | First American National Bank, Tenn. | United States | 1,575,541,000 |
| 693 | Schweizer Verband der Raiffeisenkassen, St. Gall | Switzerland | 1,575,451,707 |
| 694 | Northern Bank Ltd., Belfast | United Kingdom | 1,573,558,760st |
| 695 | Credit Industriel d'Alsace et de Lorraine, Strasbourg | France | 1,571,063,259u |
| 696 | Mitsui Manufacturers Bank, Los Angeles | United States | 1,564,221,000t |
| 697 | Caja de Ahorros de Cataluna, Barcelona | Spain | 1,556,858,100 |
| 698 | Deutsche Verkehrs-Kredit Bank, Frankfurt | Germany | 1,553,537,858 |
| 699 | Arlabank International, Manama | Bahrain | 1,550,443,514s |
| 700 | Stadtsparkasse Nuernberg | Germany | 1,548,359,797 |
| 701 | Banca del Gottardo, Lugano | Switzerland | 1,547,637,921s |
| 702 | Banco Totta & Acores, Lisbon | Portugal | 1,545,541,593u |
| 703 | Banco San Geminiano e San Prospero, Modena | Italy | 1,542,655,877u |
| 704 | Banco Real, Sao Paulo | Brazil | 1,542,237,354u |
| 705 | Uniao de Bancos Brasileiros, Rio de Janeiro | Brazil | 1,538,248,418s |
| 706 | New Jersey National Bank, Trenton | United States | 1,538,233,000 |
| 707 | Taiko Sogo Bank, Ltd., Nagaoka(e) | Japan | 1,536,897,715 |
| 708 | Beneficial Savings Bank, Philadelphia | United States | 1,535,636,000 |
| 709 | National Bank of Bahrain, Manama | Bahrain | 1,535,476,800 |
| 710 | Goldome Savings Bank, St. Petersburg, Fla. | United States | 1,528,857,432 |

# Banks Ranked After the First 500

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| 1984 World Rank | | | 12/31/84 Deposits in US Dollars |
|---|---|---|---|
| 711 | Banque Nationale de Paris 'Intercontinentale' | France | 1,523,678,176st |
| 712 | Asahi Sogo Bank, Ltd., Kagoshima (e) | Japan | 1,522,101,020 |
| 713 | Yorkshire Bank Plc, Leeds | United Kingdom | 1,520,875,216 |
| 714 | Societe Nanceienne de Credit Industriel et Varin-Bernier, Nancy | France | 1,518,149,467 |
| 715 | Fukushima Sogo Bank, Ltd.(e) | Japan | 1,514,068,065 |
| 716 | Credito Bergamasco, Bergamo | Italy | 1,512,182,684s |
| 717 | Tokushima Sogo Bank, Ltd.(e) | Japan | 1,508,958,765 |
| 718 | Nordic Bank Plc, London | United Kingdom | 1,507,013,620st |
| 719 | First National Bank, Jackson, Miss. | United States | 1,504,179,210 |
| 720 | Credit Lyonnais Bank Nederland, Rotterdam | Netherlands | 1,500,425,920st |
| 721 | Vojvodjanska Banka-Udruzena Banka, Novi Sad | Yugoslavia | 1,500,293,592 |
| 722 | Barclays Bank of New York NA | United States | 1,497,218,000t |
| 723 | Cassa di Risparmi e Depositi di Prato | Italy | 1,496,627,059 |
| 724 | Bank of the South NA, Atlanta | United States | 1,494,319,000 |
| 725 | Ugo Bank, Ltd., Akita(e) | Japan | 1,492,008,865 |
| 726 | Osterreichische Credit-Institut, Vienna | Austria | 1,488,886,175t |
| 727 | Deutsche Girozentrale International, Luxembourg | Luxembourg | 1,482,826,717t |
| 728 | First Security Bank of Idaho NA, Boise | United States | 1,482,550,000 |
| 729 | Frost National Bank, San Antonio, Tex. | United States | 1,482,077,000 |
| 730 | Pierson, Heldring & Pierson, Amsterdam | Netherlands | 1,480,346,840t |
| 731 | Trustee Savings Bank Scotland, Edinburgh | United Kingdom | 1,475,220,552 |
| 732 | Far West Federal Bank, Portland, Ore. | United States | 1,473,547,000 |
| 733 | Apple Bank For Savings, New York | United States | 1,472,099,000 |
| 734 | S.F.E. Banking Corp., Nassau | Bahamas | 1,467,359,000 |
| 735 | Bankers Trust of South Carolina, Columbia | United States | 1,464,820,000 |
| 736 | First National Bank of Commerce, New Orleans, La. | United States | 1,464,613,000 |
| 737 | Aargauische Kantonalbank, Aarau | Switzerland | 1,457,990,400 |
| 738 | J. Henry Schroder Wagg & Co. Ltd., London | United Kingdom | 1,456,890,616s |
| 739 | Stadtsparkasse Frankfurt | Germany | 1,456,537,754 |
| 740 | Bank fuer Oberoesterreich und Salzburg, Linz | Austria | 1,438,566,840 |
| 741 | Caisse d'Epargne Ippa, Brussels | Belgium | 1,434,382,926u |
| 742 | United Bank of Arizona, Phoenix | United States | 1,432,263,000 |
| 743 | Banca Popolare dell'Emilia, Modena | Italy | 1,432,117,236 |
| 744 | Bank of Oklahoma NA, Tulsa | United States | 1,431,879,000 |
| 745 | Kure Sogo Bank, Ltd. (e) | Japan | 1,425,202,740 |
| 746 | Ibaragi Sogo Bank, Ltd., Mito (e) | Japan | 1,422,181,765 |
| 747 | Michigan National Bank, Detroit | United States | 1,420,644,000 |
| 748 | Union Planters National Bank, Memphis | United States | 1,419,279,000 |
| 749 | Stadtsparkasse Duisburg | Germany | 1,417,299,699 |
| 750 | Kumamoto Sogo Bank, Ltd. (e) | Japan | 1,414,108,260 |
| 751 | Banca del Friuli, Udine | Italy | 1,409,685,722 |
| 752 | Bank Rakjat Indonesia, Jakarta | Indonesia | 1,407,183,481 |
| 753 | Union Trust Co., Baltimore | United States | 1,406,865,000 |
| 754 | ANZ Banking Group (New Zealand) Ltd., Wellington (e) | New Zealand | 1,405,801,608st |
| 755 | Banco del Estado de Chile, Santiago | Chile | 1,404,253,206 |
| 756 | National Community Bank, Rutherford, N.J. | United States | 1,403,969,938 |
| 757 | Shanghai Commercial Bank, Ltd., Hong Kong | Hong Kong | 1,403,678,264 |
| 758 | Standard Chartered Merchant Bank Ltd., London | United Kingdom | 1,396,160,156st |
| 759 | Long Island Trust Co. NA, Garden City, N.Y. | United States | 1,395,661,000t |
| 760 | Central Trust Co. NA, Cincinnati | United States | 1,395,028,000 |
| 761 | Berliner Commerzbank, Berlin | Germany | 1,394,272,902t |
| 762 | Northeastern Bank of Pennsylvania, Wilkes-Barre | United States | 1,386,022,000 |
| 763 | Banque de la Societe Financiere Europeenne, Paris | France | 1,384,788,856s |
| 764 | Allahabad Bank, Calcutta | India | 1,384,135,200 |
| 765 | Michigan National Bank, Lansing | United States | 1,382,470,000 |
| 766 | Caja de Ahorros de Galicia, Coruna | Spain | 1,375,182,000 |
| 767 | Commerce Union Bank, Nashville, Tenn. | United States | 1,374,802,000 |
| 768 | Cooperative Central Bank Co. Ltd., Basle | Switzerland | 1,373,799,418 |
| 769 | Hibernia National Bank, New Orleans, La. | United States | 1,373,112,000 |
| 770 | International Commercial Bank Plc, London | United Kingdom | 1,372,899,542s |
| 771 | Key Bank NA, Albany, N.Y. | United States | 1,369,268,475 |
| 772 | Bank of East Asia, Ltd., Hong Kong | Hong Kong | 1,360,159,425 |
| 773 | InterFirst Bank Austin NA, Tex. | United States | 1,357,044,000 |
| 774 | Norwest Bank South Dakota NA, Sioux Falls | United States | 1,355,572,000 |
| 775 | Shokusan Sogo Bank, Ltd., Yamagata (e) | Japan | 1,354,524,090 |
| 776 | Pacific Savings Bank, Costa Mesa, Calif. | United States | 1,353,952,468 |
| 777 | SouthTrust Bank of Alabama NA, Birmingham | United States | 1,353,789,000 |
| 778 | Barclays Merchant Bank Ltd., London | United Kingdom | 1,349,008,072st |
| 779 | Akbank Turk, Istanbul | Turkey | 1,343,941,007 |
| 780 | Dauphin Deposit Bank & Trust Co., Harrisburg, Pa. | United States | 1,342,421,000 |
| 781 | Banque Paribas Nederland, Amsterdam(q) | Netherlands | 1,342,095,440 |
| 782 | Kreissparkasse Ludwigsburg | Germany | 1,337,944,000 |
| 783 | Bayerische Volksbanken, Munich | Germany | 1,336,443,412 |
| 784 | L'Europeenne de Banque, Paris | France | 1,328,174,700 |
| 785 | Old National Bank, Spokane, Wash. | United States | 1,325,503,000 |
| 786 | Shonai Bank, Ltd., Tsuruoka (e) | Japan | 1,318,588,680 |
| 787 | Yamagata Sogo Bank, Ltd. (e) | Japan | 1,309,647,405 |
| 788 | Tottori Bank, Ltd. (e) | Japan | 1,304,882,780 |
| 789 | Bank of Baltimore | United States | 1,304,086,000 |
| 790 | Yamaguchi Sogo Bank Ltd., Tokuyama (e) | Japan | 1,303,139,130 |
| 791 | Caja de Ahorros de Alicante y Murcia, Alicante | Spain | 1,301,154,390 |
| 792 | Toledo Trust Co., Ohio | United States | 1,298,507,107 |
| 793 | Fifth Third Bank, Cincinnati | United States | 1,297,747,000 |
| 794 | Norstar Bank of Upstate New York, Albany | United States | 1,296,121,000 |
| 795 | Bank Al-Jazira, Jeddah | Saudi Arabia | 1,295,147,570 |
| 796 | Landessparkasse zu Oldenburg | Germany | 1,291,390,880 |
| 797 | Higo Sogo Bank, Ltd., Kumamoto(e) | Japan | 1,291,184,990 |
| 798 | Sparkasse Bielefeld | Germany | 1,290,417,088 |
| 799 | Uniao de Bancos Portugueses, Oporto | Portugal | 1,288,621,195 |
| 800 | Bank of Credit & Commerce Int'l (Nigeria) Ltd., Kano | Nigeria | 1,286,159,525 |
| 801 | Banco Arabe Espanol, Madrid | Spain | 1,286,062,871s |
| 802 | Banque Hypothecaire du Canton de Geneve, Geneva | Switzerland | 1,285,785,373 |
| 803 | Credit Industriel de l'Ouest, Nantes | France | 1,284,770,805t |
| 804 | Colonial Bank, Waterbury, Conn. | United States | 1,284,707,000 |
| 805 | Kreissparkasse Hannover | Germany | 1,281,904,240 |
| 806 | Philippine National Bank, Manila | Philippines | 1,280,676,989u |
| 807 | Cardinal Federal Savings Bank, Cleveland | United States | 1,280,606,530 |
| 808 | Citibank AG, Frankfurt | Germany | 1,280,220,468t |
| 809 | Fuso Sogo Bank, Ltd., Tottori (e) | Japan | 1,273,614,675 |
| 810 | Bank of Maharashtra, Poona City | India | 1,271,835,600 |
| 811 | Daito Sogo Bank, Ltd., Koriyama(e) | Japan | 1,264,539,585 |
| 812 | Ionian and Popular Bank of Greece, Athens | Greece | 1,261,624,668 |
| 813 | Imperial Bank, Los Angeles | United States | 1,257,180,000 |
| 814 | First National Bank, Cincinnati | United States | 1,256,031,000 |
| 815 | Citytrust, Bridgeport, Conn. | United States | 1,255,539,000 |
| 816 | UBAF Bank Ltd., London (w) | United Kingdom | 1,253,539,735 |
| 817 | Kreissparkasse Esslingen-Nuertingen, Esslingen | Germany | 1,248,260,672 |
| 818 | Morgan Bank (Delaware), Wilmington | United States | 1,245,258,000 |
| 819 | Germantown Savings Bank, Bala Cynwyd, Pa. | United States | 1,244,135,888 |
| 820 | Liberty National Bank & Trust Co., Louisville, Ky. | United States | 1,242,445,000 |
| 821 | Indonesische Overzeese Bank, Amsterdam (g) | Netherlands | 1,240,906,843t |
| 822 | Banque Nationale de Paris (Luxembourg) | Luxembourg | 1,238,581,054t |
| 823 | Discount Bank (Overseas) Ltd., Geneva | Switzerland | 1,237,485,787s |
| 824 | Banca Popolare di Padova e Treviso, Padua | Italy | 1,236,438,775 |
| 825 | Bank in Liechtenstein, Vaduz | Liechtenstein | 1,231,862,618 |
| 826 | Nagano Sogo Bank, Ltd., Matsumoto(e) | Japan | 1,230,939,855 |
| 827 | Golden State Sanwa Bank, San Francisco | United States | 1,230,112,000t |
| 828 | First Jersey National Bank, Jersey City, N.J. | United States | 1,226,475,000 |
| 829 | Sparkasse Bochum | Germany | 1,225,957,754 |
| 830 | Banque Cantonale du Valais, Sion | Switzerland | 1,218,609,408 |
| 831 | Banco Fonsecas & Burnay, Lisbon | Portugal | 1,217,636,978 |
| 832 | Security Norstar Bank, Rochester, N.Y. | United States | 1,208,919,000 |
| 833 | Banca Agricola Milanese, Milan | Italy | 1,204,666,007 |
| 834 | Sanyo Sogo Bank, Ltd., Okayama(e) | Japan | 1,199,451,559 |
| 835 | F. van Lanschot, Bankiers, 's-Hertogenbosch | Netherlands | 1,197,520,520s |
| 836 | County Bank Ltd., London | United Kingdom | 1,196,460,000t |
| 837 | Tajima Bank, Ltd., Hyogo (e) | Japan | 1,194,262,380 |
| 838 | Sparkasse Krefeld | Germany | 1,193,802,812 |
| 839 | Akita Sogo Bank, Ltd.(e) | Japan | 1,193,386,500 |
| 840 | Yapi ve Kredi Bankasi, Istanbul | Turkey | 1,190,441,468 |
| 841 | Dena Bank, Bombay | India | 1,185,621,825 |
| 842 | Home Federal Bank of Florida FSB, St. Petersburg | United States | 1,184,426,000 |
| 843 | Cassa di Risparmio di Parma | Italy | 1,182,122,178s |
| 844 | Stadtsparkasse Wuppertal, Wuppertal-Elberfeld | Germany | 1,180,811,354 |
| 845 | Zuger Kantonalbank, Zug | Switzerland | 1,180,683,137 |
| 846 | Southern National Bank, Lumberton, N.C. | United States | 1,178,373,522 |
| 847 | Peoples Westchester Savings Bank, Tarrytown, N.Y. | United States | 1,178,300,756 |
| 848 | Kasyu Sogo Bank, Ltd., Kanazawa(e) | Japan | 1,178,062,655 |
| 849 | Banque de l'Etat de Fribourg | Switzerland | 1,173,027,072 |
| 850 | United Carolina Bank, Whiteville, N.C. | United States | 1,169,548,000 |
| 851 | East New York Savings Bank, New York | United States | 1,168,847,294 |
| 852 | Union Bank of Finland International, Luxembourg | Luxembourg | 1,165,744,196t |
| 853 | Mutual Bank FSB, Boston | United States | 1,165,237,682 |
| 854 | Horizon Bank NA, Morristown, N.J. | United States | 1,160,748,252 |
| 855 | Citizens First National Bank, Ridgewood, N.J. | United States | 1,158,897,000 |
| 856 | Sparkasse Bonn | Germany | 1,157,095,104 |
| 857 | Chemical Bank (Delaware), Wilmington | United States | 1,156,965,000 |
| 858 | First Fidelity Bank NA/North Jersey, Totowa, N.J. | United States | 1,156,571,000 |
| 859 | National State Bank, Elizabeth, N.J. | United States | 1,154,492,000 |
| 860 | Caja de Ahorros Vizcaina, Bilbao | Spain | 1,150,505,100 |
| 861 | Sundsvallsbanken, Sundsvall | Sweden | 1,149,734,592 |
| 862 | Provident Savings Bank, Jersey City, N.J. | United States | 1,148,212,434 |
| 863 | First National Bank, Akron, Ohio | United States | 1,148,072,000 |
| 864 | European Brazilian Bank, Ltd., London | United Kingdom | 1,142,648,200 |
| 865 | Kantonalbank Schwyz | Switzerland | 1,142,533,632 |
| 866 | Commercial Bank of Ethiopia, Addis Ababa | Ethiopia | 1,140,612,956s |
| 867 | Credit Bank, Athens | Greece | 1,140,317,381 |
| 868 | Cassa di Risparmio di Venezia, Venice | Italy | 1,139,657,724 |
| 869 | Manufacturers Hanover Bank (Delaware), Wilmington | United States | 1,138,825,000 |
| 870 | Sunwest Bank of Albuquerque, N.M. | United States | 1,138,387,029 |
| 871 | Banca Agricola Mantovana, Mantova | Italy | 1,137,943,807u |
| 872 | Landesbank Rheinland-Pfalz und Saar Intl, Luxembourg | Luxembourg | 1,136,676,016t |
| 873 | Onondaga Savings Bank, Syracuse, N.Y. | United States | 1,136,239,196 |
| 874 | Co-operative Bank Plc., Manchester | United Kingdom | 1,135,701,796s |
| 875 | Syracuse Savings Bank, N.Y. | United States | 1,135,093,497 |
| 876 | Handelsbank N.W./Zurich | Switzerland | 1,134,733,056st |
| 877 | M & I Marshall & Ilsley Bank, Milwaukee, Wis. | United States | 1,134,426,000 |
| 878 | Shinko Sogo Bank, Ltd., Sendai(e) | Japan | 1,134,370,030 |
| 879 | Banco Mercantil de Sao Paulo | Brazil | 1,133,667,737s |
| 880 | Marine Bank NA, Milwaukee, Wis. | United States | 1,130,183,000 |
| 881 | First Virginia Bank, Falls Church | United States | 1,127,852,000 |
| 882 | Caja de Ahorros y Monte de Piedad Municipal de Bilbao | Spain | 1,124,450,400 |
| 883 | Puget Sound National Bank, Tacoma, Wash. | United States | 1,123,286,131 |
| 884 | Banque Paribas (Luxembourg) | Luxembourg | 1,120,518,269t |
| 885 | Kokumin Sogo Bank, Ltd., Tokyo(e) | Japan | 1,115,510,225 |
| 886 | Boston Five Cents Savings Bank FSB | United States | 1,110,310,000 |
| 887 | Stadtsparkasse Muenster (Westf) | Germany | 1,109,894,811 |
| 888 | Credit Chimique, Paris | France | 1,105,072,168s |
| 889 | Bank of Helsinki, Ltd. | Finland | 1,103,327,757 |
| 890 | Solothurner Kantonalbank, Solothurn | Switzerland | 1,101,611,136 |
| 891 | African Continental Bank Ltd., Lagos (c) | Nigeria | 1,093,843,680 |
| 892 | Independence Savings Bank, Brooklyn, New York | United States | 1,087,467,896 |
| 893 | Jamaica Savings Bank FSB, Lynbrook, N.Y. | United States | 1,085,056,286 |
| 894 | Bank One Dayton NA, Ohio | United States | 1,077,502,000 |
| 895 | First Fidelity Bank NA, Burlington Twp., N.J. | United States | 1,076,489,000 |
| 896 | InterFirst Bank Fort Worth NA, Tex. | United States | 1,074,880,000 |
| 897 | Barnett Bank of Central Florida NA, Winter Park | United States | 1,071,801,000 |
| 898 | Caja de Ahorros Provincial de Guipuzcoa, San Sebastian | Spain | 1,071,292,200 |
| 899 | Banco de Venezuela, Caracas | Venezuela | 1,069,216,338u |
| 900 | Societe Marseillaise de Credit, Marseille | France | 1,065,032,086 |
| 901 | Central Bank, San Francisco, Calif. | United States | 1,061,929,000 |
| 902 | Stopanska Banka-Zdruzena Banka, Skopje | Yugoslavia | 1,061,208,000 |
| 903 | Chubu Sogo Bank, Ltd., Shizuoka(e) | Japan | 1,060,593,360 |
| 904 | Caisse d'Epargne de la Republique et Canton de Geneva | Switzerland | 1,058,163,456 |
| 905 | National Bank of Commerce, Dar-es-Salaam(c) | Tanzania | 1,057,357,976 |
| 906 | Exchange National Bank, Chicago | United States | 1,055,219,000 |
| 907 | United Overseas Bank, Geneva | Switzerland | 1,054,521,228 |
| 908 | Credito Emiliano Reggio Emilia | Italy | 1,053,050,256 |
| 909 | Colorado National Bank, Denver | United States | 1,050,479,000 |
| 910 | Bank of the West, San Francisco | United States | 1,049,857,200t |
| 911 | Dai-Ichi Kangyo Bank Nederland, Amsterdam | Netherlands | 1,048,695,525t |
| 912 | National Bank of Washington, D.C. | United States | 1,048,171,000 |
| 913 | First National Bank, Allentown, Pa. | United States | 1,046,832,000 |
| 914 | Commonwealth National Bank, Harrisburg, Pa. | United States | 1,044,482,000 |
| 915 | Banco Zaragozano | Spain | 1,044,359,700u |
| 916 | BHF-Bank International, Luxembourg | Luxembourg | 1,040,852,829t |
| 917 | Baring Brothers & Co., Ltd., London | United Kingdom | 1,037,808,280s |
| 918 | Commerce Bank of Kansas City NA, Mo. | United States | 1,037,509,000 |
| 919 | United Missouri Bank of Kansas City NA | United States | 1,033,932,000 |
| 920 | Union Bank of Norway Ltd., Oslo | Norway | 1,032,891,997u |

# Banks Ranked After the First 500

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| 1984 World Rank | | | 12/31/84 Deposits in US Dollars |
|---|---|---|---|
| 921 | Banco de Bogota | Colombia | 1,029,417,000s |
| 922 | Banco Nacional, Belo Horizonte | Brazil | 1,027,848,519s |
| 923 | Norwest Bank Des Moines NA, Iowa | United States | 1,025,230,000 |
| 924 | First National Bank & Trust Co., Tulsa, Okla. | United States | 1,024,357,000 |
| 925 | Fourth National Bank & Trust Co., Wichita, Kan. | United States | 1,023,669,000 |
| 926 | Banca Centro-Sud, Naples | Italy | 1,023,295,645t |
| 927 | First Bank of South Dakota NA, Sioux Falls | United States | 1,016,025,000 |
| 928 | InterFirst Bank Houston NA | United States | 1,015,940,000 |
| 929 | First Eastern Bank NA, Wilkes-Barre, Pa. | United States | 1,012,300,000 |
| 930 | Louisiana National Bank, Baton Rouge, La. | United States | 1,009,818,000 |
| 931 | Bank One of Eastern Ohio, Youngstown | United States | 1,009,434,000 |
| 932 | Neworld Bank for Savings, Boston | United States | 1,009,321,506 |
| 933 | Banco Safra, Sao Paulo | Brazil | 1,005,385,504 |
| 934 | Stadtsparkasse Augsburg | Germany | 1,001,339,220 |
| 935 | Credit General S.A. de Banque, Brussels | Belgium | 1,000,951,489t |
| 936 | Bank of Ayudhya, Ltd., Bangkok | Thailand | 999,379,959 |
| 937 | Kreissparkasse Boeblingen | Germany | 999,274,953 |
| 938 | National Bank of Georgia, Atlanta | United States | 995,370,000 |
| 939 | LaSalle National Bank, Chicago | United States | 995,340,000 |
| 940 | Svenska Handelsbanken, Luxembourg | Luxembourg | 994,288,850 |
| 941 | National Bank of Commerce, San Antonio, Tex. | United States | 991,769,735 |
| 942 | Banca dello Stato del Cantone Ticino, Bellinzona | Switzerland | 991,057,152 |
| 943 | Banque Marocaine du Commerce Exterieur, Casablanca | Morocco | 986,472,182 |
| 944 | Stadtsparkasse Aachen | Germany | 983,714,125 |
| 945 | F & M Marquette National Bank, Minneapolis | United States | 983,234,000 |
| 946 | Bank of Delaware, Wilmington | United States | 980,384,000 |
| 947 | Banco Intercontinental Espanol, Madrid | Spain | 980,379,995 |
| 948 | Al Saudi Banque, Paris | France | 979,100,490 |
| 949 | Danske Bank International, Luxembourg | Luxembourg | 978,312,530t |
| 950 | Commercial National Bank, Shreveport, La. | United States | 976,496,874 |
| 951 | Sal. Oppenheim jr. & Cie., Cologne | Germany | 976,352,410s |
| 952 | Central Bank of Denver | United States | 976,206,000 |
| 953 | Valley National Bank, Passaic, N.J. | United States | 971,851,628 |
| 954 | Bank One Cleveland NA | United States | 971,789,000 |
| 955 | First National Bank, Toms River, N.J | United States | 967,123,000 |
| 956 | Citizens Commercial & Savings Bank, Flint, Mich | United States | 965,918,932 |
| 957 | Valley Bank of Nevada, Las Vegas | United States | 957,990,353 |
| 958 | Cassa di Risparmio di Piacenza | Italy | 956,187,732 |
| 959 | Horizon Federal Savings Bank, Wilmette, Ill. | United States | 953,330,088 |
| 960 | Kyoto Sogo Bank, Ltd.(e) | Japan | 952,049,120 |

| 1984 World Rank | | | 12/31/84 Deposits in US Dollars |
|---|---|---|---|
| 961 | Connecticut Savings Bank, New Haven | United States | 950,577,494 |
| 962 | Banco de Santander-Puerto Rico, Hato Rey | United States | 948,514,161t |
| 963 | Amalgamated Bank, New York | United States | 948,357,038 |
| 964 | Liechtensteinische Landesbank, Vaduz | Liechtenstein | 948,076,323 |
| 965 | First Federal Bank of Connecticut, New Haven | United States | 946,718,677 |
| 966 | New Haven Savings Bank, Conn. | United States | 944,563,044 |
| 967 | Banco de la Provincia de Buenos Aires | Argentina | 944,308,182 |
| 968 | Texas Commerce Bank-Austin NA | United States | 943,829,972 |
| 969 | Banco di Roma per la Svizzera, Lugano | Switzerland | 940,566,378 |
| 970 | Caisse d'Epargne de Toulon | France | 939,439,415 |
| 971 | Key Bank of Central New York, Syracuse | United States | 935,532,000 |
| 972 | Boatmen's First National Bank, Kansas City, Mo. | United States | 933,567,000 |
| 973 | Barnett Bank of Palm Beach Cty., West Palm Beach, Fla. | United States | 932,295,000 |
| 974 | Barnett Bank of Jacksonville NA, Fla. | United States | 931,186,000 |
| 975 | Citizens Savings Bank, Providence, R.I. | United States | 927,796,254 |
| 976 | Citizens Bank & Trust Co., Riverdale, Md. | United States | 925,833,482 |
| 977 | Shizuoka Sogo Bank, Ltd., Numazu (e) | Japan | 922,626,040 |
| 978 | Banco Union, Caracas | Venezuela | 920,294,169 |
| 979 | Trust Company of New Jersey, Jersey City | United States | 919,502,000 |
| 980 | Wakayama Sogo Bank, Ltd. (e) | Japan | 919,098,190 |
| 981 | Deutsche Laenderbank, Frankfurt | Germany | 919,090,313t |
| 982 | Chung Khiaw Bank Ltd., Singapore | Singapore | 918,781,434t |
| 983 | Banco de Madrid | Spain | 918,475,200 |
| 984 | Ridgewood Savings Bank, Queens, New York | United States | 915,721,031 |
| 985 | First National Bank, Shreveport, La. | United States | 910,646,000 |
| 986 | Norstar Bank of Long Island, Hempstead, N.Y. | United States | 910,097,733 |
| 987 | Tohuku Bank, Ltd., Morioka(e) | Japan | 903,981,150 |
| 988 | Skanska Banken, Malmo | Sweden | 902,303,827 |
| 989 | Banco de Andalucia, Jerez de la Frontera | Spain | 900,793,800 |
| 990 | Society Bank of Eastern Ohio NA, Canton | United States | 899,847,000 |
| 991 | First City Bank of Dallas | United Statees | 897,218,000 |
| 992 | Hamburg Savings Bank, Brooklyn, New York | United States | 896,568,000 |
| 993 | UBAF Arab American Bank, New York (w) | United States | 894,737,000t |
| 994 | First American Bank NA, Washington, D.C. | United States | 892,886,000 |
| 995 | Southern Bank & Trust Co., Greenville, S.C. | United States | 891,556,000 |
| 996 | Third National Bank & Trust Co., Dayton, Ohio | United States | 889,981,776 |
| 997 | Pan American Bank NA, Miami | United States | 884,877,000 |
| 998 | Banca Popolare di Sondrio | Italy | 884,857,181 |
| 999 | Banque Louis-Dreyfus, Paris | France | 884,648,359 |
| 1000 | National Bank of Commerce, Memphis | United States | 883,189,000 |

**For footnotes see listing of the Top 500 World Banks.**

## The Top 500: Largest Deposit Gainers

| | (Dollar Amounts in Millions) | Deposits 12/31/84 | Deposits 12/31/83 | Percent Increase | World Rank | Reason for Increase |
|---|---|---|---|---|---|---|
| 1 | Fidelity Bank NA, Malvern, Pa., U.S. | 4,720.6 | 785.4 | 501.1 | 275 | Merged with Fidelity Bank, Philadelphia. |
| 2 | MBank Houston NA, U.S. | 3,046.7 | 861.0 | 253.8 | 418 | Merged Bank of the Southwest NA. |
| 3 | First Fidelity Bank NA, Newark, N.J., U.S. | 5,735.5 | 1,857.3 | 208.8 | 228 | Merged four banks in 1984. |
| 4 | National Bank of Dubai Ltd., U.A.E. | 3,910.3 | 1,579.9 | 147.5 | 339 | Increased dep. from major customers. |
| 5 | First Tennessee Bank NA, Memphis, U.S. | 3,648.9 | 1,573.7 | 131.9 | 359 | Acquired fifteen banks in 1984. |
| 6 | Banco Exterior de Espana, Madrid, Spain | 13,313.0 | 6,151.1 | 116.4 | 112 | 1984 figures are consolidated. |
| 7 | South Carolina National Bank, Columbia, U.S. | 2,969.9 | 1,625.3 | 82.7 | 435 | Aquired First National Bank, Columbia. |
| 8 | First Commercial Bank, Taipei, Taiwan | 5,901.6 | 3,384.1 | 74.4 | 222 | A 160% rise in central bank deposits. |
| 9 | NCNB National Bank of Florida, Tampa, U.S. | 3,848.8 | 2,213.1 | 73.9 | 345 | Acquired 12 Florida banks in 1984. |
| 10 | National Bank of Egypt, Cairo | 6,158.3 | 3,637.2 | 69.3 | 215 | Bank did not give a reason for gain. |

## The Top 500: Largest Deposit Losers

| | (Dollar Amounts in Millions) | Deposits 12/31/84 | Deposits 12/31/83 | Percent Decrease | World Rank | Reason for Decrease |
|---|---|---|---|---|---|---|
| 1 | Continental Illinois NB&T Co., Chicago, U.S. | 15,598.6 | 30,082.2 | 48.1 | 99 | Energy related loan losses. |
| 2 | Morgan Grenfell & Co., Ltd., London, U.K. | 2,569.2 | 3,747.6 | 31.4 | 486 | 1984 firgures are unconsolidated. |
| 3 | BancOhio National Bank, Columbus, U.S. | 3,492.1 | 4,763.4 | 26.7 | 375 | Sale of branches related to merger. |
| 4 | Banco do Brasil, Brasilia | 18,618.3 | 25,404.5 | 26.7 | 86 | New Cruziero fell 69.0% |
| 5 | First City National Bank, Houston, U.S | 6,060.9 | 7,974.1 | 24.0 | 218 | Drop in demand dep as a funding source. |
| 6 | State Bank of India, Bombay | 15,987.1 | 20,506.9 | 22.0 | 97 | 1984 figures are unconsolidated. |
| 7 | DG-Deutsche Kommunalbank, Frankfurt,Germany | 9,482.5 | 11,830.2 | 19.8 | 141 | 1984 figures are unconsolidated. |
| 8 | Commerzbank International, Luxembourg | 4,252.5 | 5,301.2 | 19.8 | 311 | 26% drop in demand deposits due banks. |
| 9 | Volkas, Ltd.,Pretoria, South Africa | 2,967.3 | 3,673.9 | 19.2 | 436 | Rand fell 38.9%. |
| 10 | Standard Bank of South Africa Ltd., Johannesburg | 4,269.8 | 5,275.7 | 19.1 | 308 | Rand fell 38.9%. |

# 385 Largest Banks Outside U.S.

## LISTED GEOGRAPHICALLY BY ORDER OF SIZE WITHIN NATIONS

Compiled by **American Banker** Copyright 1985

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| | **Argentina — 1 Bank** | |
| 449 | Banco de la Nacion Argentina, Buenos Aires | 2,876,153,099 |
| | **Australia — 11 Banks** | |
| 71 | Australia & New Zealand Banking Group, Ltd., Melbourne (e) | 23,632,351,790s |
| 75 | Westpac Banking Corp., Sydney(e) | 22,480,540,040s |
| 80 | Commonwealth Banking Corp., Sydney (f) | 19,265,760,880s |
| 93 | National Australia Bank Ltd, Melbourne (e) | 16,859,503,650s |
| 137 | Commonwealth Savings Bank of Australia, Sydney (f) | 9,847,078,176t |
| 157 | Commonwealth Bank of Australia, Sydney (f) | 8,051,930,616t |
| 246 | Westpac Savings Bank Ltd., Sydney(e) | 5,322,790,000s |
| 249 | State Bank of Victoria, Melbourne(f) | 5,193,523,188 |
| 348 | National Australia Savings Bank Ltd., Melbourne(c,e) | 3,784,800,000t |
| 409 | State Bank of New South Wales, Sydney(f) | 3,110,235,373 |
| 415 | Australia & New Zealand Savings Bank, Ltd., Melbourne(e) | 3,084,110,680t |
| | **Austria — 7 Banks** | |
| 123 | Creditanstalt-Bankverein, Vienna | 11,323,237,320 |
| 144 | Oesterreichische Laenderbank, Vienna | 9,168,322,800s |
| 151 | Girozentrale und Bank der Osterreichischen Sparkassen, Vienna | 8,438,388,000u |
| 192 | Zentralsparkasse und Kommerzialbank, Wien, Vienna | 6,863,851,014u |
| 210 | Bank fuer Arbeit und Wirtschaft, Vienna | 6,331,173,329u |
| 232 | Genossenschaftliche Zentralbank, Vienna | 5,546,889,760u |
| 288 | Erste Oesterreichische Spar-Casse, Vienna | 4,555,319,280u |
| | **Bahrain — 2 Banks** | |
| 142 | Arab Banking Corp., Manama | 9,312,000,000s |
| 202 | Gulf International Bank B.S.C., Manama | 6,509,548,320 |
| | **Belgium — 8 Banks** | |
| 68 | Societe Generale de Banque, Brussels | 25,131,922,400s |
| 81 | Banque Bruxelles Lambert, Brussels (e) | 19,001,196,282s |
| 91 | Kredietbank International Group, Brussels | 17,486,928,000s |
| 111 | Caisse Generale d'Epargne et de Retraite, Brussels | 13,473,070,800s |
| 214 | Societe Nationale de Credit a l'Industrie, Brussels | 6,208,798,390 |
| 340 | Centrale Raiffeisenkas van Belgische Boerenbond, Leuven | 3,907,287,427 |
| 378 | C.O.B.-Caisse d'Epargne Privee, Brussels | 3,423,036,868 |
| 466 | Banque Paribas Belgique, Brussels (q) | 2,723,507,620s |
| | **Bermuda — 1 Bank** | |
| 494 | Bank of Bermuda, Ltd., Hamilton(c,f) | 2,513,322,685s |
| | **Brazil — 3 Banks** | |
| 86 | Banco do Brasil, Brasilia | 18,618,347,078s |
| 309 | Banco Brasileiro de Descontos, Osasco | 4,267,366,908s |
| 470 | Banco Itau, Sao Paulo | 2,677,537,397 |
| | **Canada — 9 Banks** | |
| 21 | Royal Bank of Canada, Montreal | 58,967,142,200s |
| 28 | Bank of Montreal | 50,670,251,840s |
| 33 | Canadian Imperial Bank of Commerce, Toronto | 45,090,906,400s |
| 40 | Bank of Nova Scotia, Toronto | 39,889,677,680s |
| 53 | Toronto Dominion Bank | 30,908,898,280s |
| 118 | National Bank of Canada, Montreal | 12,577,790,240s |
| 342 | Montreal City & District Savings Bank | 3,902,398,600 |
| 369 | Continental Bank of Canada, Toronto | 3,526,318,680 |
| 390 | Mercantile Bank of Canada, Montreal | 3,317,212,280s |
| | **Cayman Islands — 1 Bank** | |
| 252 | Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown | 5,137,068,132 |
| | **Denmark — 4 Banks** | |
| 165 | Danske Bank, Copenhagen | 7,702,076,800s |
| 182 | Copenhagen Handelsbank | 7,027,319,200s |
| 273 | Privatbanken, Copenhagen | 4,778,265,360s |
| 384 | Sparekassen SDS, Copenhagen | 3,358,789,074s |
| | **Egypt — 3 Banks** | |
| 215 | National Bank of Egypt, Cairo(f) | 6,158,250,000u |
| 344 | Arab African International Bank, Cairo | 3,881,512,000s |
| 453 | Bank of Alexandria (f) | 2,828,716,870u |
| | **Finland — 3 Banks** | |
| 166 | Kansallis-Osake Pankki, Helsinki | 7,667,545,545s |
| 191 | Union Bank of Finland, Ltd., Helsinki | 6,887,738,340s |
| 296 | Postipankki, Helsinki | 4,483,159,100s |
| | **France — 19 Banks** | |
| 6 | Credit Agricole Mutuel, Paris | 84,827,843,900s |
| 7 | Banque Nationale de Paris | 82,831,989,828s |
| 10 | Credit Lyonnais, Paris | 77,524,868,993s |
| 11 | Societe Generale, Paris | 75,821,854,015s |
| 75 | Banque Paribas, Paris | 22,109,914,904u |
| 90 | Banque Indosuez, Paris | 17,748,323,357s |
| 96 | Groupe Des Banques Populaires, Paris | 16,162,554,000s |
| 106 | Credit Commercial de France, Paris | 14,461,564,414s |
| 143 | Credit Industriel et Commercial, Paris (h) | 9,210,313,148s |
| 170 | Credit du Nord, Lille | 7,410,232,000s |
| 185 | Banque Francaise du Commerce Exterieur, Paris | 6,993,751,809 |
| 234 | Caisse Centrale des Banques Populaires, Paris | 5,506,758,505t |
| 262 | Union de Banques Arabes et Francaises, Neuilly (w) | 4,915,391,750 |
| 283 | Societe Generale Alsacienne de Banque, Strasbourg | 4,593,797,220s |
| 284 | Caisse d'Epargne de Paris | 4,579,674,065 |
| 301 | Banque Worms, Paris | 4,404,704,772u |
| 336 | Banque Commerciale pour l'Europe du Nord, Paris | 3,923,308,038t |
| 358 | Societe Lyonnaise de Banque, Lyons | 3,661,646,872u |
| 500 | Banque Regionale d'Escompte et de Depots, Vincennes | 2,465,900,786 |
| | **Germany — 38 Banks** | |
| 16 | Deutsche Bank, Frankfurt | 67,310,193,988s |
| 26 | Dresdner Bank, Frankfurt | 51,960,512,000s |
| 36 | Westdeutsche Landesbank Girozentrale, Duesseldorf | 41,562,731,457s |
| 42 | Bayerische Vereinsbank, Munich | 36,938,896,788s |
| 44 | Commerzbank, Duesseldorf | 36,556,330,875s |
| 51 | Bayerische Hypotheken-und Wechsel-Bank, Munich | 31,852,484,000s |
| 55 | Bayerische Landesbank Girozentrale, Munich | 30,771,925,154 |
| 72 | Norddeutsche Landesbank Girozentrale, Hannover | 23,369,427,976s |
| 83 | Bank fuer Gemeinwirtschaft, Frankfurt | 18,729,384,131s |
| 87 | Hessische Landesbank-Girozentrale, Frankfurt | 18,120,691,241s |
| 103 | Deutsche Genossenschaftsbank, Frankfurt | 14,804,116,320s |
| 131 | Landesbank Rheinland-Pfalz Girozentrale, Mainz | 10,296,166,064s |
| 140 | Hamburgische Landesbank-Girozentrale, Hamburg | 9,603,374,959 |
| 141 | Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt | 9,482,486,905u |
| 148 | Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart | 8,931,671,798 |
| 155 | Landesbank Schleswig-Holstein Girozentrale, Kiel | 8,094,180,910s |
| 168 | Berliner Bank, Berlin | 7,415,919,800s |
| 175 | Badische Kommunale Landesbank-Girozentrale, Mannheim | 7,284,751,408u |
| 204 | Hamburger Sparkasse, Hamburg | 6,463,489,364 |
| 213 | Bremer Landesbank Kreditanstalt Oldenburg, Bremen | 6,243,143,112t |
| 220 | Westdeutsche Genossenschafts-Zentralbank, Duesseldorf | 5,924,684,000 |
| 221 | Westfalenbank, Bochum | 5,918,708,073st |
| 256 | Bayerische Raiffeisen-Zentralbank, Munich | 5,070,852,000 |
| 272 | Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt | 4,784,129,002 |
| 290 | Berliner Handels und-Frankfurter Bank, Frankfurt | 4,551,463,830s |
| 303 | Vereins-und Westbank, Hamburg | 4,375,943,253s |
| 316 | Sparkasse der Stadt Berlin West, Berlin | 4,197,239,204 |
| 320 | Landesgirokasse, Stuttgart | 4,160,546,563 |
| 327 | Norddeutsche Genossenschaftsbank, Hannover | 4,071,565,200u |
| 357 | Genossenschaftliche Zentralbank, Stuttgart | 3,667,527,600 |
| 402 | Stadtsparkasse Koeln, Cologne | 3,166,541,200 |
| 411 | Nassauische Sparkasse Wiesbaden, Wiesbaden | 3,097,926,493 |
| 448 | Baden-Wuerttembergische Bank, Stuttgart | 2,882,391,364s |
| 458 | Bank fuer Handel und Industrie, Berlin | 2,782,162,995tu |
| 471 | Kreissparkasse Koeln, Cologne | 2,671,310,740 |
| 473 | European Asian Bank, Hamburg | 2,639,232,000t |
| 479 | Sparkasse in Bremen | 2,596,512,485u |
| 487 | Stadtsparkasse Munchen, Munich | 2,565,302,363 |
| 488 | Landesbank Saar-Girozentrale, Saarbrucken | 2,563,765,828u |
| | **Greece — 2 Banks** | |
| 120 | National Bank of Greece, Athens | 12,296,177,400s |
| 455 | Commercial Bank of Greece, Athens | 2,809,971,613u |
| | **Hong Kong — 2 Banks** | |
| 27 | Hongkong and Shanghai Banking Corp., Hong Kong | 51,705,835,200s |
| 196 | Hang Seng Bank Ltd., Hong Kong | 6,727,174,740st |
| | **India — 9 Banks** | |
| 97 | State Bank of India, Bombay | 15,987,089,432u |
| 265 | Bank of India, Bombay | 4,889,722,528 |
| 287 | Bank of Baroda, Bombay | 4,556,880,965u |
| 313 | Central Bank of India, Bombay | 4,222,400,000 |
| 321 | Punjab National Bank, New Delhi | 4,159,220,027 |
| 373 | Canara Bank, Bangalore | 3,511,494,000 |
| 439 | Syndicate Bank, Manipal | 2,943,961,416 |
| 475 | Indian Overseas Bank, Madras | 2,622,092,780 |
| 497 | United Commercial Bank, Calcutta | 2,481,443,261 |
| | **Indonesia — 3 Banks** | |
| 211 | Bank Negara Indonesia 1946, Jakarta | 6,285,890,157 |
| 417 | Bank Dagang Negara, Jakarta | 3,067,373,498 |
| 499 | Bank Bumi Daya, Jakarta | 2,470,431,236 |
| | **Iran — 2 Banks** | |
| 78 | Bank Melli Iran, Tehran | 19,940,861,877 |
| 121 | Bank Saderat Iran, Tehran(c) | 12,156,360,000s |
| | **Iraq — 1 Bank** | |
| 65 | Rafidain Bank, Baghdad | 26,861,736,256 |
| | **Ireland — 2 Banks** | |
| 186 | Allied Irish Banks Ltd., Dublin | 6,993,240,000s |
| 225 | Bank of Ireland, Dublin | 5,842,446,000s |
| | **Israel — 4 Banks** | |
| 84 | Bank Leumi le-Israel, Tel-Aviv | 18,721,533,900s |
| 104 | Bank Hapoalim, Tel-Aviv | 14,790,493,000s |
| 132 | Israel Discount Bank, Ltd., Tel-Aviv | 10,209,843,221s |
| 300 | United Mizrahi Bank Ltd., Tel-Aviv | 4,411,228,000s |
| | **Italy — 26 Banks** | |
| 41 | Banca Nazionale del Lavoro, Rome | 39,837,910,480s |
| 50 | Banca Commerciale Italiana, Milan | 32,297,110,800s |
| 61 | Istituto Bancario San Paolo di Torino, Turin | 28,104,443,100s |
| 64 | Credito Italiano, Milan | 27,346,940,407s |
| 67 | Monte dei Paschi di Siena | 25,178,287,080s |
| 69 | Banco di Roma, Rome | 24,493,515,870s |
| 70 | Cassa di Risparmio delle Provincie Lombarde, Milan | 24,088,779,903s |
| 85 | Banco di Napoli, Naples | 18,651,803,496u |
| 119 | Banco di Sicilia, Palermo | 12,354,691,200 |
| 128 | Banca Nazionale dell'Agricoltura, Rome | 10,828,021,092 |
| 154 | Banco di Santo Spirito, Rome | 8,192,715,696s |
| 171 | Banca Popolare di Novara | 7,381,214,477u |
| 207 | Banca Popolare di Milano, Milan | 6,449,727,968s |
| 240 | Cassa di Risparmio di Torino, Turin | 5,458,393,636u |
| 258 | Credito Romagnolo, Bologna | 4,934,427,947u |
| 274 | Banca Toscana, Florence | 4,766,168,175t |
| 346 | Istituto Bancario Italiano, Milan | 3,798,472,469t |
| 382 | Cassa di Risparmio di Verona, Vicenza & Belluno, Verona | 3,404,641,565 |
| 419 | Banca Provinciale Lombarda, Bergamo | 3,044,106,697t |
| 421 | Banca Cattolica del Veneto, Vicenza | 3,035,240,750 |
| 442 | Banco Lariano, Como | 2,921,293,319t |
| 456 | Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo | 2,807,396,878 |
| 457 | Cassa di Risparmio di Firenze, Florence | 2,805,665,037 |
| 460 | Banca Popolare di Bergamo | 2,771,343,268u |
| 463 | Nuovo Banco Ambrosiano, Milan(c) | 2,749,268,640 |
| 490 | Cassa di Risparmio di Genova e Imperia, Genoa | 2,554,578,090 |
| | **Japan — 95 Banks** | |
| 1 | Dai-Ichi Kangyo Bank Ltd., Tokyo (e) | 95,096,963,845s |
| 2 | Fuji Bank, Ltd., Tokyo (e) | 90,304,209,310s |
| 3 | Sumitomo Bank Ltd., Osaka(e) | 89,873,361,505s |
| 5 | Mitsubishi Bank Ltd., Tokyo(e) | 87,324,124,930s |

# 385 Largest Banks Outside U.S.

## LISTED GEOGRAPHICALLY BY ORDER OF SIZE WITHIN NATIONS

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| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 8 | Sanwa Bank Ltd., Osaka (e) | 80,928,359,960s |
| 13 | Norinchukin Bank, Tokyo(e) | 73,311,156,000 |
| 15 | Industrial Bank of Japan, Ltd., Tokyo(e) | 71,222,389,005s |
| 18 | Tokai Bank Ltd., Nagoya(e) | 65,038,461,290s |
| 19 | Mitsui Bank, Ltd., Tokyo (e) | 60,037,437,900s |
| 22 | Long-Term Credit Bank of Japan Ltd., Tokyo (e) | 57,603,874,255u |
| 23 | Mitsubishi Trust & Banking Corp., Tokyo(e) | 56,409,319,915u |
| 24 | Bank of Tokyo, Ltd.(e) | 52,573,030,395s |
| 25 | Sumitomo Trust & Banking Co., Ltd., Osaka(e) | 52,055,661,055u |
| 29 | Taiyo Kobe Bank, Ltd., Kobe(e) | 48,120,766,100u |
| 31 | Mitsui Trust & Banking Co., Ltd., Tokyo(e) | 46,481,199,840u |
| 34 | Daiwa Bank, Ltd., Osaka(e) | 44,860,497,440u |
| 38 | Yasuda Trust & Banking Co. Ltd., Tokyo (e) | 40,465,641,532 |
| 48 | Nippon Credit Bank, Ltd., Tokyo(e) | 35,057,903,945 |
| 49 | Shoko Chukin Bank, Tokyo (e) | 33,257,082,703 |
| 52 | Toyo Trust & Banking Co. Ltd., Tokyo (e) | 31,515,338,350 |
| 56 | Kyowa Bank, Ltd., Tokyo(e) | 30,088,136,495u |
| 58 | Saitama Bank Ltd., Urawa (e) | 29,457,336,640s |
| 73 | Bank of Yokohama, Ltd. (e) | 23,321,294,420s |
| 74 | Hokkaido Takushoku Bank, Ltd., Sapporo (e) | 23,052,123,520u |
| 76 | Zenshinren Bank, Tokyo (e) | 21,452,543,615 |
| 82 | Chuo Trust & Banking Co., Ltd., Tokyo(e) | 18,874,017,775u |
| 105 | Hokuriku Bank Ltd., Toyama (e) | 14,618,522,355 |
| 107 | Chiba Bank, Ltd. (e) | 14,155,494,070 |
| 109 | Joyo Bank, Ltd., Mito(e) | 13,530,772,660 |
| 115 | Shizuoka Bank Ltd. (e) | 13,065,059,965 |
| 122 | Ashikaga Bank, Ltd., Utsunomiya(e) | 11,682,280,635 |
| 125 | Bank of Fukuoka, Ltd.(e) | 10,990,708,495 |
| 133 | Bank of Hiroshima, Ltd.(e) | 10,125,931,085 |
| 136 | Hachijuni Bank, Ltd., Nagano (e) | 10,015,095,770 |
| 145 | Gunma Bank, Ltd., Maebashi (e) | 9,108,588,355 |
| 158 | Nishi-Nippon Sogo Bank, Ltd., Fukuoka(e) | 7,976,197,165 |
| 162 | Yamaguchi Bank, Ltd., Shimonoseki(e) | 7,814,463,490 |
| 163 | Nippon Trust & Banking Co., Ltd., Tokyo(e) | 7,801,564,535u |
| 172 | Chugoku Bank, Ltd., Okayama(e) | 7,356,370,140 |
| 176 | Juroku Bank, Ltd., Gifu(e) | 7,196,789,670 |
| 177 | Hokkaido Bank, Ltd., Sapporo (e) | 7,124,318,710 |
| 179 | Bank of Kyoto, Ltd.(e) | 7,100,576,685 |
| 180 | Shichijushichi Bank, Ltd., Sendai(e) | 7,065,480,660 |
| 181 | Iyo Bank, Ltd., Matsuyama(e) | 7,064,077,630 |
| 184 | Daishi Bank, Ltd., Niigata (e) | 7,010,425,925 |
| 187 | Hyakujushi Bank, Ltd., Takamatsu (e) | 6,989,234,495 |
| 195 | Nanto Bank, Ltd., Nara (e) | 6,745,184,320 |
| 200 | Shiga Bank, Ltd., Otsu (e) | 6,591,710,680 |
| 223 | Tokyo Sogo Bank, Ltd.(e) | 5,896,221,410 |
| 226 | Hyogo Sogo Bank, Ltd., Kobe(e) | 5,842,306,130 |
| 230 | Hyakugo Bank, Ltd., Tsu(e) | 5,599,829,295 |
| 231 | Suruga Bank, Ltd., Numazu(e) | 5,588,686,155 |
| 236 | Kiyo Bank, Ltd., Wakayama(e) | 5,497,193,190 |
| 244 | Hokkoku Bank, Ltd., Kanazawa (e) | 5,327,442,780 |
| 245 | Kinki Sogo Bank, Ltd., Osaka (e) | 5,323,963,590 |
| 255 | Higo Bank, Ltd., Kumamoto(e) | 5,089,077,715 |
| 260 | Nagoya Sogo Bank, Ltd. (e) | 4,920,624,905 |
| 261 | Fukuoka Sogo Bank, Ltd.(e) | 4,918,589,295 |
| 264 | Ogaki-Kyoritsu Bank, Ltd., Ogaki (e) | 4,910,734,760 |
| 279 | Heiwa Sogo Bank, Ltd., Tokyo (e) | 4,679,534,880 |
| 280 | Kofuku Sogo Bank, Ltd., Osaka(e) | 4,635,684,110 |
| 285 | Fukui Bank, Ltd. (e) | 4,566,736,945 |
| 289 | Shikoku Bank, Ltd., Kochi(e) | 4,554,985,555 |
| 294 | Kagoshima Bank, Ltd. (e) | 4,504,018,260 |
| 299 | Toho Bank, Ltd., Fukushima (e) | 4,427,605,840 |
| 307 | Awa Bank, Ltd., Tokushima(e) | 4,290,660,380 |
| 310 | Tokyo Tomin Bank, Ltd. (e) | 4,261,557,645 |
| 312 | Chuo Sogo Bank, Ltd., Nagoya (e) | 4,232,179,170 |
| 329 | Oita Bank, Ltd.(e) | 4,057,603,310 |
| 331 | San-in Godo Bank, Ltd., Matsue (e) | 4,029,859,000 |
| 335 | Fukutoku Sogo Bank, Ltd., Osaka(e) | 3,950,303,955 |
| 347 | Eighteenth Bank, Ltd., Nagasaki(e) | 3,790,662,660 |
| 352 | Musashino Bank, Ltd., Omiya(e) | 3,734,204,895 |
| 354 | Hiroshima Sogo Bank, Ltd.(e) | 3,716,383,170 |
| 355 | Akita Bank, Ltd. (e) | 3,688,115,765 |
| 356 | Hokuetsu Bank, Ltd., Nagaoka (e) | 3,675,127,600 |
| 360 | Yamanashi Chuo Bank, Ltd., Kofu(e) | 3,632,452,780 |
| 362 | Iwate Bank, Ltd., Morioka(e) | 3,609,574,470 |
| 367 | Bank of Osaka, Ltd.(e) | 3,545,764,990 |
| 368 | Shinwa Bank, Ltd., Sasebo(e) | 3,534,285,285 |
| 370 | Aomori Bank, Ltd.(e) | 3,525,619,750 |
| 374 | Hokuyo Sogo Bank, Ltd., Sapporo(e) | 3,504,481,035 |
| 379 | Chukyo Sogo Bank, Ltd., Nagoya (e) | 3,416,382,105 |
| 380 | Chiba Sogo Bank, Ltd.(e) | 3,415,092,615 |
| 383 | Taisei Sogo Bank, Ltd., Maebashi (e) | 3,364,044,220 |
| 387 | Dai-San Sogo Bank, Ltd., Matsuzaka (e) | 3,329,252,320 |
| 406 | Ehime Sogo Bank, Ltd., Matsuyama (e) | 3,149,461,730 |
| 410 | Michinoku Bank, Ltd., Hirosaki (e) | 3,098,101,100 |
| 412 | Chiba Kogyo Bank, Ltd. (e) | 3,097,582,060 |
| 422 | Bank of the Ryukyus, Ltd., Naha(e) | 3,027,438,670 |
| 423 | Yamagata Bank, Ltd.(e) | 3,025,804,505 |
| 432 | Miyazaki Bank, Ltd.(e) | 2,973,401,740 |
| 443 | Bank of Saga, Ltd. (e) | 2,917,094,010 |
| 469 | Tokiwa Sogo Bank, Ltd., Tokyo(e) | 2,690,796,625 |
| 491 | Senshu Bank, Ltd., Kishiwada (e) | 2,541,227,950 |

### Jordan — 1 Bank

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 135 | Arab Bank Ltd., Amman | 10,058,659,781s |

### Korea — 6 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 134 | Bank of Seoul | 10,110,587,764 |
| 281 | Korea Exchange Bank, Seoul | 4,623,188,400u |
| 317 | Korea First Bank, Seoul | 4,179,896,306s |
| 324 | Hanil Bank Ltd., Seoul | 4,100,942,632s |
| 333 | Commercial Bank of Korea Ltd., Seoul | 4,008,271,654s |
| 364 | Cho-Heung Bank Ltd., Seoul | 3,573,635,173u |

### Kuwait — 6 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 160 | National Bank of Kuwait | 7,939,820,263u |
| 229 | Gulf Bank, Kuwait | 5,605,581,299 |
| 235 | Commercial Bank of Kuwait | 5,500,340,460 |
| 282 | Alahli Bank of Kuwait | 4,600,676,317 |
| 468 | Bank of Kuwait and the Middle East | 2,695,470,993 |
| 483 | Burgan Bank, Kuwait | 2,582,119,297 |

### Libya — 1 Bank

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 489 | National Commercial Bank, Tripoli | 2,558,459,954 |

### Luxembourg — 11 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 150 | Deutsche Bank Compagnie Financiere Luxembourg | 8,649,665,911t |
| 197 | Compagnie Luxembourgeoise de la Dresdner Banque(c) | 6,699,268,500t |
| 277 | Bank of Credit & Commerce International, Luxembourg | 4,694,965,357 |
| 311 | Commerzbank International, Luxembourg | 4,252,493,180t |
| 365 | Banque Internationale a Luxembourg | 3,555,695,667s |
| 372 | Union Bank of Switzerland (Luxembourg) | 3,517,181,297t |
| 392 | BFG Luxembourg | 3,256,033,958st |
| 393 | Banque Generale du Luxembourg | 3,231,318,072s |
| 400 | Kredietbank S.A. Luxembourgeoise, Luxembourg | 3,174,016,000s |
| 403 | West LB International, Luxembourg | 3,157,600,983t |
| 445 | Bayerische Landesbank International, Luxembourg(c) | 2,907,022,724t |

### Malaysia — 1 Bank

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 242 | Malayan Banking Berhad, Kuala Lumpur (f) | 5,348,553,649s |

### Mexico — 3 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 147 | Bancomer, Mexico City | 9,007,587,600u |
| 164 | Banco Nacional de Mexico, Mexico City | 7,751,268,752u |
| 325 | Banca Serfin, Mexico City | 4,093,082,400 |

### Netherlands — 6 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 46 | Algemene Bank Nederland, Amsterdam | 35,529,799,200s |
| 57 | Amsterdam-Rotterdam Bank, Amsterdam | 29,558,165,560s |
| 63 | Rabobank Nederland, Utrecht | 27,597,030,160s |
| 94 | Nederlandsche Middenstandsbank, Amsterdam | 16,859,375,960s |
| 349 | Nederlandse Credietbank, Amsterdam | 3,779,139,560t |
| 363 | Bank Mees & Hope, Amsterdam | 3,581,760,000st |

### New Zealand — 1 Bank

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 343 | Bank of New Zealand, Ltd., Wellington(g) | 3,887,630,225 |

### Nigeria — 3 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 254 | First Bank of Nigeria Ltd., Lagos | 5,103,277,040 |
| 259 | United Bank for Africa Ltd., Lagos | 4,924,344,000 |
| 326 | Union Bank of Nigeria Ltd., Lagos(e) | 4,091,970,740 |

### Norway — 3 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 198 | Norske Creditbank, Oslo | 6,690,733,980s |
| 241 | Christiania Bank og Kreditkasse, Oslo | 5,397,579,694 |
| 394 | Bergen Bank | 3,229,372,073u |

### Pakistan — 3 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 322 | Habib Bank Ltd., Karachi | 4,147,659,104s |
| 428 | United Bank, Ltd., Karachi | 2,990,290,689u |
| 431 | National Bank of Pakistan, Karachi | 2,975,810,744 |

### Portugal — 2 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 353 | Caixa Geral de Depositos, Lisbon | 3,724,910,000s |
| 438 | Banco Portugues do Atlantico, Oporto | 2,966,680,880s |

### Saudi Arabia — 3 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 108 | National Commercial Bank, Jeddah (e) | 14,040,448,348 |
| 174 | Riyad Bank Ltd., Jeddah | 7,290,670,374u |
| 385 | Saudi American Bank, Riyadh | 3,350,558,860 |

### Singapore — 4 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 350 | United Overseas Bank Ltd., Singapore | 3,768,133,628s |
| 427 | Oversea-Chinese Banking Corp., Ltd., Singapore | 2,994,607,352s |
| 447 | Development Bank of Singapore Ltd. | 2,899,460,600 |
| 467 | Overseas Union Bank, Singapore | 2,709,986,000s |

### South Africa — 5 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 161 | Barclays National Bank Ltd., Johannesburg | 7,900,775,000st |
| 208 | Nedbank Ltd., Johannesburg (e) | 6,361,096,430s |
| 308 | Standard Bank of South Africa Ltd., Johannesburg | 4,269,752,000 |
| 436 | Volkskas, Ltd., Pretoria | 2,967,296,690s |
| 464 | Trust Bank of Africa Ltd., Cape Town (f) | 2,742,203,520 |

### Spain — 11 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 89 | Banco Central, Madrid | 17,864,905,800s |
| 92 | Banco Espanol de Credito, Madrid | 17,148,792,000s |
| 101 | Banco Hispano-Americano, Madrid | 15,064,091,100s |
| 112 | Banco Exterior de Espana, Madrid | 13,313,005,500s |
| 113 | Banco de Bilbao | 13,303,144,500s |
| 117 | Banco de Vizcaya, Bilbao | 12,791,170,500s |
| 127 | Banco de Santander | 10,844,010,600s |
| 199 | Banco Popular Espanol, Madrid | 6,650,247,000s |
| 248 | Caja de Pensiones para la Vejez, Barcelona | 5,258,785,800 |
| 323 | Caja de Ahorros y Monte de Piedad de Madrid | 4,145,934,900s |
| 477 | Banco Urquijo Union, Madrid | 2,607,504,900st |

### Sweden — 5 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 95 | Skandinaviska Enskilda Banken, Stockholm | 16,388,270,000s |
| 110 | Post-Och Kreditbanken, Stockholm | 13,497,744,000s |
| 116 | Svenska Handelsbanken, Stockholm | 12,971,352,500s |
| 371 | Sparbankernas Bank, Stockholm | 3,523,734,500 |
| 424 | Gotabanken, Goteborg | 3,007,601,000s |

### Switzerland — 12 Banks

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| 35 | Union Bank of Switzerland, Zurich | 43,530,811,392u |
| 37 | Swiss Bank Corp., Basle | 40,761,781,796u |
| 59 | Credit Suisse, Zurich | 28,699,834,361u |
| 146 | Banque Cantonale de Zurich | 9,032,610,432 |
| 159 | Banque Populaire Suisse, Berne | 7,948,986,713 |
| 334 | Bank Leu, Ltd., Zurich | 4,003,436,473u |
| 396 | Banque Cantonale de Berne | 3,214,332,288 |
| 437 | Luzerner Kantonalbank, Lucerne | 2,967,250,944 |
| 451 | Banque Cantonale Vaudoise, Lausanne | 2,854,513,152 |
| 481 | Trade Development Bank, Geneva | 2,585,431,059t |
| 482 | Banca della Svizzera Italiana, Lugano | 2,582,994,847s |
| 485 | Banque Cantonale de St. Gall | 2,574,971,520 |

# 385 Largest Banks Outside U.S.

## LISTED GEOGRAPHICALLY BY ORDER OF SIZE WITHIN NATIONS

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| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| **Syria — 1 Bank** | | |
| 239 | Commercial Bank of Syria, Damascus (c,f) | 5,460,121,668 |
| **Taiwan — 7 Banks** | | |
| 152 | Bank of Taiwan, Taipei | 8,382,655,625 |
| 189 | Cooperative Bank of Taiwan, Taipei | 6,953,638,379 |
| 222 | First Commercial Bank, Taipei | 5,901,649,456u |
| 270 | Land Bank of Taiwan, Taipei | 4,802,769,897 |
| 332 | Hua Nan Commercial Bank, Ltd., Taipei | 4,017,024,529 |
| 361 | Chang Hwa Commercial Bank, Ltd., Taichung | 3,609,964,383 |
| 434 | Bank of Communications, Taipei | 2,971,927,573 |
| **Thailand — 3 Banks** | | |
| 188 | Bangkok Bank, Ltd. | 6,981,273,315 |
| 452 | Thai Farmers Bank, Bangkok | 2,841,215,046 |
| 459 | Krung Thai Bank Ltd., Bangkok | 2,774,672,621 |
| **Turkey — 2 Banks** | | |
| 389 | Turkiye Is Bankasi, Ankara | 3,323,174,952s |
| 420 | Turkiye Cumhuriyeti Ziraat Bankasi, Ankara | 3,038,862,845 |
| **United Arab Emirates — 2 Banks** | | |
| 247 | National Bank of Abu Dhabi | 5,311,625,520s |
| 339 | National Bank of Dubai Ltd., Dubai | 3,910,324,224 |

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| **United Kingdom — 22 Banks** | | |
| 12 | Barclays Plc, London | 73,714,652,000s |
| 14 | National Westminster Bank Plc, London | 73,266,124,000s |
| 17 | Midland Bank Plc, London | 65,427,288,000s |
| 30 | Lloyds Bank Plc, London | 46,870,020,000s |
| 43 | Standard Chartered Bank, London | 36,644,737,600s |
| 60 | International Westminster Bank Plc, London | 28,169,354,824t |
| 79 | Lloyds Bank International Ltd., London | 19,877,420,000st |
| 149 | Royal Bank of Scotland Plc, Edinburgh(e) | 8,809,875,000s |
| 194 | Bank of Scotland, Edinburgh | 6,748,490,000s |
| 201 | Williams and Glyns Bank Plc, London(e) | 6,518,262,000s |
| 206 | Trustee Savings Bank England & Wales, London | 6,451,104,400 |
| 216 | Grindlays Bank Plc., London(c,e) | 6,135,311,340st |
| 328 | Lombard North Central Plc, London(e) | 4,059,738,000t |
| 338 | Kleinwort, Benson, Lonsdale Plc, London | 3,915,384,716s |
| 405 | Saudi International Bank, London | 3,152,267,500 |
| 407 | Montagu (Samuel) & Co., Ltd., London | 3,142,157,124st |
| 429 | Hill, Samuel & Co., Ltd., London | 2,984,223,000s |
| 433 | Hambros Bank Ltd., London | 2,972,655,400s |
| 441 | Scandinavian Bank Ltd., London | 2,921,518,340s |
| 478 | Orion Royal Bank Ltd., London(e) | 2,607,122,760st |
| 486 | Morgan Grenfell & Co. Ltd., London | 2,569,182,256u |
| 496 | Clydesdale Bank Plc, Glasgow | 2,481,891,540st |
| **Yugoslavia — 4 Banks** | | |
| 269 | Udruzena Beogradska Banka, Belgrade | 4,812,892,800 |
| 330 | Udruzena Banka Hrvatske, Zagreb | 4,049,021,290 |
| 366 | Ljubljanska Banka, Ljubljana | 3,553,473,936s |
| 376 | Jugobanka-United Bank, Belgrade | 3,487,272,202 |

**For footnotes see listing of the Top 500 World Banks.**

## Top 500 Banks: Total Deposits (a)

(Dollar Amounts in Billions)

| | Yearend 1984 | | Yearend 1983 | | |
|---|---|---|---|---|---|
| | Number Of Banks | Total Deposits | Number Of Banks | Total Deposits | Percent Change |
| U.S. Banks | 115 | $ 960.6 | 102 | $ 881.7 | +08.9 |
| Foreign Banks | 385 | 4,907.6 | 398 | 4,795.9r | +02.3 |
| Top 500 Banks | 500 | 5,868.2 | 500 | 5,677.6r | +03.4 |

(a) — To avoid double counting, deposits for banks owned by other banks in the top 500 are excluded.
(r) — Revised.

## 10 Countries with Most Deposits Among the Top 500 Banks

(Dollar Amounts in Billions)

| | Yearend 1984 | | | Yearend 1983 | | |
|---|---|---|---|---|---|---|
| Country | No. of Banks | Total Deposits | % of 500's Deposits | No. of Banks | Total Deposits | % of 500's Deposits |
| 1 Japan | 95 | 1,750.0 | 29.8 | 95 | 1,587.5 | 28.0 |
| 2 United States | 115 | 960.6 | 16.4 | 102 | 881.7 | 15.5 |
| 3 Germany | 39 | 500.0 | 8.5 | 40 | 550.1 | 9.7 |
| 4 France | 19 | 453.9 | 7.7 | 21 | 433.2 | 7.6 |
| 5 United Kingdom | 22 | 343.0 | 5.8 | 26 | 374.9 | 6.6 |
| 6 Italy | 26 | 295.7 | 5.0 | 29 | 308.8 | 5.9 |
| 7 Canada | 9 | 248.9 | 4.2 | 9 | 245.8 | 4.3 |
| 8 Switzerland | 12 | 148.2 | 2.5 | 14 | 164.6 | 2.9 |
| 9 Spain | 11 | 116.4 | 2.0 | 11 | 93.7 | 1.6 |
| 10 Netherlands | 6 | 109.5 | 1.9 | 7 | 126.7 | 2.2 |

## Deposits of Banks in Top 500 By Country

(in millions of dollars)

| | Total Deposits (a) | | Banks in Top 500 (b) | |
|---|---|---|---|---|
| Name of Country | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 |
| Argentina | 2,876 | 3,319 | 1 | 1 |
| Australia | 95,865 | 75,802 | 11 (4) | 10 (4) |
| Austria | 52,227 | 54,714r | 7 | 7 |
| Bahrain | 15,822 | 14,159 | 2 | 2 |
| Belgium | 91,356 | 96,332 | 8 | 9 |
| Bermuda | 2,513 | ..... | 1 | 0 |
| Brazil | 25,563 | 34,497 | 3 | 3 |
| Canada | 248,851 | 245,781 | 9 | 9 |
| Cayman Islands | 5,137 | 4,472 | 1 | 1 |
| Denmark | 22,866 | 16,882 | 4 | 3 |
| Egypt | 12,868 | 14,276 | 3 | 4 |
| Finland | 19,038 | 17,617 | 3 | 3 |
| France | 453,922 | 433,165r | 19 (2) | 21 (2) |
| Germany | 499,896 | 550,094 | 39 (4) | 40 (4) |
| Ghana | ..... | 3,047 | 0 | 1 |
| Greece | 15,106 | 14,290 | 2 | 2 |
| Hong Kong | 51,706 | 52,891 | 2 (1) | 2 (1) |
| India | 45,374 | 49,967 | 9 | 9 |
| Indonesia | 11,824 | 10,763 | 3 | 3 |
| Iran | 32,097 | 32,480 | 2 | 2 |
| Iraq | 26,862 | 20,700 | 1 | 1 |
| Ireland | 12,836 | 14,337 | 2 | 2 |
| Israel | 48,133 | 49,461 | 4 | 4 |
| Italy | 295,726 | 308,762 | 26 (4) | 29 (2) |
| Japan | 1,750,019 | 1,587,488 | 95 | 95 |
| Jordan | 10,059 | 8,415 | 1 | 1 |
| Korea (South) | 30,597 | 26,385 | 6 | 6 |
| Kuwait | 28,924 | 29,680 | 6 | 5 |
| Libya | 2,558 | 2,390 | 1 | 1 |
| Luxembourg | 14,656 | 14,100 | 11 (7) | 12 (8) |
| Malaysia | 5,348 | 10,623 | 1 | 2 |
| Mexico | 20,852 | 15,991 | 3 | 3 |
| Netherlands | 109,516 | 126,706 | 6 (2) | 7 (1) |
| New Zealand | 3,888 | 3,199 | 1 | 1 |
| Nigeria | 14,120 | 13,668 | 3 | 3 |
| Norway | 15,318 | 13,320 | 3 | 3 |
| Pakistan | 10,114 | 10,281 | 3 | 3 |
| Peru | ..... | 2,624 | 0 | 1 |
| Portugal | 6,692 | 9,770 | 2 | 3 |
| Saudi Arabia | 24,682 | 21,279 | 3 | 3 |
| Singapore | 12,372 | 11,612 | 4 | 4 |
| South Africa | 16,340 | 19,204 | 5 (1) | 5 (1) |
| Spain | 116,384 | 93,675 | 11 (1) | 11 (1) |
| Sweden | 49,389 | 49,102 | 5 | 5 |
| Switzerland | 148,172 | 164,604 | 12 (1) | 14 (1) |
| Syria | 5,460 | 4,190 | 1 | 1 |
| Taiwan | 36,640 | 26,028 | 7 | 6 |
| Thailand | 12,597 | 12,160 | 3 | 3 |
| Turkey | 6,362 | 5,664 | 2 | 2 |
| United Arab Emirates | 9,222 | 5,456 | 2 | 1 |
| United Kingdom | 342,966 | 374,925 | 22 (7) | 26 (9) |
| Yugoslavia | 15,903 | 12,051 | 4 | 3 |

**(a)** — Excludes the deposits of banks whose figures appear in the consolidated data of parent bank. **(b)** — Figures in parenthesis are the number of banks whose figures also appear in the deposits reported by their parent banks. Therefore the deposits of these banks are not included in the deposit total. **(r)** — Revised.

# 115 Largest Banks in United States

## LISTED GEOGRAPHICALLY BY ORDER OF SIZE WITHIN STATES

Compiled by **American Banker** Copyright 1985

| 1984 World Rank | | 12/31/84 Deposits in US Dollars |
|---|---|---|
| | **Alabama** | |
| 399 | AmSouth Bank NA, Birmingham | 3,211,360,000 |
| | **Arizona** | |
| 169 | Valley National Bank, Phoenix | 7,415,759,000 |
| 276 | First Interstate Bank of Arizona NA, Phoenix | 4,706,313,000 |
| 454 | Arizona Bank, Phoenix | 2,817,568,000 |
| | **California** | |
| 4 | Bank of America NT&SA, San Francisco | 88,167,000,000 |
| 54 | Security Pacific National Bank, Los Angeles | 30,902,297,000 |
| 77 | Wells Fargo Bank NA, San Francisco | 20,308,269,000 |
| 88 | Crocker National Bank, San Francisco | 18,088,638,000t |
| 100 | First Interstate Bank of California, Los Angeles | 15,472,833,000 |
| 219 | Union Bank, Los Angeles | 5,943,808,000 |
| 268 | Sears Savings Bank, Glendale | 4,818,003,000 |
| 286 | Great American First Savings Bank, San Diego | 4,558,526,000 |
| 298 | California First Bank, San Francisco | 4,433,770,000t |
| 498 | Sumitomo Bank of California, San Francisco | 2,471,148,551 |
| | **Connecticut** | |
| 263 | Connecticut Bank & Trust Co. NA, Hartford | 4,910,866,000 |
| 271 | Connecticut National Bank, Hartford | 4,795,921,000 |
| 377 | People's Bank-Bridgeport | 3,443,536,000 |
| | **District of Columbia** | |
| 318 | Riggs National Bank, Washington, D.C. | 4,173,672,000 |
| 395 | American Security Bank NA, Washington, D.C. | 3,223,915,000 |
| | **Florida** | |
| 167 | Southeast Bank NA, Miami | 7,589,312,000 |
| 305 | Florida National Bank, Jacksonville | 4,363,475,000 |
| 345 | NCNB National Bank of Florida, Tampa | 3,848,812,000 |
| 440 | Atlantic National Bank of Florida, Jacksonville | 2,934,299,000 |
| 461 | Barnett Bank of South Florida NA, Miami | 2,758,524,000 |
| | **Georgia** | |
| 243 | Citizens & Southern National Bank, Atlanta | 5,333,788,000 |
| 293 | First National Bank, Atlanta | 4,518,912,000 |
| 480 | Trust Company Bank, Atlanta | 2,585,533,000 |
| | **Hawaii** | |
| 388 | Bank of Hawaii, Honolulu | 3,324,003,000 |
| | **Illinois** | |
| 66 | First National Bank, Chicago | 25,904,344,000 |
| 99 | Continental Illinois Nat'l B&T Co., Chicago | 15,598,568,000 |
| 238 | Harris Trust & Savings Bank, Chicago | 5,465,559,000 |
| 302 | Northern Trust Co., Chicago | 4,399,824,000 |
| 474 | American National Bank & Trust Co., Chicago | 2,626,030,000 |
| | **Indiana** | |
| 493 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | 2,521,109,000 |
| | **Kentucky** | |
| 495 | First National Bank, Louisville | 2,488,941,000 |
| | **Maryland** | |
| 319 | Maryland National Bank, Baltimore | 4,173,161,000 |
| 444 | First National Bank of Maryland, Baltimore | 2,915,343,000 |
| | **Massachusetts** | |
| 114 | First National Bank, Boston | 13,069,033,000 |
| 351 | Bank of New England NA, Boston | 3,747,904,000 |
| 398 | State Street Bank & Trust Co., Boston | 3,211,530,000 |
| | **Michigan** | |
| 156 | National Bank of Detroit | 8,091,530,000 |
| 233 | Comerica Bank-Detroit | 5,512,253,876 |
| 295 | Manufacturers National Bank, Detroit | 4,502,343,000 |
| 337 | Standard Federal Bank, Troy | 3,918,460,787 |
| | **Minnesota** | |
| 278 | First National Bank, Minneapolis | 4,683,775,000 |
| 291 | Norwest Bank Minneapolis NA | 4,546,009,000 |
| 425 | First National Bank, St. Paul | 3,003,766,000 |
| | **Missouri** | |
| 476 | Mercantile Trust Co. NA, St. Louis | 2,620,595,000 |
| | **New Jersey** | |
| 228 | First Fidelity Bank NA, Newark | 5,735,478,000 |
| 401 | Howard Savings Bank, Newark | 3,168,664,000 |
| | **New York** | |
| 9 | Citibank NA, New York | 79,551,000,000 |
| 20 | Chase Manhattan Bank NA, New York | 59,399,689,000 |
| 32 | Manufacturers Hanover Trust Co., New York | 45,200,916,000 |
| 39 | Morgan Guaranty Trust Co., New York | 39,995,564,000 |
| 47 | Chemical Bank, New York | 35,068,135,000 |
| 62 | Bankers Trust Co., New York | 27,882,815,000 |
| 98 | Marine Midland Bank NA, Buffalo | 15,924,063,000t |
| 124 | Irving Trust Co., New York | 11,145,035,000 |
| 129 | American Express Int'l Banking Corp., New York | 10,517,000,000s |
| 130 | Bank of New York | 10,500,888,000 |
| 138 | Goldome FSB, Buffalo | 9,798,109,652 |
| 153 | Republic National Bank, New York | 8,274,088,000 |
| 183 | National Westminster Bank USA, New York | 7,019,218,000t |
| 190 | Empire of America FSB, Buffalo | 6,918,804,000 |
| 209 | Dime Savings Bank of New York FSB | 6,359,067,000 |
| 217 | CrossLand Savings FSB, Brooklyn, New York | 6,116,280,000 |
| 224 | Anchor Savings Bank FSB, Northport | 5,850,961,000 |
| 227 | European American Bank , New York | 5,828,050,000 |
| 253 | Bowery Savings Bank, New York | 5,110,298,000 |
| 292 | Dollar-Dry Dock Savings Bank, Bronx, New York | 4,522,606,000 |
| 304 | Bank of Tokyo Trust Co., New York | 4,370,787,220t |
| 381 | Israel Discount Bank of New York | 3,408,500,000t |
| 386 | Long Island Savings Bank FSB, Syosset | 3,336,239,000 |
| 391 | Chase Lincoln First Bank NA, Rochester | 3,309,306,000 |
| 414 | American Savings Bank FSB, New York | 3,085,643,000 |
| 426 | Emigrant Savings Bank, New York | 3,001,955,639 |
| 484 | Manhattan Savings Bank, New York | 2,581,639,512 |
| | **North Carolina** | |
| 173 | NCNB National Bank of North Carolina, Charlotte | 7,293,063,000 |
| 203 | Wachovia Bank & Trust Co. NA, Winston-Salem | 6,486,164,235 |
| 306 | First Union National Bank, Charlotte | 4,339,697,000 |
| | **Ohio** | |
| 266 | AmeriTrust Co. NA, Cleveland | 4,850,226,000 |
| 315 | Huntington National Bank, Columbus | 4,198,682,000 |
| 375 | BancOhio National Bank, Columbus | 3,492,135,000 |
| 413 | National City Bank, Cleveland | 3,086,528,000 |
| | **Oregon** | |
| 267 | United States National Bank, Portland | 4,848,037,000 |
| 314 | First Interstate Bank of Oregon NA, Portland | 4,203,998,000 |
| | **Pennsylvania** | |
| 102 | Mellon Bank NA, Pittsburgh | 15,002,320,000 |
| 126 | PSFS, Philadelphia | 10,966,927,000 |
| 250 | Pittsburgh National Bank | 5,171,956,000 |
| 251 | Philadelphia National Bank | 5,145,043,000 |
| 275 | Fidelity Bank NA, Malvern | 4,720,618,000 |
| 341 | First Pennsylvania Bank NA, Philadelphia | 3,903,222,000 |
| 404 | Provident National Bank, Philadelphia | 3,152,934,000 |
| 446 | Mellon Bank (East) NA, Philadelphia | 2,906,504,000 |
| 472 | American Bank & Trust Co., Reading | 2,665,598,000 |
| | **Puerto Rico** | |
| 450 | Banco Popular de Puerto Rico, San Juan | 2,870,671,318 |
| | **Rhode Island** | |
| 408 | Fleet National Bank, Providence | 3,119,754,000 |
| | **South Carolina1** | |
| 435 | South Carolina National Bank, Columbia | 2,969,915,000 |
| | **South Dakota** | |
| 462 | Citibank (South Dakota) NA, Sioux Falls | 2,757,946,000 |
| | **Tennessee** | |
| 359 | First Tennessee Bank NA, Memphis | 3,648,932,000 |
| | **Texas** | |
| 139 | RepublicBank Dallas NA | 9,758,084,000 |
| 178 | InterFirst Bank Dallas NA | 7,105,781,000 |
| 193 | Texas Commerce Bank NA, Houston | 6,775,313,000 |
| 218 | First City National Bank, Houston | 6,060,855,000 |
| 257 | MBank Dallas NA | 4,953,320,000 |
| 416 | Allied Bank of Texas, Houston | 3,080,358,000 |
| 418 | MBank Houston NA | 3,046,690,000 |
| | **Virginia** | |
| 212 | Sovran Bank NA, Richmond | 6,245,413,000 |
| 297 | United Virginia Bank, Richmond | 4,473,747,000 |
| 397 | Bank of Virginia, Richmond | 3,212,370,000 |
| 492 | Perpetual American Bank, FSB, McLean | 2,526,095,792 |
| | **Washington** | |
| 205 | Seattle-First National Bank | 6,459,583,000 |
| 237 | Rainier National Bank, Seattle | 5,469,045,000 |
| 430 | Washington Mutual Savings Bank, Seattle | 2,981,964,000 |
| | **Wisconsin** | |
| 465 | First Wisconsin National Bank, Milwaukee | 2,738,699,000 |

**For footnotes see listing of Top 500 World Banks in Deposits**

# Alphabetical Listing of Top 500 Banks

## Ranked by Deposits (With Asset Rank Also Shown)

Compiled by American Banker Copyright 1985

| Name of Bank | Country | 12/31/84 Deposit Rank | 12/31/84 Asset Rank |
|---|---|---|---|
| **A** | | | |
| Akita Bank, Ltd. | Japan | 355 | 389 |
| Alahli Bank of Kuwait | Kuwait | 282 | 321 |
| Algemene Bank Nederland, Amsterdam | Netherlands | 46 | 48 |
| Allied Bank of Texas, Houston | United States | 416 | 387 |
| Allied Irish Banks Ltd., Dublin | Ireland | 186 | 203 |
| AmSouth Bank NA, Birmingham, Ala. | United States | 399 | 384 |
| AmeriTrust Co. NA, Cleveland | United States | 266 | 251 |
| American Bank & Trust Co., Reading, Pa. | United States | 472 | 508 |
| American Express International Banking Corp., New York (y) | United States | 129 | 126 |
| American Fletcher Nat'l Bank & Trust Co., Indianapolis | United States | 493 | 490 |
| American National Bank & Trust Co., Chicago | United States | 474 | 469 |
| American Savings Bank FSB, New York | United States | 414 | 448 |
| American Security Bank NA, Washington, D.C. | United States | 395 | 405 |
| Amsterdam-Rotterdam Bank, Amsterdam | Netherlands | 57 | 59 |
| Anchor Savings Bank FSB, Northport, N.Y. | United States | 224 | 253 |
| Aomori Bank, Ltd. | Japan | 370 | 411 |
| Arab African International Bank, Cairo | Egypt | 344 | 366 |
| Arab Bank Ltd., Amman | Jordan | 135 | 149 |
| Arab Banking Corp., Manama | Bahrain | 142 | 143 |
| Arizona Bank, Phoenix | United States | 454 | 492 |
| Ashikaga Bank, Ltd., Utsunomiya | Japan | 122 | 131 |
| Atlantic National Bank of Florida, Jacksonville | United States | 440 | 432 |
| Australia & New Zealand Banking Group, Ltd., Melbourne | Australia | 71 | 80 |
| Australia & New Zealand Savings Bank, Ltd., Melbourne | Australia | 415 | 477 |
| Awa Bank, Ltd., Tokushima | Japan | 307 | 344 |
| **B** | | | |
| BFG Luxembourg | Luxembourg | 392 | 465 |
| Baden-Wuerttembergische Bank, Stuttgart | Germany | 448 | 506 |
| Badische Kommunale Landesbank-Girozentrale, Mannheim | Germany | 175 | 211 |
| BancOhio National Bank, Columbus | United States | 375 | 367 |
| Banca Cattolica del Veneto, Vicenza | Italy | 421 | 452 |
| Banca Commerciale Italiana, Milan | Italy | 50 | 56 |
| Banca Nazionale del Lavoro, Rome | Italy | 41 | 42 |
| Banca Nazionale dell'Agricoltura, Rome | Italy | 128 | 134 |
| Banca Popolare di Bergamo | Italy | 460 | 388 |
| Banca Popolare di Milano, Milan | Italy | 207 | 160 |
| Banca Popolare di Novara | Italy | 171 | 173 |
| Banca Provinciale Lombarda, Bergamo | Italy | 419 | 409 |
| Banca Serfin, Mexico City | Mexico | 325 | 372 |
| Banca Toscana, Florence | Italy | 274 | 289 |
| Banca della Svizzera Italiana, Lugano | Switzerland | 482 | 518 |
| Banco Brasileiro de Descontos, Osasco | Brazil | 309 | 192 |
| Banco Central, Madrid | Spain | 89 | 97 |
| Banco Espanol de Credito, Madrid | Spain | 92 | 43 |
| Banco Exterior de Espana, Madrid | Spain | 112 | 108 |
| Banco Hispano-Americano, Madrid | Spain | 101 | 107 |
| Banco Itau, Sao Paulo | Brazil | 470 | 310 |
| Banco Lariano, Como | Italy | 442 | 426 |
| Banco Nacional de Mexico, Mexico City | Mexico | 164 | 138 |
| Banco Popular Espanol, Madrid | Spain | 199 | 180 |
| Banco Popular de Puerto Rico, San Juan | United States | 450 | 458 |
| Banco Portugues do Atlantico, Oporto | Portugal | 438 | 399 |
| Banco Urquijo Union, Madrid | Spain | 477 | 430 |
| Banco de Bilbao | Spain | 113 | 123 |
| Banco de Santander | Spain | 127 | 129 |
| Banco de Vizcaya, Bilbao | Spain | 117 | 112 |
| Banco de la Nacion Argentina, Buenos Aires | Argentina | 449 | 197 |
| Banco di Napoli, Naples | Italy | 85 | 87 |
| Banco di Roma, Rome | Italy | 69 | 77 |
| Banco di Santo Spirito, Rome | Italy | 154 | 167 |
| Banco di Sicilia, Palermo | Italy | 119 | 120 |
| Banco do Brasil, Brasilia | Brazil | 86 | 39 |
| Bancomer, Mexico City | Mexico | 147 | 150 |
| Bangkok Bank, Ltd. | Thailand | 188 | 163 |
| Bank Bumi Daya, Jakarta | Indonesia | 499 | 385 |
| Bank Dagang Negara, Jakarta | Indonesia | 417 | 404 |
| Bank Hapoalim, Tel-Aviv | Israel | 104 | 92 |
| Bank Leu, Ltd., Zurich | Switzerland | 334 | 364 |
| Bank Leumi le-Israel, Tel-Aviv | Israel | 84 | 86 |
| Bank Mees & Hope, Amsterdam | Netherlands | 363 | 365 |
| Bank Melli Iran, Tehran | Iran | 78 | 66 |
| Bank Negara Indonesia 1946, Jakarta | Indonesia | 211 | 246 |
| Bank Saderat Iran, Tehran | Iran | 121 | 118 |
| Bank fuer Arbeit und Wirtschaft, Vienna | Austria | 210 | 247 |
| Bank fuer Gemeinwirtschaft, Frankfurt | Germany | 83 | 98 |
| Bank fuer Handel und Industrie, Berlin | Germany | 458 | 512 |
| Bank of Alexandria | Egypt | 453 | 478 |
| Bank of America NT&SA, San Francisco | United States | 4 | 6 |
| Bank of Baroda, Bombay | India | 287 | 335 |
| Bank of Bermuda, Ltd., Hamilton | Bermuda | 494 | 560 |
| Bank of Communications, Taipei | Taiwan | 434 | 377 |
| Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown | Cayman Islands | 252 | 292 |
| Bank of Credit & Commerce International, Luxembourg | Luxembourg | 277 | 326 |
| Bank of Fukuoka, Ltd. | Japan | 125 | 135 |
| Bank of Hawaii, Honolulu | United States | 388 | 434 |
| Bank of Hiroshima, Ltd | Japan | 133 | 139 |
| Bank of India, Bombay | India | 265 | 312 |
| Bank of Ireland, Dublin | Ireland | 225 | 244 |
| Bank of Kuwait and the Middle East | Kuwait | 468 | 517 |
| Bank of Kyoto, Ltd. | Japan | 179 | 206 |
| Bank of Montreal | Canada | 28 | 34 |
| Bank of New England NA, Boston | United States | 351 | 333 |
| Bank of New York | United States | 130 | 125 |
| Bank of New Zealand, Ltd., Wellington | New Zealand | 343 | 368 |
| Bank of Nova Scotia, Toronto | Canada | 40 | 46 |
| Bank of Osaka, Ltd. | Japan | 367 | 408 |
| Bank of Saga, Ltd. | Japan | 443 | 489 |
| Bank of Scotland, Edinburgh | United Kingdom | 194 | 209 |
| Bank of Seoul | Korea | 134 | 133 |
| Bank of Taiwan, Taipei | Taiwan | 152 | 156 |
| Bank of Tokyo Trust Co., New York | United States | 304 | 343 |
| Bank of Tokyo, Ltd. | Japan | 24 | 23 |
| Bank of Virginia, Richmond | United States | 397 | 401 |
| Bank of Yokohama, Ltd. | Japan | 73 | 75 |
| Bank of the Ryukyus, Ltd., Naha | Japan | 422 | 476 |
| Bankers Trust Co., New York | United States | 62 | 47 |
| Banque Bruxelles Lambert, Brussels | Belgium | 81 | 91 |
| Banque Cantonale Vaudoise, Lausanne | Switzerland | 451 | 495 |
| Banque Cantonale de Berne | Switzerland | 396 | 462 |
| Banque Cantonale de St. Gall | Switzerland | 485 | 521 |
| Banque Cantonale de Zurich | Switzerland | 146 | 157 |
| Banque Commerciale pour l'Europe du Nord, Paris | France | 336 | 382 |
| Banque Francaise du Commerce Exterieur, Paris | France | 185 | 104 |
| Banque Generale du Luxembourg | Luxembourg | 393 | 444 |
| Banque Indosuez, Paris | France | 90 | 82 |
| Banque Internationale a Luxembourg | Luxembourg | 365 | 420 |
| Banque Nationale de Paris | France | 7 | 8 |
| Banque Paribas Belgique, Brussels (q) | Belgium | 466 | 513 |
| Banque Paribas, Paris | France | 45 | 33 |
| Banque Populaire Suisse, Berne | Switzerland | 159 | 179 |
| Banque Regionale d'Escompte et de Depots, Vincennes | France | 500 | 537 |
| Banque Worms, Paris | France | 301 | 318 |
| Barclays National Bank Ltd., Johannesburg | South Africa | 161 | 188 |
| Barclays Plc, London | United Kingdom | 12 | 12 |
| Barnett Bank of South Florida NA, Miami | United States | 461 | 509 |
| Bayerische Hypotheken-und Wechsel-Bank, Munich | Germany | 51 | 63 |
| Bayerische Landesbank Girozentrale, Munich | Germany | 55 | 64 |
| Bayerische Landesbank International, Luxembourg | Luxembourg | 445 | 511 |
| Bayerische Raiffeisen-Zentralbank, Munich | Germany | 256 | 283 |
| Bayerische Vereinsbank, Munich | Germany | 42 | 51 |
| Bergen Bank | Norway | 394 | 439 |
| Berliner Bank, Berlin | Germany | 168 | 208 |
| Berliner Handels und-Frankfurter Bank, Frankfurt | Germany | 290 | 223 |
| Bowery Savings Bank, New York | United States | 253 | 302 |
| Bremer Landesbank Kreditanstalt Oldenburg, Bremen | Germany | 213 | 220 |
| Burgan Bank, Kuwait | Kuwait | 483 | 507 |
| **C** | | | |
| C.O.B.-Caisse d'Epargne Privee, Brussels | Belgium | 378 | 424 |
| Caisse Centrale des Banques Populaires, Paris | France | 234 | 228 |
| Caisse Generale d'Epargne et de Retraite, Brussels | Belgium | 111 | 115 |
| Caisse d'Epargne de Paris | France | 284 | 308 |
| Caixa Geral de Depositos, Lisbon | Portugal | 353 | 329 |
| Caja de Ahorros y Monte de Piedad de Madrid | Spain | 323 | 311 |
| Caja de Pensiones para la Vejez, Barcelona | Spain | 248 | 194 |
| California First Bank, San Francisco | United States | 298 | 337 |
| Canadian Imperial Bank of Commerce, Toronto | Canada | 33 | 38 |
| Canara Bank, Bangalore | India | 373 | 390 |
| Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo | Italy | 456 | 323 |
| Cassa di Risparmio delle Provincie Lombarde, Milan | Italy | 70 | 67 |
| Cassa di Risparmio di Firenze, Florence | Italy | 457 | 449 |
| Cassa di Risparmio di Genova e Imperia, Genoa | Italy | 490 | 503 |
| Cassa di Risparmio di Torino, Turin | Italy | 240 | 237 |
| Cassa di Risparmio di Verona, Vicenza & Belluno, Verona | Italy | 382 | 381 |
| Central Bank of India, Bombay | India | 313 | 328 |
| Centrale Raiffeisenkas van Belgische Boerenbond, Leuven | Belgium | 340 | 374 |
| Chang Hwa Commercial Bank, Ltd., Taichung | Taiwan | 361 | 331 |
| Chase Lincoln First Bank NA, Rochester, N.Y. | United States | 391 | 391 |
| Chase Manhattan Bank NA, New York | United States | 20 | 17 |
| Chemical Bank, New York | United States | 47 | 40 |
| Chiba Bank, Ltd. | Japan | 107 | 116 |
| Chiba Kogyo Bank, Ltd. | Japan | 412 | 467 |
| Chiba Sogo Bank, Ltd. | Japan | 380 | 425 |
| Cho-Heung Bank Ltd., Seoul | Korea | 364 | 240 |
| Christiania Bank og Kreditkasse, Oslo | Norway | 241 | 267 |
| Chugoku Bank, Ltd., Okayama | Japan | 172 | 184 |
| Chukyo Sogo Bank, Ltd., Nagoya | Japan | 379 | 436 |
| Chuo Sogo Bank, Ltd., Nagoya | Japan | 312 | 352 |
| Chuo Trust & Banking Co., Ltd., Tokyo | Japan | 82 | 78 |
| Citibank (South Dakota) NA, Sioux Falls | United States | 462 | 248 |
| Citibank NA, New York | United States | 9 | 5 |
| Citizens & Southern National Bank, Atlanta | United States | 243 | 229 |
| Clydesdale Bank Plc, Glasgow | United Kingdom | 496 | 523 |
| Comerica Bank-Detroit | United States | 233 | 235 |
| Commercial Bank of Greece, Athens | Greece | 455 | 440 |
| Commercial Bank of Korea Ltd., Seoul | Korea | 333 | 218 |
| Commercial Bank of Kuwait | Kuwait | 235 | 276 |
| Commercial Bank of Syria, Damascus | Syria | 239 | 182 |
| Commerzbank International, Luxembourg | Luxembourg | 311 | 345 |
| Commerzbank, Duesseldorf | Germany | 44 | 53 |
| Commonwealth Bank of Australia, Sydney | Australia | 157 | 144 |
| Commonwealth Banking Corp., Sydney | Australia | 80 | 84 |
| Commonwealth Savings Bank of Australia, Sydney | Australia | 137 | 1[illegible]6 |
| Compagnie Luxembourgeoise de la Dresdner Banque | Luxembourg | 197 | 221 |
| Connecticut Bank & Trust Co. NA, Hartford | United States | 263 | 252 |
| Connecticut National Bank, Hartford | United States | 271 | 271 |
| Continental Bank of Canada, Toronto | Canada | 369 | 375 |
| Continental Illinois Nat'l Bank & Trust Co., Chicago | United States | 99 | 72 |
| Cooperative Bank of Taiwan, Taipei | Taiwan | 189 | 166 |
| Copenhagen Handelsbank | Denmark | 182 | 200 |
| Credit Agricole Mutuel, Paris | France | 6 | 9 |
| Credit Commercial de France, Paris | France | 106 | 111 |
| Credit Industriel et Commercial, Paris (h) | France | 143 | 145 |
| Credit Lyonnais, Paris | France | 10 | 10 |
| Credit Suisse, Zurich | Switzerland | 59 | 65 |
| Credit du Nord, Lille | France | 170 | 175 |
| Creditanstalt-Bankverein, Vienna | Austria | 123 | 105 |
| Credito Italiano, Milan | Italy | 64 | 68 |
| Credito Romagnolo, Bologna | Italy | 258 | 255 |
| Crocker National Bank, San Francisco | United States | 88 | 89 |
| CrossLand Savings FSB, Brooklyn, New York | United States | 217 | 249 |
| **D** | | | |
| Dai-Ichi Kangyo Bank Ltd., Tokyo | Japan | 1 | 1 |
| Dai-San Sogo Bank, Ltd., Matsuzaka | Japan | 387 | 443 |
| Daishi Bank, Ltd., Niigata | Japan | 184 | 204 |
| Daiwa Bank, Ltd., Osaka | Japan | 34 | 27 |
| Danske Bank, Copenhagen | Denmark | 165 | 178 |
| Deutsche Bank Compagnie Financiere Luxembourg | Luxembourg | 150 | 154 |
| Deutsche Bank, Frankfurt | Germany | 16 | 19 |
| Deutsche Genossenschaftsbank, Frankfurt | Germany | 103 | 81 |
| Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt | Germany | 141 | 162 |
| Development Bank of Singapore Ltd. | Singapore | 447 | 313 |
| Dime Savings Bank of New York FSB | United States | 209 | 230 |
| Dollar-Dry Dock Savings Bank, Bronx, New York | United States | 292 | 332 |
| Dresdner Bank, Frankfurt | Germany | 26 | 35 |

# Alphabetical Listing of Top 500 Banks

## Ranked by Deposits (With Asset Rank Also Shown)

Compiled by American Banker Copyright 1985

| Name of Bank | Country | 12/31/84 Deposit Rank | 12/31/84 Asset Rank |
|---|---|---|---|
| **E** | | | |
| Ehime Sogo Bank, Ltd., Matsuyama | Japan | 406 | 455 |
| Eighteenth Bank, Ltd., Nagasaki | Japan | 347 | 386 |
| Emigrant Savings Bank, New York | United States | 426 | 499 |
| Empire of America FSB, Buffalo, N.Y. | United States | 190 | 202 |
| Erste Oesterreichische Spar-Casse, Vienna | Austria | 288 | 320 |
| European American Bank , New York | United States | 227 | 231 |
| European Asian Bank, Hamburg | Germany | 473 | 527 |
| **F** | | | |
| Fidelity Bank NA, Malvern, Pa | United States | 275 | 281 |
| First Bank of Nigeria Ltd., Lagos | Nigeria | 254 | 275 |
| First City National Bank, Houston | United States | 218 | 170 |
| First Commercial Bank, Taipei | Taiwan | 222 | 225 |
| First Fidelity Bank NA, Newark, N.J. | United States | 228 | 232 |
| First Interstate Bank of Arizona NA, Phoenix | United States | 276 | 288 |
| First Interstate Bank of California, Los Angeles | United States | 100 | 100 |
| First Interstate Bank of Oregon NA, Portland | United States | 314 | 327 |
| First National Bank of Maryland, Baltimore | United States | 444 | 438 |
| First National Bank, Atlanta | United States | 293 | 265 |
| First National Bank, Boston | United States | 114 | 109 |
| First National Bank, Chicago | United States | 66 | 62 |
| First National Bank, Louisville, Ky. | United States | 495 | 484 |
| First National Bank, Minneapolis | United States | 278 | 210 |
| First National Bank, St. Paul, Minn. | United States | 425 | 307 |
| First Pennsylvania Bank NA, Philadelphia | United States | 341 | 306 |
| First Tennessee Bank NA, Memphis | United States | 359 | 353 |
| First Union National Bank, Charlotte, N.C. | United States | 306 | 234 |
| First Wisconsin National Bank, Milwaukee | United States | 465 | 433 |
| Fleet National Bank, Providence, R.I. | United States | 408 | 354 |
| Florida National Bank, Jacksonville | United States | 305 | 309 |
| Fuji Bank, Ltd., Tokyo | Japan | 2 | 2 |
| Fukui Bank, Ltd | Japan | 285 | 319 |
| Fukuoka Sogo Bank, Ltd | Japan | 261 | 301 |
| Fukutoku Sogo Bank, Ltd., Osaka | Japan | 335 | 379 |
| **G** | | | |
| Genossenschaftliche Zentralbank, Stuttgart | Germany | 357 | 413 |
| Genossenschaftliche Zentralbank, Vienna | Austria | 232 | 269 |
| Girozentrale und Bank der Osterreichischen Sparkassen, Vienna | Austria | 151 | 155 |
| Goldome FSB, Buffalo, N.Y. | United States | 138 | 142 |
| Gotabanken, Goteborg | Sweden | 424 | 371 |
| Great American First Savings Bank, San Diego, Calif. | United States | 286 | 242 |
| Grindlays Bank Plc., London | United Kingdom | 216 | 241 |
| Groupe Des Banques Populaires, Paris | France | 96 | 96 |
| Gulf Bank, Kuwait | Kuwait | 229 | 264 |
| Gulf International Bank B.S.C., Manama | Bahrain | 202 | 219 |
| Gunma Bank, Ltd., Maebashi | Japan | 145 | 153 |
| **H** | | | |
| Habib Bank Ltd., Karachi | Pakistan | 322 | 346 |
| Hachijuni Bank, Ltd., Nagano | Japan | 136 | 141 |
| Hambros Bank Ltd., London | United Kingdom | 433 | 479 |
| Hamburger Sparkasse, Hamburg | Germany | 204 | 233 |
| Hamburgische Landesbank-Girozentrale, Hamburg | Germany | 140 | 158 |
| Hang Seng Bank Ltd., Hong Kong | Hong Kong | 196 | 227 |
| Hanil Bank Ltd., Seoul | Korea | 324 | 217 |
| Harris Trust & Savings Bank, Chicago | United States | 238 | 215 |
| Heiwa Sogo Bank, Ltd., Tokyo | Japan | 279 | 316 |
| Hessische Landesbank-Girozentrale, Frankfurt | Germany | 87 | 103 |
| Higo Bank, Ltd., Kumamoto | Japan | 255 | 286 |
| Hill, Samuel & Co., Ltd., London | United Kingdom | 429 | 480 |
| Hiroshima Sogo Bank, Ltd. | Japan | 354 | 394 |
| Hokkaido Bank, Ltd., Sapporo | Japan | 177 | 205 |
| Hokkaido Takushoku Bank, Ltd., Sapporo | Japan | 74 | 71 |
| Hokkoku Bank, Ltd., Kanazawa | Japan | 244 | 272 |
| Hokuetsu Bank, Ltd., Nagaoka | Japan | 356 | 393 |
| Hokuriku Bank Ltd., Toyama | Japan | 105 | 110 |
| Hokuyo Sogo Bank, Ltd., Sapporo | Japan | 374 | 423 |
| Hongkong and Shanghai Banking Corp., Hong Kong | Hong Kong | 27 | 30 |
| Howard Savings Bank, Newark, N.J. | United States | 401 | 456 |
| Hua Nan Commercial Bank, Ltd., Taipei | Taiwan | 332 | 362 |
| Huntington National Bank, Columbus, Ohio | United States | 315 | 299 |
| Hyakugo Bank, Ltd., Tsu | Japan | 230 | 261 |
| Hyakujushi Bank, Ltd., Takamatsu | Japan | 187 | 199 |
| Hyogo Sogo Bank, Ltd., Kobe | Japan | 226 | 258 |
| **I** | | | |
| Indian Overseas Bank, Madras | India | 475 | 494 |
| Industrial Bank of Japan, Ltd., Tokyo | Japan | 15 | 15 |
| InterFirst Bank Dallas NA | United States | 178 | 148 |
| International Westminster Bank Plc, London | United Kingdom | 60 | 73 |
| Irving Trust Co., New York | United States | 124 | 121 |
| Israel Discount Bank of New York | United States | 381 | 437 |
| Israel Discount Bank, Ltd., Tel-Aviv | Israel | 132 | 136 |
| Istituto Bancario Italiano, Milan | Italy | 346 | 360 |
| Istituto Bancario San Paolo di Torino, Turin | Italy | 61 | 60 |
| Iwate Bank, Ltd., Morioka | Japan | 362 | 392 |
| Iyo Bank, Ltd., Matsuyama | Japan | 181 | 196 |
| **J** | | | |
| Joyo Bank, Ltd., Mito | Japan | 109 | 119 |
| Jugobanka-United Bank, Belgrade | Yugoslavia | 376 | 284 |
| Juroku Bank, Ltd., Gifu | Japan | 176 | 198 |
| **K** | | | |
| Kagoshima Bank, Ltd. | Japan | 294 | 322 |
| Kansallis-Osake Pankki, Helsinki | Finland | 166 | 152 |
| Kinki Sogo Bank, Ltd., Osaka | Japan | 245 | 280 |
| Kiyo Bank, Ltd., Wakayama | Japan | 236 | 263 |
| Kleinwort, Benson, Lonsdale Plc, London | United Kingdom | 338 | 370 |
| Kofuku Sogo Bank, Ltd., Osaka | Japan | 280 | 314 |
| Korea Exchange Bank, Seoul | Korea | 281 | 127 |
| Korea First Bank, Seoul | Korea | 317 | 212 |
| Kredietbank International Group, Brussels | Belgium | 91 | 102 |
| Kredietbank S.A. Luxembourgeoise, Luxembourg | Luxembourg | 400 | 451 |
| Kreissparkasse Koeln, Cologne | Germany | 471 | 531 |
| Krung Thai Bank Ltd., Bangkok | Thailand | 459 | 473 |
| Kyowa Bank, Ltd., Tokyo | Japan | 56 | 54 |
| **L** | | | |
| Land Bank of Taiwan, Taipei | Taiwan | 270 | 238 |
| Landesbank Rheinland-Pfalz Girozentrale, Mainz | Germany | 131 | 147 |
| Landesbank Saar-Girozentrale, Saarbrucken | Germany | 488 | 526 |
| Landesbank Schleswig-Holstein Girozentrale, Kiel | Germany | 155 | 185 |
| Landesgirokasse, Stuttgart | Germany | 320 | 355 |
| Ljubljanska Banka, Ljubljana | Yugoslavia | 366 | 282 |
| Lloyds Bank International Ltd., London | United Kingdom | 79 | 88 |
| Lloyds Bank Plc, London | United Kingdom | 30 | 36 |
| Lombard North Central Plc, London | United Kingdom | 328 | 297 |
| Long Island Savings Bank FSB, Syosset, N.Y. | United States | 386 | 376 |
| Long-Term Credit Bank of Japan Ltd., Tokyo | Japan | 22 | 24 |
| Luzerner Kantonalbank, Lucerne | Switzerland | 437 | 488 |
| **M** | | | |
| MBank Dallas NA | United States | 257 | 262 |
| MBank Houston NA | United States | 418 | 358 |
| Malayan Banking Berhad, Kuala Lumpur | Malaysia | 242 | 270 |
| Manhattan Savings Bank, New York | United States | 484 | 536 |
| Manufacturers Hanover Trust Co., New York | United States | 32 | 31 |
| Manufacturers National Bank, Detroit | United States | 295 | 293 |
| Marine Midland Bank NA, Buffalo, N.Y. | United States | 98 | 94 |
| Maryland National Bank, Baltimore | United States | 319 | 279 |
| Mellon Bank (East) NA, Philadelphia | United States | 446 | 402 |
| Mellon Bank NA, Pittsburgh | United States | 102 | 90 |
| Mercantile Bank of Canada, Montreal | Canada | 390 | 447 |
| Mercantile Trust Co. NA, St. Louis, Mo. | United States | 476 | 442 |
| Michinoku Bank, Ltd., Hirosaki | Japan | 410 | 466 |
| Midland Bank Plc, London | United Kingdom | 17 | 21 |
| Mitsubishi Bank Ltd., Tokyo | Japan | 5 | 4 |
| Mitsubishi Trust & Banking Corp., Tokyo | Japan | 23 | 20 |
| Mitsui Bank, Ltd., Tokyo | Japan | 19 | 18 |
| Mitsui Trust & Banking Co., Ltd., Tokyo | Japan | 31 | 28 |
| Miyazaki Bank, Ltd. | Japan | 432 | 468 |
| Montagu (Samuel) & Co., Ltd., London | United Kingdom | 407 | 482 |
| Monte dei Paschi di Siena | Italy | 67 | 70 |
| Montreal City & District Savings Bank | Canada | 342 | 380 |
| Morgan Grenfell & Co. Ltd., London | United Kingdom | 486 | 501 |
| Morgan Guaranty Trust Co., New York | United States | 39 | 29 |
| Musashino Bank, Ltd., Omiya | Japan | 352 | 395 |
| **N** | | | |
| NCNB National Bank of Florida, Tampa | United States | 345 | 359 |
| NCNB National Bank of North Carolina, Charlotte | United States | 173 | 161 |
| Nagoya Sogo Bank, Ltd. | Japan | 260 | 303 |
| Nanto Bank, Ltd., Nara | Japan | 195 | 214 |
| Nassauische Sparkasse Wiesbaden, Wiesbaden | Germany | 411 | 486 |
| National Australia Bank Ltd, Melbourne | Australia | 93 | 99 |
| National Australia Savings Bank Ltd., Melbourne | Australia | 348 | 403 |
| National Bank of Abu Dhabi | United Arab Emirate | 247 | 274 |
| National Bank of Canada, Montreal | Canada | 118 | 124 |
| National Bank of Detroit | United States | 156 | 137 |
| National Bank of Dubai Ltd., Dubai | United Arab Emirate | 339 | 361 |
| National Bank of Egypt, Cairo | Egypt | 215 | 213 |
| National Bank of Greece, Athens | Greece | 120 | 117 |
| National Bank of Kuwait | Kuwait | 160 | 183 |
| National Bank of Pakistan, Karachi | Pakistan | 431 | 485 |
| National City Bank, Cleveland | United States | 413 | 340 |
| National Commercial Bank, Jeddah | Saudi Arabia | 108 | 113 |
| National Commercial Bank, Tripoli | Libya | 489 | 417 |
| National Westminster Bank Plc, London | United Kingdom | 14 | 14 |
| National Westminster Bank USA, New York | United States | 183 | 189 |
| Nedbank Ltd., Johannesburg | South Africa | 208 | 245 |
| Nederlandsche Middenstandsbank, Amsterdam | Netherlands | 94 | 101 |
| Nederlandse Credietbank, Amsterdam | Netherlands | 349 | 378 |
| Nippon Credit Bank, Ltd., Tokyo | Japan | 48 | 49 |
| Nippon Trust & Banking Co., Ltd., Tokyo | Japan | 163 | 159 |
| Nishi-Nippon Sogo Bank, Ltd., Fukuoka | Japan | 158 | 174 |
| Norddeutsche Genossenschaftsbank, Hannover | Germany | 327 | 351 |
| Norddeutsche Landesbank Girozentrale, Hannover | Germany | 72 | 76 |
| Norinchukin Bank, Tokyo | Japan | 13 | 13 |
| Norske Creditbank, Oslo | Norway | 198 | 190 |
| Northern Trust Co., Chicago | United States | 302 | 254 |
| Norwest Bank Minneapolis NA | United States | 291 | 277 |
| Nuovo Banco Ambrosiano, Milan | Italy | 463 | 445 |
| **O** | | | |
| Oesterreichische Laenderbank, Vienna | Austria | 144 | 164 |
| Ogaki-Kyoritsu Bank, Ltd., Ogaki | Japan | 264 | 295 |
| Oita Bank, Ltd. | Japan | 329 | 363 |
| Orion Royal Bank Ltd., London | United Kingdom | 478 | 496 |
| Oversea-Chinese Banking Corp., Ltd., Singapore | Singapore | 427 | 427 |
| Overseas Union Bank, Singapore | Singapore | 467 | 487 |
| **P** | | | |
| PSFS, Philadelphia | United States | 126 | 128 |
| People's Bank-Bridgeport, Conn. | United States | 377 | 419 |
| Perpetual American Bank, FSB, McLean, Va. | United States | 492 | 428 |
| Philadelphia National Bank | United States | 251 | 239 |
| Pittsburgh National Bank | United States | 250 | 191 |
| Post-Och Kreditbanken, Stockholm | Sweden | 110 | 114 |
| Postipankki, Helsinki | Finland | 296 | 305 |
| Privatbanken, Copenhagen | Denmark | 273 | 296 |
| Provident National Bank, Philadelphia | United States | 404 | 350 |
| Punjab National Bank, New Delhi | India | 321 | 356 |
| **R** | | | |
| Rabobank Nederland, Utrecht | Netherlands | 63 | 57 |
| Rafidain Bank, Baghdad | Iraq | 65 | 74 |
| Rainier National Bank, Seattle | United States | 237 | 250 |
| Republic National Bank, New York | United States | 153 | 151 |
| RepublicBank Dallas NA | United States | 139 | 130 |
| Riggs National Bank, Washington, D.C. | United States | 318 | 336 |
| Riyad Bank Ltd., Jeddah | Saudi Arabia | 174 | 177 |
| Royal Bank of Canada, Montreal | Canada | 21 | 25 |
| Royal Bank of Scotland Plc, Edinburgh | United Kingdom | 149 | 165 |

# Alphabetical Listing of Top 500 Banks

## Ranked by Deposits (With Asset Rank Also Shown)

Compiled by **American Banker** Copyright 1985

| Name of Bank | Country | 12/31/84 Deposit Rank | 12/31/84 Asset Rank |
|---|---|---|---|
| **S** | | | |
| Saitama Bank Ltd., Urawa | Japan | 58 | 61 |
| San-in Godo Bank, Ltd., Matsue | Japan | 331 | 357 |
| Sanwa Bank Ltd., Osaka | Japan | 8 | 7 |
| Saudi American Bank, Riyadh | Saudi Arabia | 385 | 429 |
| Saudi International Bank, London | United Kingdom | 405 | 457 |
| Scandinavian Bank Ltd., London | United Kingdom | 441 | 481 |
| Sears Savings Bank, Glendale, Calif. | United States | 268 | 256 |
| Seattle-First National Bank | United States | 205 | 181 |
| Security Pacific National Bank, Los Angeles | United States | 54 | 52 |
| Senshu Bank, Ltd., Kishiwada | Japan | 491 | 532 |
| Shichijushichi Bank, Ltd., Sendai | Japan | 180 | 195 |
| Shiga Bank, Ltd., Otsu | Japan | 200 | 226 |
| Shikoku Bank, Ltd., Kochi | Japan | 289 | 315 |
| Shinwa Bank, Ltd., Sasebo | Japan | 368 | 416 |
| Shizuoka Bank Ltd. | Japan | 115 | 122 |
| Shoko Chukin Bank, Tokyo | Japan | 49 | 55 |
| Skandinaviska Enskilda Banken, Stockholm | Sweden | 95 | 95 |
| Societe Generale Alsacienne de Banque, Strasbourg | France | 283 | 339 |
| Societe Generale de Banque, Brussels | Belgium | 68 | 79 |
| Societe Generale, Paris | France | 11 | 11 |
| Societe Lyonnaise de Banque, Lyons | France | 358 | 397 |
| Societe Nationale de Credit a l'Industrie, Brussels | Belgium | 214 | 236 |
| South Carolina National Bank, Columbia | United States | 435 | 407 |
| Southeast Bank NA, Miami | United States | 167 | 168 |
| Sovran Bank NA, Richmond | United States | 212 | 193 |
| Sparbankernas Bank, Stockholm | Sweden | 371 | 132 |
| Sparekassen SDS, Copenhagen | Denmark | 384 | 398 |
| Sparkasse der Stadt Berlin West, Berlin | Germany | 316 | 348 |
| Sparkasse in Bremen | Germany | 479 | 525 |
| Stadtsparkasse Koeln, Cologne | Germany | 402 | 406 |
| Stadtsparkasse Munchen, Munich | Germany | 487 | 516 |
| Standard Bank of South Africa Ltd., Johannesburg | South Africa | 308 | 325 |
| Standard Chartered Bank, London | United Kingdom | 43 | 50 |
| Standard Federal Bank, Troy, Mich. | United States | 337 | 334 |
| State Bank of India, Bombay | India | 97 | 93 |
| State Bank of New South Wales, Sydney | Australia | 409 | 414 |
| State Bank of Victoria, Melbourne | Australia | 249 | 260 |
| State Street Bank & Trust Co., Boston | United States | 398 | 369 |
| Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt | Germany | 272 | 304 |
| Sumitomo Bank Ltd., Osaka | Japan | 3 | 3 |
| Sumitomo Bank of California, San Francisco | United States | 498 | 541 |
| Sumitomo Trust & Banking Co., Ltd., Osaka | Japan | 25 | 22 |
| Suruga Bank, Ltd., Numazu | Japan | 231 | 266 |
| Svenska Handelsbanken, Stockholm | Sweden | 116 | 106 |
| Swiss Bank Corp., Basle | Switzerland | 37 | 44 |
| Syndicate Bank, Manipal | India | 439 | 474 |
| **T** | | | |
| Taisei Sogo Bank, Ltd., Maebashi | Japan | 383 | 441 |
| Taiyo Kobe Bank, Ltd., Kobe | Japan | 29 | 32 |
| Texas Commerce Bank NA, Houston | United States | 193 | 140 |
| Thai Farmers Bank, Bangkok | Thailand | 452 | 453 |
| Tono Bank, Ltd., Fukushima | Japan | 299 | 330 |
| Tokai Bank Ltd., Nagoya | Japan | 18 | 16 |
| Tokiwa Sogo Bank, Ltd., Tokyo | Japan | 469 | 519 |
| Tokyo Sogo Bank, Ltd. | Japan | 223 | 259 |
| Tokyo Tomin Bank, Ltd. | Japan | 310 | 347 |
| Toronto Dominion Bank | Canada | 53 | 58 |
| Toyo Trust & Banking Co. Ltd., Tokyo | Japan | 52 | 41 |
| Trade Development Bank, Geneva | Switzerland | 481 | 522 |
| Trust Bank of Africa Ltd., Cape Town | South Africa | 464 | 410 |
| Trust Company Bank, Atlanta | United States | 480 | 422 |
| Trustee Savings Bank England & Wales, London | United Kingdom | 206 | 222 |
| Turkiye Cumhuriyeti Ziraat Bankasi, Ankara | Turkey | 420 | 294 |
| Turkiye Is Bankasi, Ankara | Turkey | 389 | 412 |
| **U** | | | |
| Udruzena Banka Hrvatske, Zagreb | Yugoslavia | 330 | 171 |
| Udruzena Beogradska Banka, Belgrade | Yugoslavia | 269 | 201 |
| Union Bank of Finland, Ltd., Helsinki | Finland | 191 | 169 |
| Union Bank of Nigeria Ltd., Lagos | Nigeria | 326 | 338 |
| Union Bank of Switzerland (Luxembourg) | Luxembourg | 372 | 435 |
| Union Bank of Switzerland, Zurich | Switzerland | 35 | 37 |
| Union Bank, Los Angeles | United States | 219 | 207 |
| Union de Banques Arabes et Francaises, Neuilly (w) | France | 262 | 300 |
| United Bank for Africa Ltd., Lagos | Nigeria | 259 | 298 |
| United Bank, Ltd., Karachi | Pakistan | 428 | 483 |
| United Commercial Bank, Calcutta | India | 497 | 557 |
| United Mizrahi Bank Ltd., Tel-Aviv | Israel | 300 | 317 |
| United Overseas Bank Ltd., Singapore | Singapore | 350 | 341 |
| United States National Bank, Portland | United States | 267 | 257 |
| United Virginia Bank, Richmond | United States | 297 | 285 |
| **V** | | | |
| Valley National Bank, Phoenix | United States | 169 | 187 |
| Vereins-und Westbank, Hamburg | Germany | 303 | 349 |
| Volkskas, Ltd., Pretoria | South Africa | 436 | 504 |
| **W** | | | |
| Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | United States | 203 | 186 |
| Washington Mutual Savings Bank, Seattle | United States | 430 | 454 |
| Wells Fargo Bank NA, San Francisco | United States | 77 | 83 |
| West LB International, Luxembourg | Luxembourg | 403 | 460 |
| Westdeutsche Genossenschafts-Zentralbank, Duesseldorf | Germany | 220 | 243 |
| Westdeutsche Landesbank Girozentrale, Duesseldorf | Germany | 36 | 45 |
| Westfalenbank, Bochum | Germany | 221 | 268 |
| Westpac Banking Corp., Sydney | Australia | 75 | 69 |
| Westpac Savings Bank Ltd., Sydney | Australia | 246 | 287 |
| Williams and Glyns Bank Plc, London | United Kingdom | 201 | 224 |
| Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart | Germany | 148 | 172 |
| **Y** | | | |
| Yamagata Bank, Ltd. | Japan | 423 | 463 |
| Yamaguchi Bank, Ltd., Shimonoseki | Japan | 162 | 176 |
| Yamanashi Chuo Bank, Ltd., Kofu | Japan | 360 | 400 |
| Yasuda Trust & Banking Co. Ltd., Tokyo | Japan | 38 | 26 |
| **Z** | | | |
| Zenshinren Bank, Tokyo | Japan | 76 | 85 |
| Zentralsparkasse und Kommerzialbank, Wien, Vienna | Austria | 192 | 216 |

**For footnotes see listing of the Top 500 World Banks.**

## Foreign Currency Exchange Guide and Exchange Rate Comparisons

| Name of Country | Currency | Symbol | Exchange Rate (a) 12/31/84 | 12/31/83 | Gain/Loss |
|---|---|---|---|---|---|
| Argentina (b) | Peso | AP | 0.006100 | 0.046100 | -87.32 |
| Australia (e) | Dollar | A$ | 0.830000 | 0.897000 | -7.47 |
| Austria | Shilling | AS | 0.045200 | 0.051500 | -12.23 |
| Bahamas | Dollar | B$ | 1.000000 | 1.000000 | ...... |
| Bahrain | Dinar | BaD | 2.640000 | 2.650000 | -0.38 |
| Belgium | Franc | BF | 0.015800 | 0.017900 | -11.73 |
| Bermuda | Dollar | Be$ | 1.000000 | 1.000000 | ...... |
| Brazil | Cruzeiro | BC | 0.000322 | 0.001039 | -69.01 |
| Canada (c) | Dollar | C$ | 0.760000 | 0.810700 | -6.25 |
| Cayman Isles | (d) | ... | .......... | .......... | ...... |
| Chile | Peso | CP | 0.007870 | 0.011460 | -31.33 |
| Colombia | Peso | CoP | 0.009300 | 0.011320 | -17.84 |
| Denmark | Krone | DK | 0.088000 | 0.103300 | -14.81 |
| Egypt (f) | Pound | EP | 1.190000 | 1.200000 | -0.83 |
| Ethiopia | Birr | EB | 0.490000 | 0.497000 | -1.41 |
| Finland | Markka | FM | 0.152600 | 0.171200 | -10.86 |
| France | Franc | FF | 0.103000 | 0.120000 | -14.17 |
| Germany | Deutsche Mark | DM | 0.316000 | 0.367000 | -13.90 |
| Ghana (f) | Cedi | GC | 0.02800 | 0.393000 | -92.88 |
| Greece | Drachma | GD | 0.007800 | 0.010000 | -22.00 |
| Hong Kong | Dollar | H$ | 0.127800 | 0.128600 | -0.62 |
| India | Rupee | InR | 0.081200 | 0.095000 | -14.53 |
| Indonesia | Rupiah | IR | 0.000938 | 0.001004 | -6.57 |
| Iran (g) | Rial | Ri | 0.010000 | 0.011000 | -9.09 |
| Iraq | Dinar | ID | 3.200000 | 3.210000 | -0.31 |
| Ireland (i) | Pound | IP | 1.010000 | 1.170000 | -13.68 |
| Israel | Shekel | IS | 0.001700 | 0.009500 | -82.11 |
| Italy | Lira | L | 0.000518 | 0.000604 | -14.57 |
| Japan (e) | Yen | Y | 0.004055 | 0.004240 | -4.36 |
| Jordan | Dinar | JD | 2.460000 | 2.660000 | -7.52 |
| Korea (South) | Won | KW | 0.001200 | 0.001200 | .... |
| Kuwait | Dinar | KD | 3.260000 | 3.410000 | -4.40 |
| Libya | Dinar | LD | 3.370000 | 3.370000 | .... |
| Luxembourg | Franc | LF | 0.015700 | 0.017700 | -11.30 |
| Malaysia | Dollar | M$ | 0.412000 | 0.428700 | -3.89 |
| Mexico | Peso | MP | 0.004400 | 0.005800 | -24.14 |
| Morocco | Dirham | MD | 0.109000 | 0.122000 | -10.66 |
| Netherlands | Guilder | G | 0.280000 | 0.326000 | -14.11 |
| New Zealand (e) | Dollar | N$ | 0.488000 | 0.656000 | -25.61 |
| Nigeria | Naira | NN | 1.240000 | 1.260000 | -1.59 |
| Norway | Krone | NK | 0.109900 | 0.129700 | -15.27 |
| Pakistan | Rupee | PR | 0.067000 | 0.075000 | -10.67 |
| Panama | Balboa | PB | 1.000000 | 1.000000 | ...... |
| Peru | Sol | PS | 0.000190 | 0.000440 | -56.82 |
| Philippines | Peso | PP | 0.051000 | 0.071300 | -28.47 |
| Portugal | Escudo | PE | 0.005800 | 0.007520 | -22.87 |
| Qatar | Riyal | QR | 0.275000 | 0.274300 | +0.26 |
| Saudi Arabia | Riyal | SAR | 0.278000 | 0.285000 | -2.46 |
| Singapore | Dollar | S$ | 0.458000 | 0.471600 | -2.88 |
| South Africa (f) | Rand | SR | 0.736000 | 0.914000 | -19.47 |
| Spain | Peseta | SP | 0.005700 | 0.006400 | -10.94 |
| Sweden | Krona | SK | 0.111500 | 0.124900 | -10.73 |
| Switzerland | Franc | SF | 0.384000 | 0.459000 | -16.34 |
| Syria (f) | Pound | SyP | 0.254000 | 0.254000 | .... |
| Taiwan | NT Dollar | T$ | 0.025400 | 0.024900 | +2.01 |
| Tanzania | Shilling | TS | 0.056000 | 0.083000 | -32.53 |
| Thailand | Baht | TB | 0.037500 | 0.043000 | -12.79 |
| Tunisia | Dinar | TD | 1.190000 | 1.360000 | -12.50 |
| Turkey | Pound | TP | 0.002300 | 0.003630 | -36.64 |
| United Arab Emirates | Dirham | UD | 0.272000 | 0.272000 | .... |
| United Kingdom | Pound | P | 1.156000 | 1.450000 | -20.28 |
| Uruguay | Peso | UP | 0.015100 | 0.023000 | -34.35 |
| Venezuela | Bolivar | VB | 0.080000 | 0.078900 | +1.39 |
| Yugoslavia | Dinar | YD | 0.004800 | 0.007870 | -39.77 |

(a) — Figures shown are the dollar values per unit of foreign currency. The currencies are converted into dollars using the New York cable rate for the date shown. (b) — On June 15, 1985, a new monetary unit was introduced. It is called the "austral". The austral is fixed in value at $1.25, and one austral is worth 1,000 old pesos. (c) — The date comparisons are 10/31/84 to 10/31/83. (d) — Banks in country are dollar-denominated. (e) — The date comparisons are 9/30/84 to 9/30/83. (f) — The date comparisons are 6/30/84 to 6/30/83. (g) — The date comparisons are 3/20/85 to 3/20/84. (h) — Banks in country use Swiss francs. (i) — The date comparisons are 3/31/85 to 3/31/84.

# Composition of the Top 500 Banks By Country and Rank

## NUMBER OF BANKS

| Country | Top 100 | | 2nd 100 | | 3rd 100 | | 4th 100 | | 5th 100 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | '84 | '83 | '84 | '83 | '84 | '83 | '84 | '83 | '84 | '83 |
| Argentina | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| Australia | 4 | 2 | 2 | 4 | 2 | 2 | 1 | 1 | 2 | 1 |
| Austria | 0 | 0 | 4 | 3 | 3 | 4 | 0 | 0 | 0 | 0 |
| Bahrain | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 |
| Belgium | 3 | 3 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 2 |
| Bermuda | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Brazil | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 |
| Canada | 5 | 5 | 1 | 1 | 0 | 0 | 3 | 2 | 0 | 1 |
| Cayman Islands | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 |
| Denmark | 0 | 0 | 2 | 1 | 1 | 2 | 1 | 0 | 0 | 1 |
| Egypt | 0 | 0 | 0 | 0 | 1 | 2 | 1 | 1 | 1 | 1 |
| Finland | 0 | 0 | 2 | 2 | 1 | 0 | 0 | 1 | 0 | 0 |
| France | 7 | 7 | 4 | 4 | 4 | 3 | 3 | 5 | 1 | 2 |
| Germany | 10 | 11 | 8 | 9 | 7 | 8 | 5 | 4 | 9 | 7 |
| Greece | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 |
| Hong Kong | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| India | 1 | 1 | 0 | 0 | 2 | 1 | 3 | 4 | 3 | 2 |
| Indonesia | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 2 | 1 |
| Iran | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Iraq | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ireland | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 |
| Israel | 1 | 2 | 2 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| Italy | 8 | 8 | 4 | 5 | 4 | 4 | 2 | 5 | 8 | 5 |
| Japan | 26 | 24 | 22 | 17 | 17 | 17 | 21 | 20 | 9 | 14 |
| Jordan | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Korea | 0 | 0 | 1 | 2 | 1 | 4 | 4 | 0 | 0 | 0 |
| Kuwait | 0 | 0 | 1 | 1 | 3 | 3 | 0 | 0 | 2 | 1 |
| Libya | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 |
| Luxembourg | 0 | 0 | 2 | 2 | 1 | 1 | 6 | 3 | 2 | 6 |
| Malaysia | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 |
| Mexico | 0 | 0 | 2 | 2 | 0 | 0 | 1 | 0 | 0 | 2 |
| Netherlands | 4 | 4 | 0 | 0 | 0 | 0 | 2 | 2 | 0 | 1 |
| New Zealand | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| Nigeria | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 2 | 0 | 0 |
| Norway | 0 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 |
| Pakistan | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 2 | 1 |
| Portugal | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 2 | 2 |
| Saudi Arabia | 0 | 0 | 2 | 2 | 0 | 0 | 1 | 0 | 0 | 2 |
| Singapore | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 3 | 1 |
| S. Africa | 0 | 0 | 1 | 2 | 1 | 1 | 1 | 0 | 2 | 1 |
| Spain | 2 | 2 | 6 | 5 | 1 | 2 | 1 | 2 | 1 | 0 |
| Sweden | 1 | 1 | 2 | 3 | 0 | 0 | 1 | 1 | 1 | 0 |
| Switzerland | 3 | 3 | 2 | 2 | 0 | 0 | 2 | 2 | 5 | 5 |
| Syria | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| Taiwan | 0 | 0 | 2 | 1 | 2 | 2 | 2 | 3 | 1 | 1 |
| Thailand | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 2 | 2 |
| Turkey | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 0 |
| UAE | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 |
| United Kingdom | 7 | 9 | 2 | 3 | 3 | 3 | 2 | 4 | 8 | 5 |
| United States | 14 | 14 | 17 | 17 | 33 | 26 | 23 | 21 | 28 | 27 |
| Yugoslavia | 0 | 0 | 0 | 1 | 1 | 2 | 3 | 1 | 0 | 1 |

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 500 World Banks Ranked by Deposits** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

______________________________

(2.) What do you like **best** about this tabulation?

______________________________

(3.) What do you like **least** about this tabulation?

______________________________

(4.) **How** do you use this information in your work?

______________________________

(5.) What **new** statistical survey would you like to see?

______________________________

______________________________

**Name (optional)**______________

**Title**______________

**Company**______________

**Address**______________

______________

**Phone**______________

# Japan Dominates Listing of Top 500 World Banks by Deposits

Continued from Page 1

Second, the yen held up well against the dollar last year. It depreciated only 4.4% from Sept. 30, 1983, to Sept. 30, 1984, while the currencies of the other major countries in the listing — the United Kingdom, Germany, and France — fell sharply vis-a-vis the dollar.

As a result, the substantial 14.5% growth in yen-denominated deposits of the Japanese banks translated into a still sizable 10.3% rate of growth when measured in terms of U.S. dollars. In contrast, the deposits of these other countries either fell sharply or rose only modestly.

For example, the dollar-denominated deposits of the 22 British banks in the listing fell 8.5% last year, as the pound dropped 20% against the dollar from yearend 1983 to yearend 1984.

The dollar-denominated deposits of the 39 German banks in the listing fell 9.1%, as the deutsche mark dropped 13.9% vis-a-vis the dollar. And the dollar-denominated deposits of the 19 French banks rose by only 1.5%, as the franc fell 14% against the dollar.

The third major reason cited by Mr. Yonemura for the 1984 deposit increase reflects "the lowering of [Japanese] interest rates, which stimulated a continuous increase in loans to small and medium-size businesses.

"The official bank rate was reduced from 5.5% to 5% on Oct. 22, 1983; the short-term prime rate from 6% to 5.5% on Nov. 11, 1983; and the prime rate for long-term loans from 8.4% to 8.2% on Oct. 28, 1983, and then to 7.9% on March 28, 1984."

### Fourth and Fifth Reasons

The fourth major reason for the surge in deposits, Mr. Yonemura said, was the lowering of the minimum denomination of a certificate of deposit from 500 million yen ($2 million) to 300 million yen ($1.2 million) caused total outstanding CDs in all Japanese financial institutions to rise 49.3% in 1984, compared with 30.5% in 1983.

And the fifth reason cited by Mr. Yonemura was the growth in deposits in overseas branches "due to the deregulation of branching in foreign countries and the liberalization measures on the issuance of Euroyen bonds and the extension of Euroyen loans.

"Total deposits in the 13 city banks increased 15% between October 1983 and September 1984, reflecting an 8.6% rise in domestic branches and a 28.9% increase in branches abroad," Mr. Yonemura said. The fact that the figures for some banks are consolidated to reflect the ownership of foreign institutions that are more than 50% owned "contributed further to the great gains made by Japanese banks," Mr. Yonemura said.

The consolidation of foreign subsidiaries especially helped Fuji Bank Ltd. and Mitsubishi Bank Ltd., both in Tokyo. Each acquired a major U.S. financial institution last year.

Fuji Bank acquired the $3 billion-asset Walter E. Heller & Co., the Chicago-based finance company, in January 1984. And Mitsubishi acquired the $3.3 billion-asset Bancal Tri-State Corp., San Francisco, the parent of the $2.4 billion-deposit Bank of California NA, in May 1984.

### Big Ones Benefit Most

The large Japanese banks appear to have benefited more than the smaller Japanese banks from the five growth factors mentioned above. There are 48 Japanese banks among the top 200 world banks, and 44 posted gains in rank; the positions of two others were unchanged; one dropped in rank; and one — the 76th-ranked Zenshinren Bank, Tokyo — is new to the listing.

In the second tier of banks — those ranking from 201 through 500 — there are 47 Japanese banks. But only 21 of these moved up in rank; 24 declined in rank; and two were unchanged.

As reported by the *American Banker* on July 3, the three largest banks in the world on Sept. 30, 1984, as measured by deposits were: Dai-Ichi Kangyo Bank Ltd., Tokyo, with deposits of $95.1 billion, up 7.5% from $88.4 billion on Sept. 30, 1983, when it ranked second; Fuji Bank with $90.3 billion in deposits, up 11.5% from the previous year when it ranked fifth; and Sumitomo Bank Ltd., Osaka, with $89.9 billion, up 13.1% from the year-earlier figure, when it ranked sixth.

Sept. 30 figures are used for all of the Japanese banks in the listing.

### US Banks Also Gain

As a group, the U.S. banks also strengthened their position among the top world banks. The total number of U.S. banks in the listing rose to 115 in 1984, up from 102 in 1983.

This is the largest number of U.S. banks in the listing since 1977, when there were 115 U.S. banks. In addition, for the second consecutive year, U.S. banks increased their share of the top 500's deposits to 16.4% in 1984 from 15.5% in 1983. This is the highest share for the U.S. banks since 1977, when they accounted for 19.4% of the top 500 banks' deposits.

The major reasons for the gains scored by U.S. banks last year were the continued strength of the dollar and significant merger activity among the nation's top banks.

Of the 63 currencies tracked by the *American Banker* for the listing, 53 fell against the dollar and only three gained. Six of the 10 banks with the largest increase in deposits were American banks, and all six were involved in merger activity.

Of course, there were some noteworthy exceptions. Bank of America lost its No. 1 ranking, falling three places to rank fourth, with deposits of $88.2 billion on Dec. 31, 1984. This was down 2.3% from the $90.3 billion of a year earlier. Prior to last year, Bank of America had ranked as the top deposit-taker in the world for 19 of the past 20 years.

Continental Illinois National Bank and Trust Co., Chicago, had the largest loss in deposits of any of the banks ranked among the top 500. Its deposits fell 48.1%, and it dropped 43 places to rank 99th.

### Last Minute Changes

Today's survey includes a listing of the top 500 commercial and savings banks; a listing of the next 500 largest banks; a geographical breakdown of the top 500 banks by size within a country; an alphabetical listing of the top 500 banks showing deposit and asset rankings. There are also several summary tables that identify the largest deposit gainers and losers, the 10 largest countries in the listing, and the aggregate deposit totals for the world's top 500 banks.

Some of the more important survey findings are given below. However, it should be noted that the *American Banker* made several last minute changes in the main listings of the world's top 100 banks in deposits and in assets (the latter to be published Tuesday). But it was not possible to revise the geographical and alphabetical listings in today's paper.

The changes were due to a correction in the deposits and assets reported by Banque Paribas, Paris, and a revision in the assets used for seven Japanese trust banks. All eight banks ranked among the top 100 banks in both deposits and assets.

The correct deposits and deposit rank are shown for Banque Paribas on the geographical listing, but the incorrect deposit and asset ranks are shown for the bank on the alphabetical listing. Banque Paribas' correct deposit and asset ranks are 75 and 81, respectively.

Also, the deposit ranks are incorrect for the banks ranked 46 to 75 on both the geographical and alphabetical listings. To obtain the correct deposit rank for these banks, subtract one from the rank shown.

In addition, the asset rankings for banks 20-to-93 are incorrect on today's alphabetical listing because of the revision in the assets of Banque Paribas and of seven Japanese banks. The correct assets and asset rankings for all banks will be shown in Tuesday's listing of the top 100 world banks in assets.

### Other Findings

The survey also found that:

- The largest merger last year was the Bank of Montreal's acquisition of the $8.8 billion-asset Harris Bankcorp Inc., Chicago, parent of the $5.4 billion-deposit Harris Trust and Savings Bank, on Sept. 4, 1984. This acquisition helped the Bank of Montreal move up five places to rank 28th, with $50.7 billion in deposits.

Harris Trust and Savings is the 37th largest bank in the United States and ranked 238th among the top 500 banks in the world.

- The largest merger involving two foreign banks last year was the Australia and New Zealand Banking Group's acquisition of the $6.1 billion-deposit Grindlays Bank PLC, London, on Sept. 7, 1984. This acquisition increased the deposits of the Melbourne-based bank by 38% last year, bringing it to $23.6 billion on Sept. 30, 1984, from $17.1 billion a year earlier.

The Australia and New Zealand Banking Group, which moved up 26 places in rank to 70th, is now the largest bank in Australia as measured by deposits, surpassing two Sydney-based institutions: the $22.5 billion-deposit Westpac Banking Corp., and the $19.3 billion-deposit Commonwealth Banking Corp.

In terms of assets, Westpac retained its position as Australia's largest bank, with $30.3 billion, compared with $26.6 billion for the Australia and New Zealand Banking Group.

Grindlays is the 12th largest bank in the United Kingdom, and it ranked 216th among the top 500 banks in the world.

- The largest newcomer to the listing is the Zenshinren Bank, Tokyo, which has $21.5 billion in deposits and ranks 76th. Zenshinren is the central cooperative bank for Shinkin banks. Shinkin banks are cooperative financial institutions that provide financial services to small and medium-size enterprises and individuals.

Shinkin banks are regional, confining their activities to specific areas. Since the pattern of demand for funds varies by region and by season, the Zenshinren Bank was established to act as an intermediary in adjusting fluctuations in the flow of funds. It also pools the resources of the Shinkin banks to work toward the common good of each bank.

- Bank Bumiputra Malaysia Berhad, Kuala Lumpur, was the largest bank to submit its data too late for inclusion in the listing of the top 500 banks. The bank had $5.64 billion in deposits at yearend 1984 and would have ranked 229th among the world's top 500 if its data were received earlier. (A list of the five banks that failed to submit their data on time accompanies this story in a table entitled "Too Late to Be Listed."

- The total deposits of the top 500 banks were $5.86 trillion, up 3.4% from $5.68 trillion the year before. The 385 foreign banks in the listing had $4.91 trillion in deposits, and the 115 U.S. banks had $961 billion. A year earlier, there were 398 foreign banks in the listing and they had $4.8 trillion in deposits, and the 102 U.S. banks had $882 billion.

The *American Banker* surveys directly 800 foreign commercial and savings banks and 300 U.S. commercial and savings banks to obtain the data found in today's listing. However, in the case of foreign savings banks, savings bank associations are an important data source, since a large number of these banks do not respond to our data requests.

The Association of Swiss Cantonal Banks, Basel, Switzerland, the Confederacion Espanola de Cajas de Ahorros, Madrid, Spain, and the Trustee Savings Bank Central Board, London, England, are three of the associations that have provided the bulk of the savings bank data from their respective countries. In addition, the Institute for Financial Affairs Inc., Tokyo, has been an invaluable source of data for Japanese "sogo" banks. ■

---

## Hutton . . .

Continued from Page 1

than the $8 million it had set aside to pay back banks victimized by its illegal cash management practices from 1980 to 1982.

Observers offered three reasons why institutions involved in the overdraft scheme might not seek restitution. Most frequently mentioned was the probable aversion to admitting publicly to being duped by the scheme. Another factor might have been the difficulty and expense of reviewing five-year-old transactions to determine whether a loss occurred. The third possibility, the observers said, is that institutions may have feared antagonizing a customer that is a major user of transactional services.

Another factor to consider, according to one source familiar with the Hutton case, is that much of the broker's profits from the scheme might have been borne not by banks but by the Federal Reserve System, whose inefficient check-collection system of a few years ago carried billions of dollars in float daily.

Other observers, however, notably Rep. William Hughes, D-N.J., played down the significance of the apparently low number of claims filed. The congressman, who chairs the House Judiciary crime subcommittee, which is investigating Hutton's illegal activities, pointed out that victimized banks not participating in the court-run program could still bring civil action against the brokerage house. Rep. Hughes also said he was aware of private settlements already worked out between Hutton and individual banks.

As of last Wednesday — one day before the deadline — about 50 banks had notified the brokerage house they would file restitution claims, according to unnamed Hutton "officials and attorneys" quoted in *The Wall Street Journal*. The total amount of claims submitted then was less than $1 million, the article said. That figure did not include the claims of "a handful" of banks that had been given filing extensions.

Hutton issued a statement on Thursday saying that the quoted figures "did not represent the official position of the company." When "the company has exact figures to report, we will make an announcement at that time," the statement said.

The brokerage house last week did not respond to repeated requests from the *American Banker* for information on filings for restitution under the program, which grew out of the firm's guilty plea on May 2 to 2,000 felony counts of mail and wire fraud. In addition, William Hughes Mulligan, the New York lawyer appointed by the court to oversee the restitution process, was said to be away on business and could not be reached.

A source close to Hutton told the

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BETHESDA MD 20814

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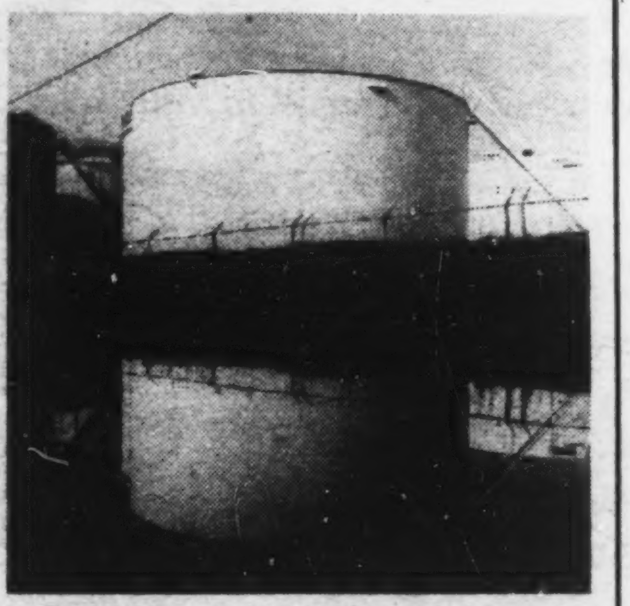
## TODAY



**HOW MUCH IS TOO MUCH?** Last week's minimal price cut by OPEC won't shake up the energy market, but the cartel's internal dissension at a time of oil glut has added an unknown variable to the petroleum trade equation. Today's feature section looks at how energy lending institutions are dealing with the boom-and-bust cycle of the energy world; it begins on page.............. 11

**HAUTE CUISINE:** Big international banks appear to have an appetite for banks of other countries, according to an *American Banker* survey.......... 1

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**MONEY BROKER'S PETITION:** A money broker has sued the FDIC, demanding depositors be reimbursed $2.4 million placed through the brokerage.................................. 3

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**Quote**

*I remember sitting in Prof. Milton Friedman's class, and he asked me to explain something. Now I had been asleep and never did hear the question. So I said, "I'm sorry, Prof. Friedman, I did not hear the question, but I'm sure the answer is: Reduce the money supply."*

Rob Kolson, investment banker. [64]

**Unquote**

# World Banking Survey: Takeover Activity Rises

## But US Banks Are No Longer The No. 1 Acquisition Targets

By L. MICHAEL CACACE

NEW YORK — Large international banks appear to be stepping up their merger activity with banks outside their own countries and most of their acquisition targets are banks outside the United States. Last year, there were eight major foreign bank acquisitions, and five involved banks outside the U.S.

The reasons for expansion abroad are varied. They include moving into new markets or expanding in existing ones, finding better investment opportunities abroad than at home, and the international positioning of a bank for expected competition from abroad.

These are some of the findings of part two of the *American Banker*'s 29th annual world banking survey published today. It lists the top 500 banks in assets. Part one of the survey, published Monday, listed the top 500 banks in deposits.

Prior to last year, "the biggest game in town was to buy an American bank, but that has changed," said Robin Monroe-Davies, managing director of IBCA Banking Analyst Ltd., New York.

Foreign banks are still interested in

➵ World: Page 62

### International Acquisitions in 1984

| Acquirer | Acquired | ($ Billion) Assets of Acquired Bank |
|---|---|---|
| Bank of Montreal, Canada | Harris Bankcorp., Chicago | $8.8 |
| Australia and New Zealand Banking Group Ltd., Melbourne | Grindlays Bank PLC, London | $6.8 |
| Mitsubishi Bank Ltd., Tokyo | Bancal Tri-State Corp., San Francisco | $3.1 |
| Fuji Bank Ltd., Tokyo | Walter E. Heller & Co., Chicago | $3.0 |
| Arab Banking Corp, Manama, Bahrain | Banco Atlantico, Barcelona | $2.2 |
| Sumitomo Bank Ltd., Osaka | Banca del Gottardo, Lugano, Switzerland | $1.9 |
| Kansillis-Osake Pankki, Helsinki, Finland | Nordfinanz-Bank Zurich, Switzerland | $1.0 |
| Citicorp, New York | Mercantile Bank Ltd., Hong Kong | $0.5 |
| Istituto Bancario San Paolo di Torino, Turin | Bankhaus Bruell und Kallmus Vienna, Austria | $0.07 |

Deals listed in order of size of bank acquired.

# Random Thoughts

By SANFORD ROSE

As noted many times in this column, there is a great deal of appeal to the idea of requiring banks to raise more capital. If banks are becoming riskier, the regulators ought to demand a larger capital cushion. And if the cost of raising that capital is onerous, that's just tough. Right?

It is clear that if banks raise capital in the form of subordinated debentures, and if the subordinated debenture holder does not insist on those typical restrictive covenants that make it difficult for the regulators to wipe him out in the event of bank failure (e.g., Continental Illinois), then the cost of debt capital could become very high indeed. Once the debenture holder surrenders the right to hold the regulators hostage, he is practically naked and must demand the appropriate risk premium.

Indeed, Merrill Lynch has argued that it would be impossible to market debentures that did not contain those protective covenants. That is, of course, the view of practitioners, not economists. The latter

➵ Random Thoughts: Page 4

# Independent Banks to Sue FDIC Over Disclosure

By NINA EASTON

WASHINGTON — The Independent Bankers Association of America on Monday announced plans to sue the Federal Deposit Insurance Corp. over its new policy of disclosing enforcement actions against banks.

Arguing that disclosures of enforcement proceedings may touch off depositor runs, small and medium-sized banks represented by the IBAA have sharply criticized the

➵ IBAA: Page 56

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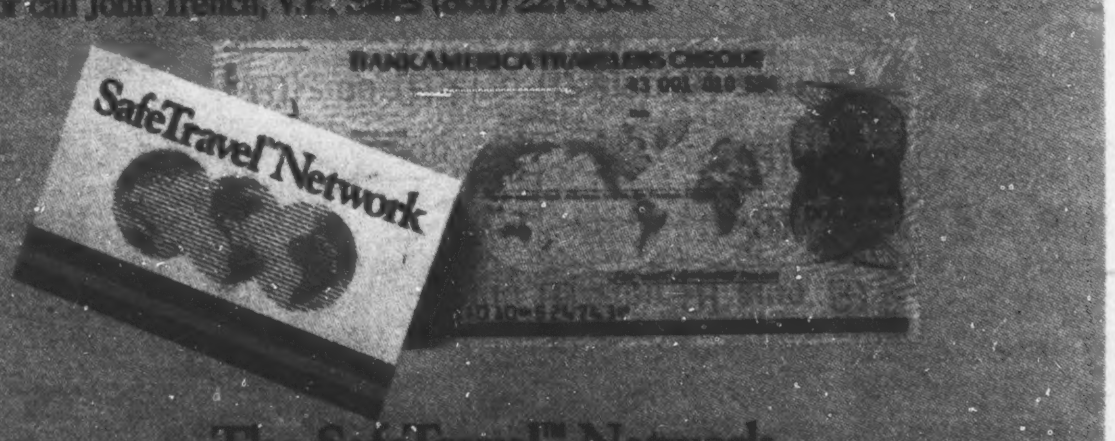

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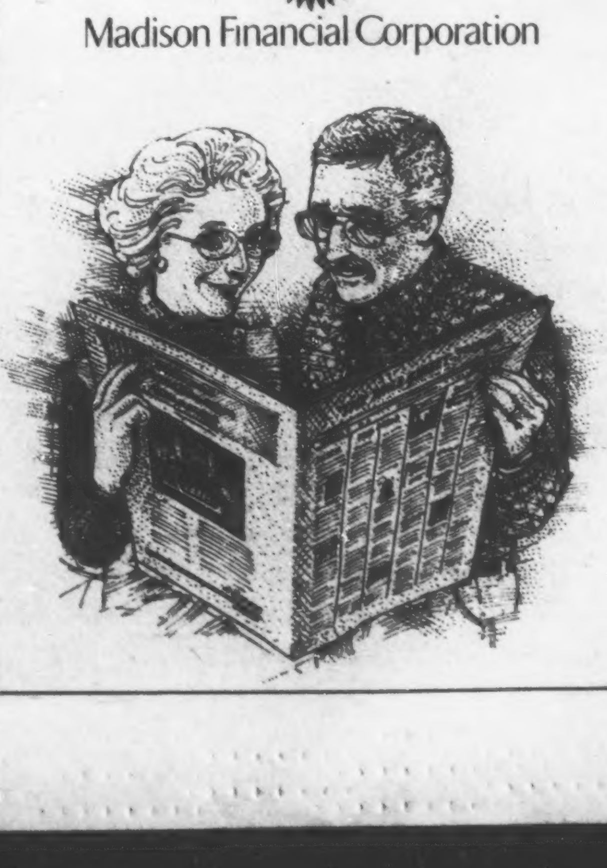

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF ASSETS

Compiled by **American Banker** Copyright 1985

| Asset Rank 1984 | | | Assets in US Dollars 12/31/84 (a) | Assets in US Dollars 12/31/83 (a,d) | Asset Rank 12/31/83 | Gain in Rank | Bank Branches 12/31/84 | Employees 12/31/84 | Operating Since |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Dai-Ichi Kangyo Bank Ltd., Tokyo(e) | Japan | 118,546,140,800s | 110,450,681,360s | 1 | | 359 | 21,986 | 1897 |
| 2 | Fuji Bank, Ltd., Tokyo (e) | Japan | 114,599,348,475s | 103,634,474,320s | 4 | +2 | 427 | 16,420 | 1880 |
| 3 | Sumitomo Bank Ltd., Osaka(e) | Japan | 112,214,740,845s | 101,254,413,920s | 5 | +2 | 248 | 15,136 | 1895 |
| 4 | Mitsubishi Bank Ltd., Tokyo (e) | Japan | 110,202,876,925s | 98,166,633,920s | 7 | +3 | 224 | 15,834 | 1880 |
| 5 | Citibank NA, New York | United States | 108,879,000,000 | 104,392,000,000 | 2 | | 550 | 48,700 | 1812 |
| 6 | Bank of America NT&SA, San Francisco | United States | 100,322,000,000 | 104,085,306,000 | 3 | | 1,060 | 70,608 | 1904 |
| 7 | Sanwa Bank Ltd., Osaka (e) | Japan | 98,794,154,700s | 91,354,501,520u | 9 | +2 | 311 | 16,158 | 1877 |
| 8 | Banque Nationale de Paris | France | 97,806,050,518s | 101,190,877,800s | 6 | | 2,614 | 60,014 | 1966 |
| 9 | Credit Agricole Mutuel, Paris | France | 91,323,013,600s | 90,364,800,000s | 10 | +1 | 10,787 | 74,154 | 1920 |
| 10 | Credit Lyonnais, Paris | France | 89,409,317,890s | 88,273,166,760s | 11 | +1 | 2,516 | 45,894 | 1863 |
| 11 | Societe Generale, Paris | France | 86,088,852,197s | 86,493,165,840s | 13 | +2 | 2,191 | 44,088 | 1864 |
| 12 | Barclays Plc, London | United Kingdom | 85,108,188,000s | 94,110,800,000s | 8 | | 3,100 | 125,900 | 1896 |
| 13 | Norinchukin Bank, Tokyo(e) | Japan | 82,719,931,950 | 75,314,700,240 | 16 | +3 | 38 | 3,250 | 1923 |
| 14 | National Westminster Bank Plc, London | United Kingdom | 82,673,652,000s | 87,024,650,000s | 12 | | 3,801 | 83,700 | 1658 |
| 15 | Industrial Bank of Japan, Ltd., Tokyo(e) | Japan | 81,355,700,190s | 74,192,902,240s | 17 | +2 | 28 | 5,928 | 1902 |
| 16 | Tokai Bank Ltd., Nagoya(e) | Japan | 75,746,179,445s | 64,767,144,800s | 22 | +6 | 238 | 14,233 | 1941 |
| 17 | Chase Manhattan Bank NA, New York | United States | 74,607,290,000 | 72,956,042,000 | 18 | +1 | 333 | 38,170 | 1799 |
| 18 | Mitsui Bank, Ltd., Tokyo (e) | Japan | 73,274,575,845s | 69,541,003,200s | 19 | +1 | 218 | 11,701 | 1876 |
| 19 | Deutsche Bank, Frankfurt | Germany | 73,008,878,896s | 76,765,217,143s | 14 | | 1,411 | 41,519 | 1870 |
| 20 | Midland Bank Plc, London | United Kingdom | 71,074,348,000s | 76,288,850,000s | 15 | | 3,000 | 80,626 | 1836 |
| 21 | Bank of Tokyo, Ltd. (e) | Japan | 65,852,036,215s | 65,089,728,240s | 21 | | 291 | 14,575 | 1947 |
| 22 | Long-Term Credit Bank of Japan Ltd., Tokyo(e) | Japan | 65,149,061,415u | 60,390,922,080u | 23 | +1 | 26 | 3,433 | 1952 |
| 23 | Royal Bank of Canada, Montreal | Canada | 64,349,500,200s | 65,466,996,216s | 20 | | 1,510 | 38,189 | 1869 |
| 24 | Mitsubishi Trust & Banking Corp., Tokyo (e) | Japan | 61,393,506,945u | 57,382,192,640u | 27 | +3 | 57 | 6,592 | 1927 |
| 25 | Morgan Guaranty Trust Co., New York | United States | 60,730,018,000 | 54,367,668,000 | 29 | +4 | 21 | 12,204 | 1839 |
| 26 | Hongkong and Shanghai Banking Corp., Hong Kong | Hong Kong | 59,644,899,000s | 58,176,582,400s | 26 | | 1,100 | 45,000 | 1865 |
| 27 | Manufacturers Hanover Trust Co., New York | United States | 59,598,505,000 | 54,321,344,000 | 30 | +3 | 210 | 23,756 | 1812 |
| 28 | Taiyo Kobe Bank, Ltd., Kobe (e) | Japan | 58,430,380,575u | 53,242,129,440u | 32 | +4 | 357 | 15,545 | 1936 |
| 29 | Sumitomo Trust & Banking Co., Ltd., Osaka (e) | Japan | 57,774,930,375u | 52,319,823,440u | 35 | +6 | 58 | 6,281 | 1925 |
| 30 | Bank of Montreal | Canada | 55,388,290,040s | 48,746,577,868s | 38 | +8 | 1,222 | 33,598 | 1817 |
| 31 | Dresdner Bank, Frankfurt | Germany | 54,972,308,000s | 58,709,357,000s | 24 | | 957 | 32,197 | 1872 |
| 32 | Mitsui Trust & Banking Co., Ltd., Tokyo (e) | Japan | 54,436,570,525u | 51,131,309,040u | 36 | +4 | 57 | 4,976 | 1924 |
| 33 | Daiwa Bank, Ltd., Osaka(e) | Japan | 51,672,650,085u | 47,186,917,600u | 40 | +7 | 188 | 10,098 | 1918 |
| 34 | Lloyds Bank Plc, London | United Kingdom | 50,874,404,000s | 55,726,400,000s | 28 | | 1,765 | 70,866 | 1765 |
| 35 | Union Bank of Switzerland, Zurich | Switzerland | 50,315,939,712u | 52,850,159,479u | 33 | | 274 | 17,647 | 1912 |
| 36 | Canadian Imperial Bank of Commerce, Toronto | Canada | 49,424,849,720s | 52,768,578,119s | 34 | | 1,641 | 32,615 | 1875 |
| 37 | Banco do Brasil, Brasilia | Brazil | 48,627,710,778s | 54,244,505,362s | 31 | | 2,269 | 116,656 | 1808 |
| 38 | Chemical Bank, New York | United States | 48,326,615,000 | 45,956,042,000 | 41 | +3 | 292 | 17,919 | 1824 |
| 39 | Banca Nazionale del Lavoro, Rome | Italy | 46,952,427,526s | 43,837,371,925s | 42 | +3 | 424 | 25,059 | 1913 |
| 40 | Banco Espanol de Credito, Madrid | Spain | 46,354,497,600s | 42,320,134,400s | 45 | +5 | 2,700 | 21,700 | 1902 |
| 41 | Yasuda Trust & Banking Co. Ltd., Tokyo(e) | Japan | 46,036,560,980 | 40,241,823,040 | 49 | + 8 | 55 | 5,318 | 1925 |
| 42 | Swiss Bank Corp., Basle | Switzerland | 45,706,225,824u | 48,266,572,290u | 39 | | 217 | 14,400 | 1872 |
| 43 | Westdeutsche Landesbank Girozentrale, Duesseldorf | Germany | 44,658,560,625s | 51,035,196,459s | 37 | | 4 | 7,236 | 1832 |
| 44 | Bank of Nova Scotia, Toronto | Canada | 42,370,752,400s | 42,718,729,894s | 44 | | 1,196 | 25,527 | 1832 |
| 45 | Bankers Trust Co., New York | United States | 41,371,810,000 | 36,948,980,000 | 55 | + 10 | 20 | 10,409 | 1903 |
| 46 | Algemene Bank Nederland, Amsterdam | Netherlands | 41,160,058,240s | 43,226,778,806s | 43 | | 960 | 28,381 | 1824 |
| 47 | Nippon Credit Bank, Ltd., Tokyo (e) | Japan | 40,534,607,220 | 37,114,835,760 | 54 | +7 | 22 | 1,942 | 1957 |
| 48 | Standard Chartered Bank, London | United Kingdom | 39,836,106,800s | 31,672,205,000t | 65 | + 17 | 2,000 | 55,000 | 1858 |
| 49 | Bayerische Vereinsbank, Munich | Germany | 39,190,906,812s | 41,620,454,511s | 47 | | N.A. | 11,442 | 1780 |
| 50 | Security Pacific National Bank, Los Angeles | United States | 38,867,550,000 | 34,328,650,000 | 59 | +9 | 619 | 25,192 | 1871 |
| 51 | Commerzbank, Duesseldorf | Germany | 38,729,175,763s | 41,505,451,165s | 48 | | 882 | 22,801 | 1870 |
| 52 | Kyowa Bank, Ltd., Tokyo(e) | Japan | 36,719,460,470u | 32,757,498,000u | 62 | + 10 | 241 | 10,833 | 1945 |
| 53 | Shoko Chukin Bank, Tokyo (e) | Japan | 36,573,326,380 | 33,899,024,720 | 60 | +7 | 90 | 6,909 | 1936 |
| 54 | Banca Commerciale Italiana, Milan | Italy | 35,886,045,600s | 39,337,156,168s | 52 | | 551 | 22,375 | 1894 |
| 55 | Rabobank Nederland, Utrecht | Netherlands | 35,677,334,840s | 38,561,221,982s | 53 | | 3,478 | 29,211 | 1898 |
| 56 | Toronto Dominion Bank | Canada | 35,413,580,160s | 32,556,553,510s | 63 | +7 | 988 | 17,495 | 1855 |
| 57 | Amsterdam-Rotterdam Bank, Amsterdam | Netherlands | 34,964,654,200s | 39,956,590,328s | 50 | | 830 | 23,341 | 1863 |
| 58 | Istituto Bancario San Paolo di Torino, Turin | Italy | 34,939,258,872s | 30,405,921,116s | 70 | + 12 | 633 | 17,332 | 1563 |
| 59 | Saitama Bank Ltd., Urawa (e) | Japan | 34,709,344,255s | 30,777,731,760s | 67 | +8 | 195 | 8,589 | 1943 |
| 60 | Toyo Trust & Banking Co. Ltd., Tokyo (e) | Japan | 33,781,158,810 | 30,552,210,400 | 69 | +9 | 58 | 4,840 | 1959 |
| 61 | First National Bank, Chicago | United States | 33,521,021,000 | 33,504,600,000 | 61 | | 17 | 10,645 | 1863 |
| 62 | Bayerische Hypotheken-und Wechsel-Bank, Munich | Germany | 33,198,960,000s | 35,626,602,270s | 57 | | 486 | 10,620 | 1835 |
| 63 | Bayerische Landesbank Girozentrale, Munich | Germany | 32,369,495,076 | 36,117,251,343s | 56 | | 5 | 4,122 | 1972 |
| 64 | Credit Suisse, Zurich | Switzerland | 32,266,828,078u | 35,466,012,000u | 58 | | 180 | 12,204 | 1856 |
| 65 | Bank Melli Iran, Tehran | Iran | 31,000,043,774 | 27,943,245,000 | 74 | +9 | 1,625 | 17,978 | 1928 |
| 66 | Cassa di Risparmio delle Provincie Lombarde, Milan | Italy | 30,976,825,264s | 31,775,437,274s | 64 | | 533 | 13,494 | 1823 |
| 67 | Credito Italiano, Milan | Italy | 30,371,483,885s | 29,245,485,087s | 71 | +4 | 492 | 18,348 | 1870 |
| 68 | Westpac Banking Corp., Sydney (e) | Australia | 30,268,087,250s | 28,271,095,242s | 73 | +5 | 1,792 | 32,000 | 1817 |
| 69 | Monte dei Paschi di Siena | Italy | 30,240,195,480s | 27,534,933,956s | 76 | +7 | 735 | 16,013 | 1472 |
| 70 | Hokkaido Takushoku Bank, Ltd., Sapporo(e) | Japan | 29,592,262,710u | 26,567,136,160u | 77 | +7 | 197 | 7,252 | 1900 |
| 71 | Continental Illinois Nat'l Bank & Trust Co., Chicago | United States | 29,576,845,000 | 39,810,591,000 | 51 | | 19 | 9,594 | 1857 |
| 72 | International Westminster Bank Plc, London | United Kingdom | 29,390,697,724t | 30,940,440,750st | 66 | | 10 | 710 | 1913 |
| 73 | Rafidain Bank, Baghdad | Iraq | 28,815,278,026 | 22,316,692,124 | 85 | + 12 | 240 | 12,536 | 1941 |
| 74 | Bank of Yokohama, Ltd. (e) | Japan | 28,576,031,050s | 24,994,125,840s | 81 | +7 | 193 | 7,256 | 1920 |
| 75 | Norddeutsche Landesbank Girozentrale, Hannover | Germany | 27,864,544,200s | 30,717,900,000s | 68 | | 224 | 4,457 | 1970 |
| 76 | Banco di Roma, Rome | Italy | 27,605,658,019s | 25,845,646,990s | 78 | +2 | 440 | 16,096 | 1880 |
| 77 | Societe Generale de Banque, Brussels | Belgium | 26,655,089,800s | 27,652,116,900s | 75 | | 1,176 | 15,778 | 1822 |
| 78 | Australia & New Zealand Banking Group, Ltd., Melbourne(e) | Australia | 26,634,591,270s | 18,387,104,268s | 102 | + 24 | 1,442 | 36,789 | 1835 |
| 79 | Deutsche Genossenschaftsbank, Frankfurt | Germany | 26,151,270,790s | 28,319,068,666s | 72 | | 12 | 2,429 | 1895 |
| 80 | Banque Indosuez, Paris | France | 25,609,578,555s | 25,388,851,440s | 80 | | N.A. | 13,300 | 1875 |
| 81 | Banque Paribas, Paris | France | 24,513,660,512u | 24,619,200,000u | 82 | +1 | N.A. | 28,000 | 1872 |
| 82 | Wells Fargo Bank NA, San Francisco | United States | 23,598,531,000 | 23,389,955,000 | 83 | +1 | 337 | 13,959 | 1852 |
| 83 | Commonwealth Banking Corp., Sydney (f) | Australia | 23,577,109,312s | 20,734,569,600s | 92 | +9 | 1,316 | 31,461 | 1960 |
| 84 | Zenshinren Bank, Tokyo (e) | Japan | 23,204,672,620 | .......... | ... | | 17 | 947 | 1950 |
| 85 | Bank Leumi le-Israel, Tel-Aviv | Israel | 22,403,800,200s | 21,938,352,992s | 86 | +1 | 419 | 14,901 | 1902 |
| 86 | Banco di Napoli, Naples | Italy | 22,297,506,552u | 21,695,178,076u | 88 | +2 | 499 | 13,070 | 1539 |
| 87 | Lloyds Bank International Ltd., London | United Kingdom | 21,810,252,000st | 22,679,450,000st | 84 | | 217 | 10,000 | 217 |
| 88 | Crocker National Bank, San Francisco | United States | 21,701,124,000t | 21,767,537,000t | 87 | | 341 | 12,810 | 1870 |
| 89 | Mellon Bank NA, Pittsburgh | United States | 21,630,172,000 | 18,886,003,000 | 101 | + 12 | 125 | 8,138 | 1869 |
| 90 | Banque Bruxelles Lambert, Brussels (e) | Belgium | 20,924,147,673s | 21,109,658,075s | 91 | +1 | 980 | 11,829 | 1871 |
| 91 | Bank Hapoalim, Tel-Aviv | Israel | 20,828,216,400s | 19,956,207,908s | 97 | +6 | 370 | 10,156 | 1921 |
| 92 | State Bank of India, Bombay | India | 20,755,113,160u | 25,515,575,000s | 79 | | 7,000 | 200,000 | 1955 |
| 93 | Chuo Trust & Banking Co., Ltd., Tokyo(e) | Japan | 20,570,921,735u | 17,720,804,400u | 105 | + 12 | 52 | 3,763 | 1962 |
| 94 | Marine Midland Bank NA, Buffalo, N.Y. | United States | 20,378,010,000t | 20,700,966,000t | 93 | | 299 | 11,931 | 1976 |
| 95 | Skandinaviska Enskilda Banken, Stockholm | Sweden | 20,303,815,500s | 20,336,967,400s | 96 | +1 | 349 | 7,893 | 1856 |
| 96 | Groupe Des Banques Populaires, Paris | France | 20,049,877,000s | 20,403,600,000s | 95 | | 1,825 | 28,500 | 1878 |
| 97 | Banco Central, Madrid | Spain | 19,999,202,400s | 19,225,856,000s | 99 | +2 | 3,084 | 27,698 | 1919 |
| 98 | Bank fuer Gemeinwirtschaft, Frankfurt | Germany | 19,770,560,884s | 21,520,206,267s | 89 | | 276 | 8,576 | 1958 |
| 99 | National Australia Bank Ltd, Melbourne(e) | Australia | 19,195,412,490s | 17,844,234,486s | 104 | +5 | 1,314 | 20,602 | 1858 |
| 100 | First Interstate Bank of California, Los Angeles | United States | 19,167,537,000 | 19,550,241,000 | 98 | | 344 | 12,524 | 1868 |

**(a)** — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name ofthe bank, all figures are for fiscal year after 9/30/84. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/84. **(f)** — Data are for 6/30/84. **(g)** — Latest data are prior to 6/30/84. **(h)** — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(v)** — Based on revised data. Rank that bank would have had, if revised data had been used. **(w)** — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets.The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. **N.A.** — Not available.

**Note: Last minute corrections were made for banks ranked 20 through 93 on this table. As a result, the asset ranks for the banks falling within this range will be incorrect on the alphabetical listing.**

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF ASSETS

Compiled by **American Banker** Copyright 1985

| Asset Rank 1984 | | | Assets in US Dollars 12/31/84 (a) | Assets in US Dollars 12/31/83 (a,d) | Asset Rank 12/31/83 | Gain in Rank | Bank Branches 12/31/84 | Employees 12/31/84 | Operating Since |
|---|---|---|---|---|---|---|---|---|---|
| 101 | Nederlandsche Middenstandsbank, Amsterdam | Netherlands | 19,136,898,200s | 20,643,433,942s | 94 | | 509 | 11,530 | 1927 |
| 102 | Kredietbank International Group, Brussels | Belgium | 19,041,408,000s | 19,077,763,180s | 100 | | 861 | 11,194 | 1935 |
| 103 | Hessische Landesbank-Girozentrale, Frankfurt | Germany | 19,018,099,464s | 21,279,671,819s | 90 | | 5 | 2,841 | 1953 |
| 104 | Banque Francaise du Commerce Exterieur, Paris | France | 18,287,721,070 | 16,459,838,040 | 108 | +4 | 29 | 2,966 | 1947 |
| 105 | Creditanstalt-Bankverein, Vienna | Austria | 17,652,760,560 | 18,343,553,250s | 103 | | 321 | 8,629 | 1855 |
| 106 | Svenska Handelsbanken, Stockholm | Sweden | 17,539,953,500s | 17,665,106,600s | 106 | | 454 | 6,056 | 1871 |
| 107 | Banco Hispano-Americano, Madrid | Spain | 17,410,102,800s | 12,668,632,581u | 128 | + 21 | 1,745 | 21,865 | 1900 |
| 108 | Banco Exterior de Espana, Madrid | Spain | 17,242,083,900s | 13,724,332,800u | 124 | + 16 | 828 | 12,952 | 1929 |
| 109 | First National Bank, Boston | United States | 16,955,182,000 | 15,219,174,000 | 112 | +3 | 251 | 12,823 | 1784 |
| 110 | Hokuriku Bank Ltd., Toyama(e) | Japan | 16,580,761,185 | 15,926,639,920 | 110 | | 173 | 5,362 | 1977 |
| 111 | Credit Commercial de France, Paris | France | 16,561,554,267s | 16,081,355,880s | 109 | | 234 | 8,000 | 1894 |
| 112 | Banco de Vizcaya, Bilbao | Spain | 16,430,620,500s | 15,121,651,200s | 115 | +3 | 1,943 | 16,984 | 1901 |
| 113 | National Commercial Bank, Jeddah(e) | Saudi Arabia | 16,132,291,167 | 14,546,206,261 | 118 | +5 | 173 | 6,154 | 1938 |
| 114 | Post-Och Kreditbanken, Stockholm | Sweden | 16,066,481,000s | 15,405,166,000s | 111 | | 178 | 3,945 | 1974 |
| 115 | Caisse Generale d'Epargne et de Retraite, Brussels | Belgium | 15,972,014,600s | 16,713,784,900 | 107 | | 1,102 | 9,617 | 1865 |
| 116 | Chiba Bank, Ltd.(e) | Japan | 15,616,875,520 | 15,161,328,400 | 114 | | 155 | 5,412 | 1948 |
| 117 | National Bank of Greece, Athens | Greece | 15,119,605,800s | 14,532,100,000s | 119 | +2 | 517 | 16,450 | 1841 |
| 118 | Bank Saderat Iran, Tehran(c) | Iran | 15,084,810,000s | 14,548,102,634s | 117 | | 2,217 | 14,778 | 1951 |
| 119 | Joyo Bank, Ltd., Mito(e) | Japan | 15,073,367,650 | 14,337,288,640 | 120 | +1 | 139 | 5,745 | 1935 |
| 120 | Banco di Sicilia, Palermo | Italy | 15,022,101,600 | 14,625,126,744s | 116 | | 324 | 9,207 | 1860 |
| 121 | Irving Trust Co., New York | United States | 14,731,748,000 | 15,169,139,000 | 113 | | 47 | 7,230 | 1851 |
| 122 | Shizuoka Bank Ltd.(e) | Japan | 14,702,825,805 | 13,808,437,680 | 123 | +1 | 188 | 6,181 | 1943 |
| 123 | Banco de Bilbao | Spain | 14,560,222,500s | 14,252,819,200s | 121 | | 1,785 | 19,884 | 1857 |
| 124 | National Bank of Canada, Montreal | Canada | 14,110,394,840s | 13,874,118,746s | 122 | | 577 | 11,332 | 1859 |
| 125 | Bank of New York | United States | 14,054,684,000 | 11,948,730,208 | 133 | +8 | 146 | 7,570 | 1784 |
| 126 | American Express International Banking Corp., New York (y) | United States | 13,875,000,000s | 12,743,000,000s | 127 | +1 | 82 | 6,784 | 1919 |
| 127 | Korea Exchange Bank, Seoul | Korea | 13,768,050,000u | 11,360,344,800s | 138 | + 11 | 130 | 7,504 | 1967 |
| 128 | PSFS, Philadelphia | United States | 13,723,110,000 | 11,922,157,000 | 134 | +6 | 93 | 3,442 | 1816 |
| 129 | Banco de Santander | Spain | 13,507,751,700s | 12,965,657,007s | 126 | | 1,677 | 15,600 | 1857 |
| 130 | RepublicBank Dallas NA | United States | 13,267,196,000 | 11,774,243,000 | 135 | +5 | 3 | 3,594 | 1920 |
| 131 | Ashikaga Bank, Ltd., Utsunomiya (e) | Japan | 12,963,567,370 | 12,106,963,840 | 132 | +1 | 132 | 4,676 | 1895 |
| 132 | Sparbankernas Bank, Stockholm | Sweden | 12,962,432,500 | 12,333,625,200 | 130 | | N.A. | 1,077 | 1942 |
| 133 | Bank of Seoul | Korea | 12,930,087,600 | 10,961,347,351 | 144 | + 11 | 181 | 9,153 | 1959 |
| 134 | Banca Nazionale dell'Agricoltura, Rome | Italy | 12,531,987,614 | 13,537,464,705 | 125 | | 221 | 8,045 | 1921 |
| 135 | Bank of Fukuoka, Ltd.(e) | Japan | 12,491,727,570 | 11,711,130,160 | 136 | +1 | 193 | 5,048 | 1945 |
| 136 | Israel Discount Bank, Ltd., Tel-Aviv | Israel | 11,774,491,108s | 11,080,020,012s | 141 | +5 | 173 | 6,413 | 1935 |
| 137 | National Bank of Detroit | United States | 11,613,642,000 | 11,233,804,000 | 139 | +2 | 107 | 5,626 | 1933 |
| 138 | Banco Nacional de Mexico, Mexico City | Mexico | 11,475,538,501u | 8,766,022,867 | 171 | + 33 | 702 | 32,562 | 1884 |
| 139 | Bank of Hiroshima, Ltd.(e) | Japan | 11,422,947,165 | 11,021,519,600 | 143 | +4 | 168 | 4,722 | 1878 |
| 140 | Texas Commerce Bank NA, Houston | United States | 11,408,269,000 | 11,061,092,000 | 142 | +2 | 2 | 2,534 | 1886 |
| 141 | Hachijuni Bank, Ltd., Nagano(e) | Japan | 11,208,255,190 | 10,592,105,120 | 148 | +7 | 127 | 4,186 | 1931 |
| 142 | Goldome FSB, Buffalo, N.Y. | United States | 11,193,475,035 | 11,580,217,000 | 137 | | 131 | 2,460 | 1846 |
| 143 | Arab Banking Corp., Manama | Bahrain | 11,055,000,000s | 8,761,667,000s | 172 | + 29 | 5 | 3,985 | 1980 |
| 144 | Commonwealth Bank of Australia, Sydney(f) | Australia | 11,001,673,232t | 9,752,408,136t | 157 | + 13 | 1,316 | 31,461 | 1913 |
| 145 | Credit Industriel et Commercial, Paris (h) | France | 10,902,301,667s | 10,605,265,080 | 147 | +2 | 113 | 5,371 | 1859 |
| 146 | Commonwealth Savings Bank of Australia, Sydney (f) | Australia | 10,814,366,736t | 9,570,535,644t | 159 | + 13 | 1,281 | 31,461 | 1960 |
| 147 | Landesbank Rheinland-Pfalz Girozentrale, Mainz | Germany | 10,635,056,788s | 12,485,837,285s | 129 | | 2 | 2,036 | 1958 |
| 148 | InterFirst Bank Dallas NA | United States | 10,601,999,000 | 10,847,053,000 | 145 | | 3 | 1,802 | 1875 |
| 149 | Arab Bank Ltd., Amman | Jordan | 10,549,276,794s | 8,881,103,624s | 169 | + 20 | 65 | 3,276 | 1930 |
| 150 | Bancomer, Mexico City | Mexico | 10,425,157,956u | 8,219,765,800u | 186 | + 36 | 725 | 32,471 | 1932 |
| 151 | Republic National Bank, New York | United States | 10,419,924,000 | 9,063,904,000 | 167 | + 16 | 36 | 2,042 | 1966 |
| 152 | Kansallis-Osake Pankki, Helsinki | Finland | 10,269,457,040s | 7,871,097,021s | 194 | + 42 | 689 | 8,175 | 1890 |
| 153 | Gunma Bank, Ltd., Maebashi(e) | Japan | 10,228,696,950 | 10,698,342,560 | 146 | | 117 | 4,108 | 1932 |
| 154 | Deutsche Bank Compagnie Financiere Luxembourg | Luxembourg | 10,058,238,048t | 9,337,245,600t | 162 | +8 | 0 | 67 | 1970 |
| 155 | Girozentrale und Bank der Osterreichischen Sparkassen, Vienna | Austria | 10,056,683,600u | 10,512,231,500u | 151 | | 1 | 1,598 | 1937 |
| 156 | Bank of Taiwan, Taipei | Taiwan | 9,940,890,659 | 8,372,037,858u | 182 | + 26 | 61 | 5,978 | 1946 |
| 157 | Banque Cantonale de Zurich | Switzerland | 9,938,966,016 | 11,095,802,199 | 140 | | 75 | 3,072 | 1870 |
| 158 | Hamburgische Landesbank-Girozentrale, Hamburg | Germany | 9,888,275,163 | 10,330,807,327 | 152 | | 3 | 1,238 | 1938 |
| 159 | Nippon Trust & Banking Co., Ltd., Tokyo (e) | Japan | 9,783,425,510u | 8,695,196,960 | 175 | + 16 | 37 | 2,300 | 1927 |
| 160 | Banca Popolare di Milano, Milan | Italy | 9,763,013,838s | 7,963,059,340s | 192 | + 32 | 143 | 4,410 | 1865 |
| 161 | NCNB National Bank of North Carolina, Charlotte | United States | 9,756,092,000 | 8,614,820,000 | 176 | + 15 | 220 | 6,220 | 1874 |
| 162 | Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt | Germany | 9,671,838,396u | 12,287,160,000s | 131 | | 2 | 302 | 1918 |
| 163 | Bangkok Bank, Ltd. | Thailand | 9,515,415,049 | 9,358,867,870 | 161 | | 312 | 19,579 | 1944 |
| 164 | Oesterreichische Laenderbank, Vienna | Austria | 9,438,438,000s | 9,792,730,150s | 156 | | 212 | 4,843 | 1880 |
| 165 | Royal Bank of Scotland Plc, Edinburgh(e) | United Kingdom | 9,429,180,000s | 9,122,009,600 | 165 | | 434 | 9,389 | 1727 |
| 166 | Cooperative Bank of Taiwan, Taipei | Taiwan | 9,410,671,441 | 5,849,042,846 | 260 | + 94 | 66 | 3,792 | 1946 |
| 167 | Banco di Santo Spirito, Rome | Italy | 9,358,654,332s | 9,091,885,956s | 166 | | 237 | 6,129 | 1605 |
| 168 | Southeast Bank NA, Miami | United States | 9,330,319,000 | 8,193,867,000 | 187 | + 19 | 164 | 6,400 | 1902 |
| 169 | Union Bank of Finland, Ltd., Helsinki | Finland | 9,294,118,260s | 8,568,183,360s | 178 | +9 | 588 | 7,337 | 1862 |
| 170 | First City National Bank, Houston | United States | 9,232,152,000 | 10,003,084,000 | 154 | | 3 | 2,533 | 1866 |
| 171 | Udruzena Banka Hrvatske, Zagreb | Yugoslavia | 9,187,357,166 | ......... | ... | | 72 | 14,322 | 1984 |
| 172 | Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart | Germany | 9,147,718,463 | 9,822,770,054 | 155 | | 1 | 989 | 1916 |
| 173 | Banca Popolare di Novara | Italy | 9,074,335,291u | 10,024,800,018u | 153 | | 379 | 7,482 | 1871 |
| 174 | Nishi-Nippon Sogo Bank, Ltd., Fukuoka(e) | Japan | 8,895,733,295 | 8,456,332,320 | 179 | +5 | 180 | 4,000 | 1944 |
| 175 | Credit du Nord, Lille | France | 8,883,235,000s | 9,682,735,560s | 158 | | 637 | 11,844 | 1848 |
| 176 | Yamaguchi Bank, Ltd., Shimonoseki(e) | Japan | 8,874,902,760 | 8,279,778,720 | 184 | +8 | 137 | 3,810 | 1944 |
| 177 | Riyad Bank Ltd., Jeddah | Saudi Arabia | 8,794,043,222u | 7,856,103,576u | 196 | + 19 | 125 | 5,024 | 1957 |
| 178 | Danske Bank, Copenhagen | Denmark | 8,675,603,200s | 7,936,322,070s | 193 | + 15 | 325 | 5,750 | 1871 |
| 179 | Banque Populaire Suisse, Berne | Switzerland | 8,638,156,983 | 9,476,374,856 | 160 | | 151 | 5,067 | 1869 |
| 180 | Banco Popular Espanol, Madrid | Spain | 8,574,589,800s | 8,388,460,800s | 181 | +1 | 1,525 | 12,430 | 1926 |
| 181 | Seattle-First National Bank | United States | 8,569,013,000 | 8,108,458,000 | 188 | +7 | 159 | 6,915 | 1870 |
| 182 | Commercial Bank of Syria, Damascus (c,f) | Syria | 8,568,585,606 | 8,755,126,000 | 173 | | 36 | N.A. | 1967 |
| 183 | National Bank of Kuwait | Kuwait | 8,568,023,016u | 9,025,187,277u | 168 | | 52 | 1,800 | 1952 |
| 184 | Chugoku Bank, Ltd., Okayama (e) | Japan | 8,453,186,815 | 8,081,198,320 | 190 | +6 | 157 | 3,822 | 1930 |
| 185 | Landesbank Schleswig-Holstein Girozentrale, Kiel | Germany | 8,385,134,226s | 9,237,788,032u | 163 | | 3 | 1,443 | 1917 |
| 186 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | United States | 8,354,652,000 | 7,388,356,000 | 213 | + 27 | 208 | 5,859 | 1879 |
| 187 | Valley National Bank, Phoenix | United States | 8,337,876,000 | 7,867,488,000 | 195 | +8 | 235 | 6,811 | 1900 |
| 188 | Barclays National Bank Ltd., Johannesburg | South Africa | 8,334,684,500st | 10,514,928,879st | 150 | | 1,807 | 26,427 | 1926 |
| 189 | National Westminster Bank USA, New York | United States | 8,321,809,000t | 7,122,509,000t | 220 | + 31 | 156 | 4,645 | 1905 |
| 190 | Norske Creditbank, Oslo | Norway | 8,237,301,730s | 7,055,978,310s | 224 | + 34 | 149 | 4,550 | 1857 |
| 191 | Pittsburgh National Bank | United States | 8,126,104,000 | 7,171,755,000 | 218 | + 27 | 118 | 3,542 | 1863 |
| 192 | Banco Brasileiro de Descontos, Osasco | Brazil | 8,123,412,534s | 7,698,915,192s | 201 | +9 | 1,532 | 125,881 | 1943 |
| 193 | Sovran Bank NA, Richmond | United States | 8,122,139,000 | 7,084,700,000 | 221 | + 28 | 268 | 7,555 | 1867 |
| 194 | Caja de Pensiones para la Vejez, Barcelona | Spain | 8,112,958,200 | 7,029,062,400 | 226 | + 32 | 887 | 5,634 | 1904 |
| 195 | Shichijushichi Bank, Ltd., Sendai(e) | Japan | 8,062,495,675 | 7,786.251,200 | 198 | +3 | 125 | 3,365 | 1878 |
| 196 | Iyo Bank, Ltd., Matsuyama(e) | Japan | 8,054,726,295 | 7,730,058,480 | 200 | +4 | 134 | 3,323 | 1878 |
| 197 | Banco de la Nacion Argentina, Buenos Aires | Argentina | 8,010,523,861 | 8,855,201,438 | 170 | | 568 | 20,551 | 1891 |
| 198 | Juroku Bank, Ltd., Gifu(e) | Japan | 7,950,934,515 | 6,445,932,080 | 237 | + 39 | 115 | 3,132 | 1877 |
| 199 | Hyakujushi Bank, Ltd., Takamatsu(e) | Japan | 7,948,756,980 | 7,410,956,080 | 210 | + 11 | 113 | 2,993 | 1878 |
| 200 | Copenhagen Handelsbank | Denmark | 7,935,391,200s | 7,051,058,424s | 225v | + 25 | 362 | 5,746 | 1873 |

**(a)** — Consolidated data, if available, are used for all banks that own over 50% of other banks The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name ofthe bank, all figures are for fiscal year after 9/30/84. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted aftername of bank. **(e)** — Data are for 9/30/84. **(f)** — Data are for 6/30/84. **(g)** — Latest data are prior to 6/30/84. **(h)** — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(v)** — Based on revised data. Rank that bank would have had, if revised data had been used. **(w)** — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets.The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. **(y)** — Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade orare incidental to foreign business. **(z)** — Incorporated as an investment company under New York State banking law and exercises specialized banking functions. **N.A.** — Not available.

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF ASSETS

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| Asset Rank 1984 | | | Assets in US Dollars 12/31/84 (a) | Assets in US Dollars 12/31/83 (a,d) | Asset Rank 12/31/83 | Gain in Rank | Bank Branches 12/31/84 | Employees 12/31/84 | Operating Since |
|---|---|---|---|---|---|---|---|---|---|
| 201 | Udruzena Beogradska Banka, Belgrade | Yugoslavia | 7,932,648,000 | 8,393,804,750s | 180 | | 19 | 12,928 | 1971 |
| 202 | Empire of America FSB, Buffalo, N.Y. | United States | 7,928,490,000 | .......... | ... | | 119 | 3,230 | 1854 |
| 203 | Allied Irish Banks Ltd., Dublin | Ireland | 7,878,000,000s | 8,717,510,880s | 174 | | 510 | 9,006 | 1825 |
| 204 | Daishi Bank, Ltd., Niigata(e) | Japan | 7,874,668,075 | 7,405,363,520 | 212 | +8 | 135 | 3,538 | 1873 |
| 205 | Hokkaido Bank, Ltd., Sapporo(e) | Japan | 7,855,337,890 | 7,743,868,160 | 199 | | 116 | 3,261 | 1951 |
| 206 | Bank of Kyoto, Ltd. (e) | Japan | 7,832,925,905 | 7,475,594,880 | 208 | +2 | 109 | 3,224 | 1941 |
| 207 | Union Bank, Los Angeles | United States | 7,815,051,000 | 7,562,303,000 | 205 | | 52 | 4,878 | 1914 |
| 208 | Berliner Bank, Berlin | Germany | 7,805,513,439s | 8,006,958,463s | 191 | | 87 | 4,611 | 1950 |
| 209 | Bank of Scotland, Edinburgh | United Kingdom | 7,721,976,000s | 9,153,070,000s | 164 | | 545 | 9,952 | 1695 |
| 210 | First National Bank, Minneapolis | United States | 7,721,747,000 | 6,789,804,000 | 229 | + 19 | 5 | 1,691 | 1857 |
| 211 | Badische Kommunale Landesbank-Girozentrale, Mannheim | Germany | 7,669,797,787u | 8,569,722,202u | 177 | | 3 | 938 | 1917 |
| 212 | Korea First Bank, Seoul | Korea | 7,658,634,383s | 6,389,098,747s | 239 | + 27 | 155 | 8,629 | 1929 |
| 213 | National Bank of Egypt, Cairo (f) | Egypt | 7,600,530,000u | 6,308,400,000 | 243 | + 30 | 190 | 7,476 | 1898 |
| 214 | Nanto Bank, Ltd., Nara (e) | Japan | 7,597,910,270 | 7,246,991,040 | 217 | +3 | 112 | 3,082 | 1934 |
| 215 | Harris Trust & Savings Bank, Chicago | United States | 7,522,185,000 | 6,764,639,000 | 230 | + 15 | 3 | 3,517 | 1882 |
| 216 | Zentralsparkasse und Kommerzialbank, Wien, Vienna | Austria | 7,474,548,333u | 7,517,905,274u | 206 | | 162 | 3,582 | 1905 |
| 217 | Hanil Bank Ltd., Seoul | Korea | 7,365,666,190s | 6,540,233,429s | 234 | + 17 | 148 | 8,158 | 1932 |
| 218 | Commercial Bank of Korea Ltd., Seoul | Korea | 7,349,041,279s | 6,364,310,046s | 240 | + 22 | 143 | 8,690 | 1899 |
| 219 | Gulf International Bank B.S.C., Manama | Bahrain | 7,313,961,600 | 7,406,569,800 | 211 | | 3 | 469 | 1976 |
| 220 | Bremer Landesbank Kreditanstalt Oldenburg, Bremen | Germany | 7,286,077,096t | 7,822,529,765t | 197 | | 3 | 1,434 | 1938 |
| 221 | Compagnie Luxembourgeoise de la Dresdner Banque(c) | Luxembourg | 7,277,389,600t | 8,231,544,000t | 185 | | 0 | 143 | 1967 |
| 222 | Trustee Savings Bank England & Wales, London | United Kingdom | 7,272,876,000 | .......... | ... | | 1,262 | 14,987 | 1983 |
| 223 | Berliner Handels und-Frankfurter Bank, Frankfurt | Germany | 7,269,142,377s | 8,357,247,787s | 183 | | 18 | 2,794 | 1854 |
| 224 | Williams and Glyns Bank Plc, London(e) | United Kingdom | 7,230,186,000s | 7,695,723,200s | 202 | | N.A. | N.A. | 1665 |
| 225 | First Commercial Bank, Taipei | Taiwan | 7,225,525,567u | 4,244,097,606u | 365 | +140 | 108 | 5,290 | 1899 |
| 226 | Shiga Bank, Ltd., Otsu (e) | Japan | 7,214,108,575 | 7,077,556,400 | 222 | | 120 | 2,918 | 1933 |
| 227 | Hang Seng Bank Ltd., Hong Kong | Hong Kong | 7,183,382,400st | 6,307,109,840st | 244 | + 17 | 92 | 5,000 | 1933 |
| 228 | Caisse Centrale des Banques Populaires, Paris | France | 7,156,788,649t | 6,996,000,000t | 227 | | N.A. | 1,220 | 1921 |
| 229 | Citizens & Southern National Bank, Atlanta | United States | 7,112,507,000 | 5,958,734,000 | 254 | + 25 | 182 | 5,732 | 1887 |
| 230 | Dime Savings Bank of New York FSB | United States | 7,093,632,000 | 6,633,743,000 | 232 | +2 | 66 | 2,772 | 1859 |
| 231 | European American Bank , New York | United States | 7,056,077,000 | 6,450,218,000 | 236 | +5 | 96 | 3,820 | 1968 |
| 232 | First Fidelity Bank NA, Newark, N.J. | United States | 7,047,527,000 | 2,586,282,000 | 560 | +328 | 195 | 4,714 | 1812 |
| 233 | Hamburger Sparkasse, Hamburg | Germany | 7,032,622,255 | 7,653,290,885 | 203 | | 206 | 5,507 | 1827 |
| 234 | First Union National Bank, Charlotte, N.C. | United States | 6,974,030,000 | 6,425,323,000 | 238 | +4 | 208 | 4,176 | 1908 |
| 235 | Comerica Bank-Detroit | United States | 6,969,284,960 | 5,622,448,000 | 273 | + 38 | 104 | 3,100 | 1849 |
| 236 | Societe Nationale de Credit a l'Industrie, Brussels | Belgium | 6,892,863,344 | 7,352,495,242 | 214 | | 16 | 1,064 | 1919 |
| 237 | Cassa di Risparmio di Torino, Turin | Italy | 6,890,492,883u | 7,130,420,528u | 219 | | 220 | 4,702 | 1827 |
| 238 | Land Bank of Taiwan, Taipei | Taiwan | 6,852,767,397 | 5,899,503,490 | 259 | + 21 | 58 | 4,024 | 1946 |
| 239 | Philadelphia National Bank | United States | 6,815,049,000 | 5,470,008,000 | 282 | + 43 | 71 | 2,340 | 1803 |
| 240 | Cho-Heung Bank Ltd., Seoul | Korea | 6,755,360,723u | 5,730,677,626u | 266 | + 26 | 147 | 8,398 | 1897 |
| 241 | Grindlays Bank Plc., London (c,e) | United Kingdom | 6,753,323,610st | 7,345,053,300s | 215 | | 150 | 9,428 | 1828 |
| 242 | Great American First Savings Bank, San Diego, Calif. | United States | 6,720,188,000 | 4,887,793,800 | 321 | + 79 | 117 | 2,000 | 1885 |
| 243 | Westdeutsche Genossenschafts-Zentralbank, Duesseldorf | Germany | 6,708,048,000 | 7,312,108,000 | 216 | | 3 | 1,069 | 1884 |
| 244 | Bank of Ireland, Dublin | Ireland | 6,699,128,000s | 7,586,982,000s | 204 | | 349 | 8,500 | 1783 |
| 245 | Nedbank Ltd., Johannesburg(e) | South Africa | 6,685,819,998s | 8,107,794,000 | 189 | | 289 | 10,013 | 1888 |
| 246 | Bank Negara Indonesia 1946, Jakarta | Indonesia | 6,625,834,987 | 4,975,092,084 | 317 | + 71 | 249 | 12,842 | 1946 |
| 247 | Bank fuer Arbeit und Wirtschaft, Vienna | Austria | 6,621,516,837u | 6,330,946,500u | 242 | | 113 | 1,879 | 1947 |
| 248 | Citibank (South Dakota) NA, Sioux Falls | United States | 6,619,234,000 | 3,933,906,000 | 398 | +150 | 0 | 2,200 | 1981 |
| 249 | CrossLand Savings FSB, Brooklyn, New York | United States | 6,586,065,000 | 7,511,875,000 | 207 | | 44 | 1,372 | 1860 |
| 250 | Rainier National Bank, Seattle | United States | 6,582,381,000 | 5,651,838,000 | 270 | + 20 | 146 | 4,755 | 1889 |
| 251 | AmeriTrust Co. NA, Cleveland | United States | 6,566,782,000 | 5,720,116,000 | 267 | + 16 | 112 | 3,616 | 1894 |
| 252 | Connecticut Bank & Trust Co. NA, Hartford | United States | 6,538,133,000 | 5,763,564,000 | 264 | + 12 | 142 | 5,069 | 1792 |
| 253 | Anchor Savings Bank FSB, Northport, N.Y. | United States | 6,532,991,000 | 6,036,259,879 | 250 | | 112 | 2,329 | 1868 |
| 254 | Northern Trust Co., Chicago | United States | 6,524,680,000 | 5,820,640,000 | 262 | +8 | 3 | 3,772 | 1889 |
| 255 | Credito Romagnolo, Bologna | Italy | 6,501,151,640u | 6,590,908,179u | 233 | | 186 | 3,908 | 1896 |
| 256 | Sears Savings Bank, Glendale, Calif. | United States | 6,468,062,000 | .......... | ... | | 110 | 1,385 | 1936 |
| 257 | United States National Bank, Portland | United States | 6,366,351,000 | 5,456,182,000 | 283 | + 26 | 187 | 4,614 | 1891 |
| 258 | Hyogo Sogo Bank, Ltd., Kobe (e) | Japan | 6,340,495,320 | 5,638,640,320 | 271 | + 13 | 123 | 3,212 | 1944 |
| 259 | Tokyo Sogo Bank, Ltd.(e) | Japan | 6,333,034,120 | 5,759,149,600 | 265 | +6 | 81 | 3,077 | 1950 |
| 260 | State Bank of Victoria, Melbourne(f) | Australia | 6,316,368,448 | 6,027,552,277 | 251 | | 533 | 7,334 | 1842 |
| 261 | Hyakugo Bank, Ltd., Tsu(e) | Japan | 6,312,163,035 | 6,138,705,920 | 247 | | 116 | 3,020 | 1878 |
| 262 | MBank Dallas NA | United States | 6,213,473,000 | 5,601,551,000 | 274 | + 12 | 1 | 1,655 | 1914 |
| 263 | Kiyo Bank, Ltd., Wakayama(e) | Japan | 6,167,034,585 | 6,041,576,000 | 249 | | 91 | 2,778 | 1895 |
| 264 | Gulf Bank, Kuwait | Kuwait | 6,134,440,765 | 7,073,287,789 | 223 | | 31 | 956 | 1960 |
| 265 | First National Bank, Atlanta | United States | 6,129,668,000 | 5,060,981,000 | 305 | + 40 | 92 | 3,873 | 1865 |
| 266 | Suruga Bank, Ltd., Numazu(e) | Japan | 6,121,780,785 | 5,904,103,952 | 258 | | 120 | 3,078 | 1895 |
| 267 | Christiania Bank og Kreditkasse, Oslo | Norway | 6,103,600,483 | 4,986,298,731s | 315 | + 48 | 53 | 4,074 | 1948 |
| 268 | Westfalenbank, Bochum | Germany | 6,088,987,644st | 6,753,709,949st | 231 | | 1 | 648 | 1921 |
| 269 | Genossenschaftliche Zentralbank, Vienna | Austria | 6,087,061,400u | 6,356,645,000u | 241 | | 4 | 810 | 1927 |
| 270 | Malayan Banking Berhad, Kuala Lumpur (f) | Malaysia | 6,039,998,211s | 4,478,020,000s | 348 | + 78 | 188 | 7,554 | 1960 |
| 271 | Connecticut National Bank, Hartford | United States | 6,035,904,000 | 4,551,259,000 | 346 | + 75 | 156 | 4,846 | 1792 |
| 272 | Hokkoku Bank, Ltd., Kanazawa(e) | Japan | 6,014,432,770 | 5,829,130,800 | 261 | | 119 | 2,839 | 1943 |
| 273 | Privredna Banka, Zagreb | Yugoslavia | 5,952,192,000 | .......... | ... | | 22 | 7,344 | 1971 |
| 274 | National Bank of Abu Dhabi | United Arab Emirates | 5,935,610,384s | 6,122,929,168s | 248 | | 50 | 1,185 | 1968 |
| 275 | First Bank of Nigeria Ltd., Lagos | Nigeria | 5,928,482,160 | 5,210,533,440 | 291 | + 16 | 220 | 9,355 | 1894 |
| 276 | Commercial Bank of Kuwait | Kuwait | 5,911,191,740 | 6,537,576,980 | 235 | | 36 | 1,472 | 1961 |
| 277 | Norwest Bank Minneapolis NA | United States | 5,862,266,000 | 5,229,221,000 | 289 | + 12 | 2 | 1,970 | 1872 |
| 278 | Banco de Chile, Santiago | Chile | 5,845,645,042u | 4,855,870,393s | 325 | + 47 | 96 | 3,200 | 1894 |
| 279 | Maryland National Bank, Baltimore | United States | 5,843,552,000 | 4,491,171,000 | 347 | + 68 | 210 | 4,297 | 1933 |
| 280 | Kinki Sogo Bank, Ltd., Osaka(e) | Japan | 5,842,837,335 | 5,439,330,640 | 284 | +4 | 89 | 3,026 | 1942 |
| 281 | Fidelity Bank NA, Malvern, Pa. | United States | 5,820,582,000 | 951,535,116 | ... | | 101 | 3,235 | N.A. |
| 282 | Ljubljanska Banka, Ljubljana | Yugoslavia | 5,800,703,611s | 6,252,068,979s | 245 | | 412 | 12,485 | 1955 |
| 283 | Bayerische Raiffeisen-Zentralbank, Munich | Germany | 5,788,804,000 | 5,997,514,000 | 253 | | 11 | 1,758 | 1893 |
| 284 | Jugobanka-United Bank, Belgrade | Yugoslavia | 5,783,755,210 | 6,183,938,271 | 246 | | N.A. | 10,685 | 1955 |
| 285 | United Virginia Bank, Richmond | United States | 5,767,647,000 | 5,202,845,000 | 292 | +7 | 193 | 4,963 | 1865 |
| 286 | Higo Bank, Ltd., Kumamoto(e) | Japan | 5,748,534,255 | 5,529,451,840 | 278 | | 108 | 2,977 | 1925 |
| 287 | Westpac Savings Bank Ltd., Sydney(e) | Australia | 5,699,610,000s | 5,652,526,230t | 269 | | 1,810 | 31,417 | 1953 |
| 288 | First Interstate Bank of Arizona NA, Phoenix | United States | 5,698,894,000 | 4,874,400,000 | 323 | + 35 | 177 | 4,391 | 1877 |
| 289 | Banca Toscana, Florence | Italy | 5,691,669,561t | 5,768,220,212t | 263 | | 182 | 3,791 | 1904 |
| 290 | Banco del Estado de Chile, Santiago | Chile | 5,578,843,173 | 4,733,683,462 | 338 | + 48 | 182 | 6,878 | 1963 |
| 291 | Banco do Estado de Sao Paulo | Brazil | 5,573,889,992 | 5,404,169,901 | 285 | | 857 | 28,568 | 1926 |
| 292 | Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown | Cayman Islands | 5,548,033,314 | 4,809,306,770 | 329 | + 37 | 74 | 2,553 | 1975 |
| 293 | Manufacturers National Bank, Detroit | United States | 5,518,225,000 | 5,052,339,000 | 306 | + 13 | 79 | 3,162 | 1933 |
| 294 | Turkiye Cumhuriyeti Ziraat Bankasi, Ankara | Turkey | 5,517,565,055 | 5,495,079,327 | 280 | | 1,138 | 36,690 | 1863 |
| 295 | Ogaki-Kyoritsu Bank, Ltd., Ogaki(e) | Japan | 5,506,702,165 | 5,145,028,000 | 297 | +2 | 100 | 2,584 | 1896 |
| 296 | Privatbanken, Copenhagen | Denmark | 5,502,115,960s | 5,548,346,300s | 277 | | 220 | 4,854 | 1857 |
| 297 | Lombard North Central Plc, London(e) | United Kingdom | 5,493,795,000t | 5,479,399,200st | 281 | | 145 | 4,958 | 1861 |
| 298 | United Bank for Africa Ltd., Lagos | Nigeria | 5,475,285,480 | 4,994,283,000u | 314 | + 16 | 129 | 6,620 | 1961 |
| 299 | Huntington National Bank, Columbus, Ohio | United States | 5,474,819,000 | 4,105,100,000 | 373 | + 74 | 164 | 4,225 | 1866 |
| 300 | Union de Banques Arabes et Francaises, Neuilly (w) | France | 5,460,085,620 | 6,001,125,240 | 252 | | 4 | 462 | 1970 |

(a) — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name ofthe bank, all figures are for fiscal year after 9/30/84. (c) — Latest figures are for a different date than previous year. (d) — Or data one year prior to latest figures unless otherwise noted aftername of bank. (e) — Data are for 9/30/84. (f) — Data are for 6/30/84. (g) — Latest data are prior to 6/30/84. (h) — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. (s) — Consolidated data. (t) — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. (u) — Data are not consolidated for affiliates more than 50% owned. (v) — Based on revised data. Rank that bank would have had, if revised data had been used. (w) — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets.The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. (y) — Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade orare incidental to foreign business. (z) — Incorporated as an investment company under New York State banking law and exercises specialized banking functions. N.A. — Not available.

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF ASSETS

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| Asset Rank 1984 | | | Assets in US Dollars 12/31/84 (a) | Assets in US Dollars 12/31/83 (a,d) | Asset Rank 12/31/83 | Gain in Rank | Bank Branches 12/31/84 | Employees 12/31/84 | Operating Since |
|---|---|---|---|---|---|---|---|---|---|
| 301 | Fukuoka Sogo Bank, Ltd.(e) | Japan | 5,453,962,835 | 5,149,369,760 | 296 | | 114 | 2,450 | 1924 |
| 302 | Bowery Savings Bank, New York | United States | 5,449,952,000 | 5,592,000,000 | 276 | | N.A. | N.A. | 1834 |
| 303 | Nagoya Sogo Bank, Ltd. (e) | Japan | 5,371,654,445 | 5,179,253,280 | 294 | | 102 | 2,999 | 1949 |
| 304 | Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt | Germany | 5,353,877,379 | 5,941,332,239 | 256 | | 1 | 709 | 1883 |
| 305 | Postipankki, Helsinki | Finland | 5,338,863,600s | 4,595,059,360s | 343 | + 38 | 42 | 6,500 | 1886 |
| 306 | First Pennsylvania Bank NA, Philadelphia | United States | 5,338,827,000 | 5,079,824,000 | 302 | | 35 | 3,676 | 1782 |
| 307 | First National Bank, St. Paul, Minn. | United States | 5,334,244,000 | 4,026,624,000 | 382 | + 75 | 3 | 860 | 1853 |
| 308 | Caisse d'Epargne de Paris | France | 5,327,287,205 | 5,104,141,753 | 301 | | N.A. | 1,853 | 1818 |
| 309 | Florida National Bank, Jacksonville | United States | 5,254,728,000 | 3,475,555,000 | 449 | +140 | 153 | 5,424 | 1889 |
| 310 | Banco Itau, Sao Paulo | Brazil | 5,251,300,537 | 4,794,389,784 | 331 | + 21 | 1,182 | 75,800 | 1944 |
| 311 | Caja de Ahorros y Monte de Piedad de Madrid | Spain | 5,239,395,540s | 4,626,283,968s | 342 | + 31 | 548 | 4,551 | 1702 |
| 312 | Bank of India, Bombay | India | 5,234,425,370 | 4,964,574,230 | 318 | +6 | 1,764 | 45,556 | 1906 |
| 313 | Development Bank of Singapore Ltd. | Singapore | 5,207,185,200 | 5,310,373,986 | 287 | | 27 | 1,907 | 1968 |
| 314 | Kofuku Sogo Bank, Ltd., Osaka (e) | Japan | 5,164,220,920 | 5,028,152,400 | 309 | | 99 | 2,877 | 1926 |
| 315 | Shikoku Bank, Ltd., Kochi(e) | Japan | 5,163,049,025 | 5,030,925,360 | 308 | | 116 | 2,661 | 1878 |
| 316 | Heiwa Sogo Bank, Ltd., Tokyo(e) | Japan | 5,156,488,035 | 5,050,539,600 | 307 | | 98 | 3,235 | 1950 |
| 317 | United Mizrahi Bank Ltd., Tel-Aviv | Israel | 5,150,231,600s | 4,433,982,500s | 351 | + 34 | 121 | 3,154 | 1923 |
| 318 | Banque Worms, Paris | France | 5,140,920,138u | 5,268,138,720 | 288 | | 31 | 1,883 | 1928 |
| 319 | Fukui Bank, Ltd.(e) | Japan | 5,128,991,080 | 5,026,193,520 | 311 | | 119 | 2,491 | 1899 |
| 320 | Erste Oesterreichische Spar-Casse, Vienna | Austria | 5,120,319,280u | 5,335,200,695 | 286 | | 106 | 2,028 | 1819 |
| 321 | Alahli Bank of Kuwait | Kuwait | 5,116,071,927 | 5,716,842,235 | 268 | | 14 | 700 | 1967 |
| 322 | Kagoshima Bank, Ltd.(e) | Japan | 5,112,884,620 | 5,000,494,880 | 313 | | 120 | 2,809 | 1879 |
| 323 | Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo | Italy | 5,090,109,124 | 4,589,916,694 | 344 | + 21 | 229 | 4,084 | 1831 |
| 324 | Banco Pinto & Sotto Mayor, Lisbon | Portugal | 5,065,917,200 | 3,295,504,318 | 472 | +148 | 154 | 7,262 | 1914 |
| 325 | Standard Bank of South Africa Ltd., Johannesburg | South Africa | 5,058,236,000 | 5,592,193,425 | 275 | | N.A. | N.A. | 1862 |
| 326 | Bank of Credit & Commerce International, Luxembourg | Luxembourg | 5,046,255,939 | 4,364,982,472 | 353 | + 27 | 80 | 3,054 | 1972 |
| 327 | First Interstate Bank of Oregon NA, Portland | United States | 5,034,134,000 | 5,108,499,000 | 300 | | 168 | 3,978 | 1865 |
| 328 | Central Bank of India, Bombay | India | 5,030,015,200 | 4,696,180,818 | 340 | + 12 | 2,340 | 43,469 | 1911 |
| 329 | Caixa Geral de Depositos, Lisbon | Portugal | 5,026,934,320s | 5,939,499,040s | 257 | | 325 | 9,643 | 1876 |
| 330 | Toho Bank, Ltd., Fukushima(e) | Japan | 5,006,542,245 | 4,786,625,040 | 335 | +5 | 100 | 2,585 | 1947 |
| 331 | Chang Hwa Commercial Bank, Ltd., Taichung | Taiwan | 5,002,453,419 | 3,966,342,788 | 390 | + 59 | 104 | 4,880 | 1905 |
| 332 | Dollar-Dry Dock Savings Bank, Bronx, New York | United States | 4,993,860,000 | 5,075,796,000 | 303 | | 28 | 1,014 | 1890 |
| 333 | Bank of New England NA, Boston | United States | 4,990,947,000 | 4,304,960,000 | 356 | + 23 | 19 | 2,777 | 1831 |
| 334 | Standard Federal Bank, Troy, Mich. | United States | 4,984,739,234 | .......... | ... | | N.A. | N.A. | N.A. |
| 335 | Bank of Baroda, Bombay | India | 4,973,917,281u | 5,216,000,914u | 290 | | 1,870 | 39,469 | 1908 |
| 336 | Riggs National Bank, Washington, D.C. | United States | 4,958,299,000 | 4,712,275,000 | 339 | +3 | 34 | 1,896 | 1836 |
| 337 | California First Bank, San Francisco | United States | 4,945,120,000t | 4,301,003,000t | 358 | + 21 | 135 | 4,112 | 1975 |
| 338 | Union Bank of Nigeria Ltd., Lagos(e) | Nigeria | 4,942,044,140 | 5,066,629,795 | 304 | | 191 | 9,826 | 1917 |
| 339 | Societe Generale Alsacienne de Banque, Strasbourg | France | 4,934,972,719s | 4,978,568,563s | 316 | | 152 | 2,645 | 1881 |
| 340 | National City Bank, Cleveland | United States | 4,889,646,000 | 3,995,962,000 | 386 | + 46 | 80 | 2,515 | 1845 |
| 341 | United Overseas Bank Ltd., Singapore | Singapore | 4,886,631,916s | 4,909,881,834s | 320 | | 94 | 4,002 | 1935 |
| 342 | Bank Rakjat Indonesia, Jakarta | Indonesia | 4,867,353,834 | 3,016,408,250 | 510 | +168 | 293 | 31,998 | 1934 |
| 343 | Bank of Tokyo Trust Co., New York | United States | 4,785,783,000t | 4,260,708,000t | 362 | + 19 | 5 | 370 | 1955 |
| 344 | Awa Bank, Ltd., Tokushima(e) | Japan | 4,785,759,660 | 4,350,693,680 | 354 | + 10 | 86 | 2,053 | 1896 |
| 345 | Commerzbank International, Luxembourg | Luxembourg | 4,774,794,123t | 5,505,137,172t | 279 | | 0 | 77 | 1969 |
| 346 | Habib Bank Ltd., Karachi | Pakistan | 4,730,690,112s | 4,881,149,922s | 322 | | 1,895 | 23,656 | 1941 |
| 347 | Tokyo Tomin Bank, Ltd. (e) | Japan | 4,725,842,980 | 4,272,194,320 | 361 | + 14 | 67 | 2,568 | 1951 |
| 348 | Sparkasse der Stadt Berlin West, Berlin | Germany | 4,697,934,651 | 5,168,694,662 | 295 | | 98 | 3,892 | 1818 |
| 349 | Vereins-und Westbank, Hamburg | Germany | 4,694,228,136s | 5,135,252,889s | 298 | | 277 | 4,261 | 1856 |
| 350 | Provident National Bank, Philadelphia | United States | 4,687,856,000 | 3,884,316,000 | 407 | + 57 | 63 | 2,520 | 1847 |
| 351 | Norddeutsche Genossenschaftsbank, Hannover | Germany | 4,669,879,600u | 5,186,340,396u | 293 | | 4 | 1,078 | 1982 |
| 352 | Chuo Sogo Bank, Ltd., Nagoya(e) | Japan | 4,654,316,835 | 4,790,305,360u | 333 | | 95 | 2,400 | 1944 |
| 353 | First Tennessee Bank NA, Memphis | United States | 4,614,728,000 | 2,342,761,000 | 597 | +244 | 129 | 3,846 | 1864 |
| 354 | Fleet National Bank, Providence, R.I. | United States | 4,612,923,000 | 4,806,032,000 | 330 | | 46 | 2,420 | 1791 |
| 355 | Landesgirokasse, Stuttgart | Germany | 4,598,161,052 | 4,858,614,103 | 324 | | 240 | 3,812 | 1818 |
| 356 | Punjab National Bank, New Delhi | India | 4,596,950,671 | 4,818,147,762 | 328 | | 2,096 | 44,406 | 1895 |
| 357 | San-in Godo Bank, Ltd.; Matsue(e) | Japan | 4,593,025,510 | 4,276,213,840 | 360 | +3 | 121 | 2,217 | 1941 |
| 358 | MBank Houston NA | United States | 4,581,730,000 | 1,102,672,000 | 971 | +613 | 2 | 1,280 | 1907 |
| 359 | NCNB National Bank of Florida, Tampa | United States | 4,571,969,000 | 3,095,411,000 | 501 | +142 | 140 | 3,712 | 1894 |
| 360 | Istituto Bancario Italiano, Milan | Italy | 4,570,135,060t | 4,760,709,193u | 337 | | 68 | 2,867 | 1918 |
| 361 | National Bank of Dubai Ltd., Dubai | United Arab Emirates | 4,568,809,568 | 1,944,972,448 | 686 | +325 | 12 | N.A. | 1963 |
| 362 | Hua Nan Commercial Bank, Ltd., Taipei | Taiwan | 4,544,875,416 | 3,950,136,000 | 394 | + 32 | 90 | 4,753 | 1919 |
| 363 | Oita Bank, Ltd. (e) | Japan | 4,532,399,205 | 4,367,301,760 | 352 | | 111 | 2,317 | 1893 |
| 364 | Bank Leu, Ltd., Zurich | Switzerland | 4,472,799,179u | 4,794,070,365u | 332 | | 23 | 1,194 | 1755 |
| 365 | Bank Mees & Hope, Amsterdam | Netherlands | 4,469,360,000st | 4,760,972,786st | 336 | | 28 | 2,109 | 1720 |
| 366 | Arab African International Bank, Cairo | Egypt | 4,444,918,000s | 4,436,101,000s | 350 | | 10 | 962 | 1964 |
| 367 | BancOhio National Bank, Columbus | United States | 4,444,193,000 | 5,632,998,000 | 272 | | 149 | 3,879 | 1929 |
| 368 | Bank of New Zealand, Ltd., Wellington(g) | New Zealand | 4,441,107,304 | 4,111,199,040 | 372 | | 404 | 7,860 | 1861 |
| 369 | State Street Bank & Trust Co., Boston | United States | 4,409,377,000 | 3,728,492,000 | 418 | + 49 | 18 | 3,616 | 1792 |
| 370 | Kleinwort, Benson, Lonsdale Plc, London | United Kingdom | 4,408,596,740s | 5,016,195,250s | 312 | | 2 | 1,700 | 1793 |
| 371 | Gotabanken, Goteborg | Sweden | 4,382,842,000s | 4,099,093,100s | 374 | +3 | 166 | 2,146 | 1848 |
| 372 | Banca Serfin, Mexico City | Mexico | 4,343,825,200 | 3,446,937,802 | 455 | + 83 | 450 | 16,077 | 1864 |
| 373 | Privredna Banka Sarajevo-Udruzena Banka, Sarajevo | Yugoslavia | 4,339,655,270 | 4,788,776,787 | 334 | | 22 | 7,344 | 1971 |
| 374 | Centrale Raiffeisenkas van Belgische Boerenbond, Leuven | Belgium | 4,320,366,187 | 4,244,147,461 | 364 | | 1,037 | 2,981 | 1935 |
| 375 | Continental Bank of Canada, Toronto | Canada | 4,310,891,760 | 3,999,646,010 | 385 | + 10 | N.A. | N.A. | 1979 |
| 376 | Long Island Savings Bank FSB, Syosset, N.Y. | United States | 4,302,556,000 | 4,062,663,000 | 376 | | N.A. | N.A. | 1876 |
| 377 | Bank of Communications, Taipei | Taiwan | 4,297,932,742 | 3,267,488,714 | 479 | +102 | 10 | 835 | 1907 |
| 378 | Nederlandse Credietbank, Amsterdam | Netherlands | 4,285,202,320t | 4,939,491,364s | 319 | | 85 | 2,282 | 1918 |
| 379 | Fukutoku Sogo Bank, Ltd., Osaka (e) | Japan | 4,279,732,155 | 4,031,107,920 | 380 | +1 | 87 | 2,367 | 1949 |
| 380 | Montreal City & District Savings Bank | Canada | 4,270,549,440 | 4,131,740,657 | 371 | | 116 | 1,300 | 1846 |
| 381 | Cassa di Risparmio di Verona, Vicenza & Belluno, Verona | Italy | 4,258,250,633 | 4,189,838,879 | 367 | | 155 | 2,831 | 1825 |
| 382 | Banque Commerciale pour l'Europe du Nord, Paris | France | 4,248,775,667t | 4,254,348,229 | 363 | | 0 | 330 | 1921 |
| 383 | Philippine National Bank, Manila | Philippines | 4,247,118,537u | 5,026,813,990u | 310 | | N.A. | 7,100 | 1916 |
| 384 | AmSouth Bank NA, Birmingham, Ala. | United States | 4,238,558,000 | 3,695,609,000 | 420 | + 36 | 118 | 3,676 | 1973 |
| 385 | Bank Bumi Daya, Jakarta | Indonesia | 4,235,444,262 | 3,481,120,064 | 448 | + 63 | 77 | 7,091 | 1959 |
| 386 | Eighteenth Bank, Ltd., Nagasaki (e) | Japan | 4,217,394,640 | 4,174,695,520 | 369 | | 105 | 2,054 | 1877 |
| 387 | Allied Bank of Texas, Houston | United States | 4,172,291,000 | 3,381,108,000 | 462 | + 75 | 1 | 808 | 1956 |
| 388 | Banca Popolare di Bergamo | Italy | 4,161,472,088u | 4,303,302,484 | 357 | | 119 | 2,499 | 1869 |
| 389 | Akita Bank, Ltd.(e) | Japan | 4,160,673,300 | 4,034,029,280 | 378 | | 93 | 1,933 | 1879 |
| 390 | Canara Bank, Bangalore | India | 4,137,708,400 | 4,145,420,000 | 370 | | 1,526 | 41,170 | 1906 |
| 391 | Chase Lincoln First Bank NA, Rochester, N.Y. | United States | 4,125,948,000 | 3,917,983,000 | 401 | + 10 | 113 | 3,149 | 1979 |
| 392 | Iwate Bank, Ltd., Morioka(e) | Japan | 4,124,502,700 | 4,196,255,920 | 366 | | 102 | 2,131 | 1932 |
| 393 | Hokuetsu Bank, Ltd., Nagaoka(e) | Japan | 4,117,471,330 | 4,056,106,960 | 377 | | 86 | 2,056 | 1878 |
| 394 | Hiroshima Sogo Bank, Ltd.(e) | Japan | 4,098,453,380 | 3,931,285,600 | 399 | +5 | 88 | 2,175 | 1923 |
| 395 | Musashino Bank, Ltd., Omiya (e) | Japan | 4,084,078,405 | 3,954,003,520 | 393 | | 72 | 2,179 | 1952 |
| 396 | Banco Nacional Ultramarino, Lisbon | Portugal | 4,082,647,662 | 2,784,780,977 | 533 | +137 | 151 | 5,600 | 1864 |
| 397 | Societe Lyonnaise de Banque, Lyons | France | 4,079,591,942u | 4,280,040,000u | 359 | | 309 | 4,202 | 1865 |
| 398 | Sparekassen SDS, Copenhagen | Denmark | 4,075,826,481s | 3,403,735,000 | 459 | + 61 | 369 | 3,960 | 1973 |
| 399 | Banco Portugues do Atlantico, Oporto | Portugal | 4,062,258,158s | 3,903,904,288s | 403 | +4 | N.A. | 6,246 | 1942 |
| 400 | Yamanashi Chuo Bank, Ltd., Kofu (e) | Japan | 4,060,616,175 | 3,870,954,640 | 409 | +9 | 69 | 1,930 | 1941 |

**(a)** — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name ofthe bank, all figures are for fiscal year after 9/30/84. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/84. **(f)** — Data are for 6/30/84. **(g)** — Latest data are prior to 6/30/84. **(h)** — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(v)** — Based on revised data. Rank that bank would have had, if revised data had been used. **(w)** — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets.The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. **(y)** — Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade orare incidental to foreign business. **(z)** — Incorporated as an investment company under New York State banking law and exercises specialized banking functions. **N.A.** — Not available.

# The Top 500 Banks in the World

## U.S. AND OVERSEAS BANKS RANKED BY SIZE OF ASSETS

Compiled by **American Banker** Copyright 1985

| Asset Rank 1984 | | | Assets in US Dollars 12/31/84 (a) | Assets in US Dollars 12/31/83 (a,d) | Asset Rank 12/31/83 | Gain in Rank | Bank Branches 12/31/84 | Employees 12/31/84 | Operating Since |
|---|---|---|---|---|---|---|---|---|---|
| 401 | Bank of Virginia, Richmond | United States | 4,058,481,000 | 3,782,856,000 | 415 | + 14 | 124 | 3,151 | 1922 |
| 402 | Mellon Bank (East) NA, Philadelphia | United States | 4,047,576,000 | 3,863,806,000 | 410 | +8 | 61 | 3,488 | 1836 |
| 403 | National Australia Savings Bank Ltd., Melbourne(c,e) | Australia | 4,004,750,000t | 3,614,869,366t | 431 | + 28 | 1,300 | 19,492 | 1962 |
| 404 | Bank Dagang Negara, Jakarta | Indonesia | 4,004,130,648 | 4,032,256,768s | 379 | | 105 | 6,944 | 1857 |
| 405 | American Security Bank NA, Washington, D.C. | United States | 3,992,076,000 | 3,642,420,000 | 427 | + 22 | 31 | 1,389 | 1889 |
| 406 | Stadtsparkasse Koeln, Cologne | Germany | 3,982,990,400 | 3,964,839,633 | 391 | | 121 | 3,669 | 1826 |
| 407 | South Carolina National Bank, Columbia | United States | 3,975,846,000 | 2,223,977,000 | 623 | +216 | 161 | 3,691 | 1834 |
| 408 | Bank of Osaka, Ltd. (e) | Japan | 3,967,456,605 | 3,796,330,640 | 414 | +6 | 70 | 1,860 | 1950 |
| 409 | Banca Provinciale Lombarda, Bergamo | Italy | 3,963,172,854t | 4,326,916,504 | 355 | | 118 | 2,980 | 1932 |
| 410 | Trust Bank of Africa Ltd., Cape Town (f) | South Africa | 3,949,341,408 | 2,787,745,700 | 531 | +121 | 269 | 7,678 | 1954 |
| 411 | Aomori Bank, Ltd. (e) | Japan | 3,944,539,050 | 4,438,304,800 | 349 | | 103 | 2,272 | 1943 |
| 412 | Turkiye Is Bankasi, Ankara | Turkey | 3,934,042,534s | 3,923,264,070s | 400 | | 904 | 22,438 | 1924 |
| 413 | Genossenschaftliche Zentralbank, Stuttgart | Germany | 3,931,640,400 | 4,064,451,600 | 375 | | 0 | 444 | 1970 |
| 414 | State Bank of New South Wales, Sydney(f) | Australia | 3,929,579,007 | 3,968,783,418 | 389 | | 258 | 5,419 | 1933 |
| 415 | Banque de l'Union Europeenne, Paris | France | 3,922,019,889t | 4,561,095,720t | 345 | | 5 | 1,353 | 1968 |
| 416 | Shinwa Bank, Ltd., Sasebo(e) | Japan | 3,912,154,515 | 3,898,251,760 | 404 | | 103 | 2,097 | 1939 |
| 417 | National Commercial Bank, Tripoli | Libya | 3,905,765,427 | 5,953,875,220 | 255 | | 35 | 1,309 | 1971 |
| 418 | Citibank (New York) NA, Buffalo | United States | 3,905,037,000 | 3,445,830,000 | 456 | + 38 | 38 | 4,945 | 1972 |
| 419 | People's Bank-Bridgeport, Conn. | United States | 3,876,103,000 | 3,646,877,130 | 426 | +7 | 61 | 1,395 | 1842 |
| 420 | Banque Internationale a Luxembourg | Luxembourg | 3,852,872,661s | 3,939,740,269 | 396 | | 53 | 1,581 | 1856 |
| 421 | Credit Lyonnais Bank Nederland, Rotterdam | Netherlands | 3,842,319,040st | 3,597,926,384st | 433 | + 12 | 80 | 2,554 | 1925 |
| 422 | Trust Company Bank, Atlanta | United States | 3,842,246,000 | 3,069,643,000 | 504 | + 82 | 55 | 2,415 | 1891 |
| 423 | Hokuyo Sogo Bank, Ltd., Sapporo (e) | Japan | 3,835,770,480 | 4,027,457,280 | 381 | | 97 | 2,311 | 1917 |
| 424 | C.O.B.-Caisse d'Epargne Privee, Brussels | Belgium | 3,829,053,248 | 3,768,230,897 | 416 | | 459 | 2,139 | 1924 |
| 425 | Chiba Sogo Bank, Ltd.(e) | Japan | 3,814,205,990 | 3,871,620,320 | 408 | | 80 | 2,114 | 1943 |
| 426 | Banco Lariano, Como | Italy | 3,809,541,550t | 3,635,825,348t | 428 | +2 | 123 | 2,298 | 1908 |
| 427 | Oversea-Chinese Banking Corp., Ltd., Singapore | Singapore | 3,803,613,972s | 3,411,417,636s | 458 | + 31 | 61 | 2,646 | 1932 |
| 428 | Perpetual American Bank, FSB, McLean, Va. | United States | 3,798,901,289 | 2,613,284,516 | 555 | +127 | 55 | 1,294 | 1881 |
| 429 | Saudi American Bank, Riyadh | Saudi Arabia | 3,788,570,100 | 3,533,518,635 | 439 | + 10 | 29 | 1,451 | 1980 |
| 430 | Banco Urquijo Union, Madrid | Spain | 3,754,037,100st | 4,834,336,000t | 327 | | 160 | 3,354 | 1984 |
| 431 | Banco Mexicano Somex, Mexico City | Mexico | 3,752,468,695 | 3,368,986,542s | 463 | + 32 | 309 | 8,500 | 1932 |
| 432 | Atlantic National Bank of Florida, Jacksonville | United States | 3,751,357,000 | 3,284,110,000 | 474 | + 42 | 113 | 2,943 | 1903 |
| 433 | First Wisconsin National Bank, Milwaukee | United States | 3,733,972,000 | 3,385,444,000 | 461 | + 28 | 17 | 2,999 | 1853 |
| 434 | Bank of Hawaii, Honolulu | United States | 3,730,474,000 | 3,240,900,000 | 485 | + 51 | 62 | 2,790 | 1897 |
| 435 | Union Bank of Switzerland (Luxembourg) | Luxembourg | 3,725,721,274t | 3,689,735,908t | 422 | | 0 | 81 | 1973 |
| 436 | Chukyo Sogo Bank, Ltd., Nagoya(e) | Japan | 3,694,984,935 | 3,560,968,240 | 437 | +1 | 90 | 2,060 | 1943 |
| 437 | Israel Discount Bank of New York | United States | 3,690,572,000t | 3,362,280,000t | 465 | + 28 | 7 | 688 | 1922 |
| 438 | First National Bank of Maryland, Baltimore | United States | 3,682,240,000 | 3,249,515,000 | 483 | + 45 | 183 | 3,593 | 1865 |
| 439 | Bergen Bank | Norway | 3,674,812,093u | 3,306,622,841u | 471 | + 32 | 111 | 2,689 | 1855 |
| 440 | Commercial Bank of Greece, Athens | Greece | 3,674,478,009u | 3,449,516,253u | 454 | + 14 | 256 | 6,258 | 1907 |
| 441 | Taisei Sogo Bank, Ltd., Maebashi(e) | Japan | 3,662,252,975 | 3,670,640,080 | 425 | | 80 | 2,156 | 1942 |
| 442 | Mercantile Trust Co. NA, St. Louis, Mo. | United States | 3,658,367,000 | 3,345,704,000 | 466 | + 24 | 1 | 2,041 | 1855 |
| 443 | Dai-San Sogo Bank, Ltd., Matsuzaka (e) | Japan | 3,655,185,110 | 3,560,713,840 | 438 | | 86 | 2,102 | 1912 |
| 444 | Banque Generale du Luxembourg | Luxembourg | 3,631,864,463s | 3,632,358,281s | 429 | | 51 | 1,394 | 1919 |
| 445 | Nuovo Banco Ambrosiano, Milan (c) | Italy | 3,630,123,468 | 3,909,776,088u | 402 | | 116 | 3,744 | 1982 |
| 446 | Caisse d'Epargne de l'Etat, Luxembourg | Luxembourg | 3,629,686,901 | 3,709,281,843 | 419 | | 89 | 1,197 | 1856 |
| 447 | Mercantile Bank of Canada, Montreal | Canada | 3,626,511,000s | 3,115,413,088 | 500 | + 53 | 18 | 714 | 1953 |
| 448 | American Savings Bank FSB, New York | United States | 3,619,635,000 | 3,231,897,000 | 486 | + 38 | N.A. | N.A. | 1851 |
| 449 | Cassa di Risparmio di Firenze, Florence | Italy | 3,618,903,666 | 3,571,923,652 | 436 | | 170 | 3,470 | 1829 |
| 450 | Sal. Oppenheim jr. & Cie., Cologne | Germany | 3,616,047,761s | 3,969,889,780s | 388 | | 9 | 696 | 1789 |
| 451 | Kredietbank S.A. Luxembourgeoise, Luxembourg | Luxembourg | 3,603,200,000s | 3,583,098,000s | 435 | | 4 | 954 | 1949 |
| 452 | Banca Cattolica del Veneto, Vicenza | Italy | 3,579,621,756 | 3,680,840,276 | 423 | | 195 | 3,458 | 1892 |
| 453 | Thai Farmers Bank, Bangkok | Thailand | 3,562,687,830 | 3,205,758,746 | 493 | + 40 | 260 | 9,655 | 1945 |
| 454 | Washington Mutual Savings Bank, Seattle | United States | 3,558,357,000 | 3,400,205,000 | 460 | +6 | 40 | 1,136 | 1889 |
| 455 | Ehime Sogo Bank, Ltd., Matsuyama(e) | Japan | 3,547,674,895 | 3,583,915,120 | 434 | | 76 | 1,781 | 1943 |
| 456 | Howard Savings Bank, Newark, N.J. | United States | 3,545,652,000 | 3,612,771,000 | 432 | | 60 | 1,204 | 1857 |
| 457 | Saudi International Bank, London | United Kingdom | 3,519,843,132 | 4,020,625,250 | 383 | | 2 | 317 | 1975 |
| 458 | Banco Popular de Puerto Rico, San Juan | United States | 3,514,794,423 | 2,965,827,668 | 516 | + 58 | 125 | 3,576 | 1893 |
| 459 | Uniao de Bancos Brasileiros, Rio de Janeiro | Brazil | 3,496,976,350s | 3,312,559,541s | 470 | + 11 | 698 | 36,998 | 1924 |
| 460 | West LB International, Luxembourg | Luxembourg | 3,486,021,303t | 4,009,908,958t | 384 | | 0 | 71 | 1972 |
| 461 | Banco Nacional, Belo Horizonte | Brazil | 3,484,902,238s | 1,550,855,518s | 796 | +335 | 575 | 31,579 | 1944 |
| 462 | Banque Cantonale de Berne | Switzerland | 3,481,924,992 | 3,937,140,432 | 397 | | N.A. | N.A. | 1834 |
| 463 | Yamagata Bank, Ltd. (e) | Japan | 3,439,430,725 | 3,450,422,960 | 453 | | 80 | 1,863 | 1881 |
| 464 | Banco de la Provincia de Buenos Aires | Argentina | 3,435,401,983 | 3,799,419,000 | 412 | | 344 | 15,203 | 1822 |
| 465 | BFG Luxembourg | Luxembourg | 3,433,084,340st | 3,798,766,920tu | 413 | | 1 | 50 | 1973 |
| 466 | Michinoku Bank, Ltd., Hirosaki(e) | Japan | 3,415,688,700 | 3,464,796,560 | 451 | | N.A. | N.A. | 1921 |
| 467 | Chiba Kogyo Bank, Ltd. (e) | Japan | 3,405,478,210 | 3,324,613,680 | 468 | +1 | 67 | 1,892 | 1952 |
| 468 | Miyazaki Bank, Ltd. (e) | Japan | 3,397,802,095 | 3,330,689,600 | 467 | | 94 | 1,768 | 1932 |
| 469 | American National Bank & Trust Co., Chicago | United States | 3,396,711,000 | 3,026,163,000 | 509 | + 40 | 2 | 1,749 | 1928 |
| 470 | Shawmut Bank of Boston NA | United States | 3,383,566,000 | 3,064,351,000 | 506 | + 36 | 31 | 2,559 | 1836 |
| 471 | Vojvodjanska Banka-Udruzena Banka, Novi Sad | Yugoslavia | 3,375,042,442 | 3,617,021,888 | 430 | | 18 | 5,673 | 1961 |
| 472 | Banque Internationale pour l'Afrique Occidentale, Paris | France | 3,364,186,000s | 3,457,080,000s | 452 | | N.A. | 7,908 | 1965 |
| 473 | Krung Thai Bank Ltd., Bangkok | Thailand | 3,348,767,069 | 3,466,617,000 | 450 | | 215 | 9,100 | 1966 |
| 474 | Syndicate Bank, Manipal | India | 3,344,599,773 | 3,221,450,000 | 488 | + 14 | 1,361 | 32,924 | 1925 |
| 475 | International Commercial Bank of China, Taipei | Taiwan | 3,341,817,901u | 2,831,692,647u | 524 | + 49 | 27 | 1,895 | 1912 |
| 476 | Bank of the Ryukyus, Ltd., Naha (e) | Japan | 3,337,747,545 | 3,256,565,920 | 481 | +5 | 72 | 1,914 | 1948 |
| 477 | Australia & New Zealand Savings Bank, Ltd., Melbourne (e) | Australia | 3,335,081,100t | 3,207,475,557t | 491 | + 14 | N.A. | N.A. | 1955 |
| 478 | Bank of Alexandria(f) | Egypt | 3,334,713,200u | 2,701,236,000u | 545 | + 67 | 103 | 6,381 | 1957 |
| 479 | Hambros Bank Ltd., London | United Kingdom | 3,334,432,090s | 3,896,729,788s | 405 | | 1 | 1,406 | 1839 |
| 480 | Hill, Samuel & Co., Ltd., London | United Kingdom | 3,322,418,000s | 3,481,973,200s | 447 | | 8 | 1,320 | 1831 |
| 481 | Scandinavian Bank Ltd., London | United Kingdom | 3,319,266,728s | 3,498,020,600s | 445 | | 6 | 731 | 1969 |
| 482 | Montagu (Samuel) & Co., Ltd., London | United Kingdom | 3,307,999,196st | 3,945,088,950t | 395 | | 2 | 1,350 | 1853 |
| 483 | United Bank, Ltd., Karachi | Pakistan | 3,288,988,133u | 3,493,904,725u | 446 | | 1,592 | 18,966 | 1959 |
| 484 | First National Bank, Louisville, Ky. | United States | 3,286,979,000 | 3,274,833,000 | 476 | | 47 | 1,738 | 1863 |
| 485 | National Bank of Pakistan, Karachi | Pakistan | 3,269,325,051 | 3,349,607,667 | 464v | | 1,321 | N.A. | 1949 |
| 486 | Nassauische Sparkasse Wiesbaden, Wiesbaden | Germany | 3,265,951,086 | 3,533,203,772 | 440 | | 164 | 1,798 | 1840 |
| 487 | Overseas Union Bank, Singapore | Singapore | 3,255,922,000s | 3,003,126,635s | 512 | + 25 | 63 | 1,810 | 1949 |
| 488 | Luzerner Kantonalbank, Lucerne | Switzerland | 3,252,734,963 | 3,735,612,232 | 417 | | N.A. | 841 | 1850 |
| 489 | Bank of Saga, Ltd.(e) | Japan | 3,250,581,265 | 3,128,403,440 | 499 | + 10 | 92 | 1,834 | 1882 |
| 490 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | United States | 3,248,069,000 | 3,196,220,000 | 494 | +4 | 67 | 2,183 | 1839 |
| 491 | Centerre Bank NA, St. Louis, Mo. | United States | 3,243,549,000 | 3,524,909,000 | 443 | | 3 | 1,577 | 1919 |
| 492 | Arizona Bank, Phoenix | United States | 3,233,800,000 | 2,755,028,000 | 534 | + 42 | 100 | 2,412 | 1902 |
| 493 | Indiana National Bank, Indianapolis | United States | 3,233,108,000 | 2,885,598,000 | 521 | + 28 | 49 | 1,942 | 1834 |
| 494 | Indian Overseas Bank, Madras | India | 3,230,516,503 | 3,207,395,700 | 492 | | N.A. | N.A. | 1937 |
| 495 | Banque Cantonale Vaudoise, Lausanne | Switzerland | 3,206,402,688 | 3,676,498,200 | 424 | | 56 | 1,352 | 1846 |
| 496 | Orion Royal Bank Ltd., London (e) | United Kingdom | 3,205,607,550st | 2,982,630,552s | 515 | + 19 | 0 | 320 | 1970 |
| 497 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | United States | 3,201,425,000 | 2,662,815,000 | 549 | + 52 | 38 | 1,784 | N.A. |
| 498 | Banco Real, Sao Paulo | Brazil | 3,200,943,074u | 3,051,543,000u | 508 | + 10 | 606 | 32,051 | 1925 |
| 499 | Emigrant Savings Bank, New York | United States | 3,174,586,766 | 3,012,036,687 | 511 | + 12 | N.A. | N.A. | 1850 |
| 500 | Bank of California NA, San Francisco | United States | 3,169,970,000 | 3,693,937,000 | 421 | | 26 | 2,065 | 1864 |

**(a)** — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name ofthe bank, all figures are for fiscal year after 9/30/84. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted aftername of bank. **(e)** — Data are for 9/30/84. **(f)** — Data are for 6/30/84. **(g)** — Latest data are prior to 6/30/84. **(h)** — A subsidiary of Compagnie Financiere de Credit Industriel et Commercial, a holding company for the CIC Group. The company, which was formed on May 4, 1984, controls 15 banks and had total assets of $27.6 billion and total deposits of $22.8 billion on Dec. 31, 1984. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(v)** — Based on revised data. Rank that bank would have had, if revised data had been used. **(w)** — Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets.The combined assets of Al UBAF Banking Group were $10.2 billion on 12/31/84. **(y)** — Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade orare incidental to foreign business. **(z)** — Incorporated as an investment company under New York State banking law and exercises specialized banking functions. **N.A.** — Not available.

# The Top Banking Companies in the World

## A Listing of Bank Holding Companies, Commercial Banks, and Savings Banks

## With Assets of $25 Billion or More on 12/31/84

(In Millions of Dollars)

Compiled by **American Banker** Copyright 1985

| Rank | Name of Banking Company | Country | Total Assets (a) 12/31/84 | Total Assets (a) 12/31/83 | Rank 12/31/83 | Gain in Rank | Name of Company's Lead Bank (Name of Non-U.S. Bank's U.S. Bank Subsidiaries) | Rank Among Top 500 Banks (b) Deposits | Assets |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Citicorp, New York | United States | 142,732 | 125,974 | 1 | | Citibank NA, New York | 9 | 5 |
| 2 | Dai-Ichi Kangyo Bank Ltd., Tokyo | Japan (e) | 118,546 | 110,451 | 3 | + 1 | (Dai-Ichi Kangyo Bank of Calif. Los Angeles) | ... | ... |
| 3 | Fuji Bank,Ltd.,Tokyo | Japan (e) | 114,599 | 103,634 | 4 | + 1 | (Fuji Bank & Trust Co., New York) | ... | ... |
| 4 | BankAmerica Corp., San Francisco | United States | 113,710 | 115,442 | 2 | | Bank of America NT & SA, San Francisco | 4 | 6 |
| 5 | Sumitomo Bank Ltd., Osaka | Japan (e) | 112,215 | 101,254 | 5 | | (Sumitomo Bank of Calif., San Francisco) | 498 | 541 |
| 6 | Mitsubishi Bank Ltd., Tokyo | Japan (e) | 110,203 | 98,167 | 7 | + 1 | (Bank of California NA, San Francisco) | ... | ... |
| | | | | | | | (Mitsubishi Bank of Calif., Los Angeles) | ... | ... |
| 7 | Sanwa Bank Ltd., Osaka | Japan (e,t) | 98,794 | 91,355 | 9 | + 2 | (Golden State Sanwa Bank, San Francisco) | ... | ... |
| 8 | Banque Nationale de Paris | France | 97,806 | 101,191 | 6 | | (Bank of the West, San Francisco) | ... | ... |
| 9 | Credit Agricole Mutuel, Paris | France | 91,323 | 90,365 | 10 | + 1 | .................... | 6 | 9 |
| 10 | Credit Lyonnais, Paris | France | 89,409 | 88,273 | 11 | + 1 | .................... | 10 | 10 |
| 11 | Societe Generale, Paris | France | 86,089 | 86,493 | 13 | + 2 | .................... | 11 | 11 |
| 12 | Barclays Bank Plc, London | United Kingdom | 85,108 | 94,111 | 8 | | (Barclays Bank of New York NA) | ... | ... |
| | | | | | | | (Barclays Bank of Calif., San Francisco) | ... | ... |
| 13 | Norinchukin Bank, Tokyo | Japan (e) | 82,720 | 75,315 | 17 | + 4 | .................... | 13 | 13 |
| 14 | National Westminster Bank Plc, London | United Kingdom | 82,674 | 87,025 | 12 | | (National Westminster Bank USA, New York) | 183 | 189 |
| 15 | Chase Manhattan Corp., New York | United States | 81,632 | 75,350 | 16 | + 1 | Chase Manhattan Bank NA, New York | 20 | 17 |
| 16 | Industrial Bank of Japan, Ltd., Tokyo | Japan (e) | 81,356 | 74,193 | 18 | + 2 | (Industrial Bk of Japan Tr. Co., New York) | ... | ... |
| 17 | Tokai Bank Ltd., Nagoya | Japan (e) | 75,746 | 64,767 | 22 | + 5 | (Tokai Bank of Calif., Los Angeles) | ... | ... |
| 18 | Mitsui Bank, Ltd., Tokyo | Japan (e) | 73,275 | 69,541 | 19 | + 1 | (Mitsui Manufacturers Bank, Los Angeles) | ... | ... |
| 19 | Manufacturers Hanover Corp., New York | United States | 73,062 | 60,918 | 23 | + 4 | Manufacturers Hanover Trust Co., New York | 32 | 27 |
| 20 | Deutsche Bank, Frankfurt | Germany | 73,009 | 76,765 | 14 | | .................... | 16 | 19 |
| 21 | Midland Bank Plc, London | United Kingdom | 71,074 | 76,289 | 15 | | (Crocker National Bank, San Francisco) | 88 | 88 |
| 22 | Bank of Tokyo, Ltd. | Japan (e) | 65,852 | 65,090 | 21 | | (California First Bank, San Francisco) | 298 | 337 |
| | | | | | | | (Bank of Tokyo Trust Co., New York) | 304 | 343 |
| 23 | Long-Term Credit Bank of Japan Ltd., Tokyo | Japan (e,u) | 65,149 | 60,391 | 25 | + 2 | .................... | 22 | 22 |
| 24 | Royal Bank of Canada, Montreal | Canada | 64,350 | 65,467 | 20 | | (Royal Bank & Trust Co., New York) | ... | .. |
| | | | | | | | (Banco de San Juan, Santurce, P.R.) | ... | ... |
| 25 | American Express Co., New York | United States | 61,848 | 43,981 | 43 | +18 | American Express Int'l Banking Cp., N.Y. (y) | 129 | 126 |
| 26 | Mitsubishi Trust & Banking Corp., Tokyo | Japan (e,u) | 61,394 | 57,382 | 28 | + 2 | .................... | 23 | 24 |
| 27 | J.P. Morgan & Co., Inc., New York | United States | 61,214 | 56,186 | 29 | + 2 | Morgan Guaranty Trust Co., New York | 39 | 25 |
| 28 | Hongkong & Shanghai Banking Corp. | Hong Kong | 59,645 | 58,176 | 27 | | (Marine Midland Bank NA, Buffalo, N.Y.) | 98 | 94 |
| 29 | Taiyo Kobe Bank, Ltd., Kobe | Japan (e,u) | 58,430 | 53,242 | 32 | + 3 | .................... | 29 | 28 |
| 30 | Sumitomo Trust & Banking Co., Ltd., Osaka | Japan (e,u) | 57,775 | 52,320 | 35 | + 5 | .................... | 25 | 29 |
| 31 | Sears, Roebuck & Co., Inc., Chicago | United States | 57,073 | 46,176 | 42 | +11 | Sears Savings Bank, Los Angeles | 268 | 256 |
| 32 | Compagnie Financiere de Paribas, Paris | France | 55,520 | 60,609 | 24 | | Banque Paribas, Paris | 75 | 81 |
| 33 | Bank of Montreal | Canada | 55,388 | 48,747 | 38 | + 5 | (Harris Trust & Savings Bank, Chicago) | 238 | 215 |
| | | | | | | | (Bank of Montreal (Calif.), San Francisco) | ... | ... |
| | | | | | | | (Bank of Montreal Trust Co., New York) | ... | ... |
| 34 | Dresdner Bank, Frankfurt | Germany | 54,972 | 58,709 | 26 | | .................... | 26 | 31 |
| 35 | Mitsui Trust & Banking Co., Ltd., Tokyo | Japan (e,u) | 54,437 | 51,131 | 36 | + 1 | .................... | 31 | 32 |
| 36 | Daiwa Bank, Ltd., Osaka | Japan (e,u) | 51,673 | 47,187 | 41 | + 5 | (Daiwa Trust Co., New York) | ... | ... |
| 37 | Lloyds Bank Plc, London | United Kingdom | 50,874 | 55,726 | 30 | | (Lloyds Bank California, Los Angeles) | ... | ... |
| 38 | Union Bank of Switzerland, Zurich | Switzerland (u) | 50,316 | 52,850 | 33 | | .................... | 35 | 35 |
| 39 | Chemical New York Corp., | United States | 49,808 | 47,789 | 40 | + 1 | Chemical Bank, New York | 46 | 38 |
| 40 | Canadian Imperial Bank of Commerce, Totonto | Canada | 49,425 | 52,769 | 34 | | (Calif. Canadian Bank, San Francisco) | ... | ... |
| | | | | | | | (Canadian Imp. Bk of Comm. Tr. Co., N.Y.) | ... | ... |
| 41 | Banco do Brasil, Brasilia | Brazil | 48,628 | 54,245 | 31 | | .................... | 86 | 37 |
| 42 | Banca Nazionale del Lavoro, Rome | Italy | 46,952 | 43,837 | 44 | + 2 | .................... | 41 | 39 |
| 43 | Banco Espanol de Credito, Madrid | Spain | 46,354 | 42,320 | 48 | + 5 | .................... | 92 | 40 |
| 44 | Yasuda Trust & Banking Co., Ltd., Tokyo | Japan (e) | 46,037 | 40,242 | 53 | +9 | .................... | 38 | 41 |
| 45 | Swiss Bank Corp., Basle | Switzerland (u) | 45,706 | 48,267 | 39 | | .................... | 37 | 42 |
| 46 | Security Pacific Corp., Los Angeles, Calif. | United States | 44,835 | 38,613 | 56 | +10 | Security Pacific National Bank, Los Angeles | 53 | 50 |
| 47 | Westdeutsche Landesbank Girozentrale, Duesseldorf | Germany | 44,659 | 51,035 | 37 | | .................... | 36 | 43 |
| 48 | First Interstate Bancorp., Los Angeles | United States | 44,095 | 42,664 | 47 | | First Interstate Bank of Calif., Los Angeles | 100 | 100 |
| 49 | Bankers Trust New York Corp. | United States | 42,670 | 36,952 | 59 | +10 | Bankers Trust Co., New York | 61 | 45 |
| 50 | Bank of Nova Scotia, Toronto | Canada | 42,371 | 42,719 | 46 | | (Scotiabank de Puerto Rico, San Juan) | ... | ... |
| | | | | | | | (Bank of Nova Scotia Trust Co., New York) | ... | ... |
| 51 | Algemene Bank Nederland, Amsterdam | Netherlands | 41,160 | 43,227 | 45 | | (LaSalle National Bank, Chicago) | ... | ... |
| 52 | Nippon Credit Bank., Ltd., Tokyo | Japan (e) | 40,535 | 37,115 | 58 | + 6 | .................... | 47 | 47 |
| 53 | Standard Chartered Plc, London | United Kingdom (k) | 39,836 | 41,930 | 49 | | Standard Chartered Bank, London (k) | 43 | 48 |
| | | | | | | | (Union Bank, Los Angeles) | 219 | 207 |
| 54 | Bayerische Vereinsbank, Munich | Germany | 39,191 | 41,620 | 50 | | .................... | 42 | 49 |
| 55 | Commerzbank, Duesseldorf | Germany | 38,729 | 41,505 | 51 | | .................... | 44 | 51 |
| 56 | First Chicago Corp. | United States | 38,728 | 34,871 | 63 | + 7 | First National Bank, Chicago | 65 | 61 |
| 57 | Kyowa Bank, Ltd., Tokyo | Japan (e,u) | 36,719 | 32,757 | 65 | + 8 | (Kyowa Bank of Calif., Los Angeles) | ... | ... |
| 58 | Shoko Chukin Bank, Tokyo | Japan (e) | 36,573 | 33,899 | 64 | + 6 | .................... | 48 | 53 |
| 59 | Banca Commerciale Italiana, Milan | Italy | 35,886 | 39,337 | 55 | | (Long Island Tr. Co. NA, Garden City, N.Y.) | ... | ... |
| 60 | Rabobank Nederland, Utrecht | Netherlands | 35,677 | 38,561 | 57 | | .................... | 62 | 55 |
| 61 | Toronto Dominion Bank | Canada | 35,414 | 32,557 | 66 | + 5 | (Toronto Dominion B&T Co., New York) | ... | ... |
| 62 | Amsterdam-Rotterdam Bank, Amsterdam | Netherlands | 34,965 | 39,957 | 54 | | .................... | 56 | 57 |
| 63 | Istituto Bancario San Paolo di Torino, Turin | Italy | 34,939 | 30,406 | 71 | + 8 | (First Los Angeles Bank) | ... | ... |
| 64 | Saitama Bank Ltd., Urawa | Japan (e) | 34,709 | 30,778 | 68 | + 4 | .................... | 57 | 59 |
| 65 | Toyo Trust & Banking Co., Ltd., Tokyo | Japan (e) | 33,781 | 30,552 | 70 | + 5 | .................... | 51 | 60 |
| 66 | Bayerische Hypotheken-und Wechsel-Bank, Munich | Germany | 33,199 | 35,627 | 61 | | .................... | 50 | 62 |
| 67 | Bayerische Landesbank Girozentrale, Munich | Germany (s) | 32,369 | 36,117 | 60 | | .................... | 54 | 63 |
| 68 | Credit Suisse, Zurich | Switzerland(u) | 32,267 | 35,466 | 62 | | .................... | 58 | 64 |
| 69 | Bank Melli Iran, Tehran | Iran | 31,000 | 27,943 | 76 | + 7 | .................... | 78 | 65 |
| 70 | Cassa di Risparmio delle Provincie Lombarde, Milan | Italy | 30,977 | 31,775 | 67 | | .................... | 69 | 66 |
| 71 | Credito Italiano, Milan | Italy | 30,371 | 29,245 | 73 | + 2 | .................... | 63 | 67 |
| 72 | Wespac Banking Corp., Sydney | Australia (e) | 30,268 | 28,271 | 75 | + 3 | .................... | 74 | 68 |
| 73 | Monte dei Paschi di Siena | Italy | 30,240 | 27,535 | 78 | + 5 | .................... | 66 | 69 |
| 74 | Continental Illinois Corp., Chicago | United States | 29,926 | 41,238 | 52 | | Continental Illinois NB&T Co., Chicago | 99 | 71 |
| 75 | Hokkaido Takushoku Bank Ltd., Sapporo | Japan (e,u) | 29,592 | 26,567 | 80 | + 5 | .................... | 73 | 70 |
| 76 | Rafidain Bank, Baghdad | Iraq | 28,815 | 22,317 | .. | | .................... | 64 | 73 |
| 77 | Bank of Yokohama, Ltd. | Japan (e) | 28,576 | 24,994 | .. | | .................... | 72 | 74 |
| 78 | Mellon Bank Corp. Pittsburgh | United States | 27,931 | 24,199 | .. | | Mellon Bank NA, Pittsburgh | 102 | 89 |
| 79 | Norddeutsche Landesbank Girozentrale, Hannover | Germany | 27,865 | 30,718 | 69 | | .................... | 71 | 75 |
| 80 | Wells Fargo & Co., San Francisco | United States | 27,758 | 26,522 | 81 | + 1 | Wells Fargo Bank NA, San Francisco | 77 | 82 |
| 81 | Banco di Roma, Rome | Italy | 27,606 | 25,846 | 82 | + 1 | (Banco di Roma (Chicago) ) | ... | ... |
| 82 | Compagnie Financiere de Credit Industriel et Commercial, Paris | France (j) | 27,575 | 29,280 | 72 | | Credit Industrial et Commercial, Paris | 143 | 145 |
| 83 | Compagnie Financiere de Suez, Paris | France | 27,152 | 27,141 | 79 | | Banque Indosuez, Paris | 90 | 80 |
| 84 | Societe Generale de Banque, Brussels | Belgium | 26,655 | 27,652 | 77 | | .................... | 67 | 77 |
| 85 | Australia & New Zealand Banking Group, Ltd., Melbourne | Australia (e) | 26,635 | 18,387 | ... | | .................... | 70 | 78 |
| 86 | Deutsche Genossenschaftsbank, Frankfurt | Germany | 26,151 | 28,319 | 74 | | .................... | 103 | 79 |

This listing includes bank holding companies, commercial banks, and savings banks with total assets of $25 billion or more on Dec. 31, 1984, or nearest fiscal yearend. **(a)** — Total assets exclude contra accounts and contingent liabilities. Foreign banks' assets are converted into dollars using the New York cable rate prevailing on Dec. 31, 1984, or date of figures. Unless otherwise noted after the name of the country the data are consolidated to include subsidiaries more than 50% owned and are for fiscal year ending after 9/30/84. **(b)** — Holding companies are excluded from the listings of the top 500 banks. For the holding companies in this listing, the ranks shown are for their respective lead banks. For non-U.S. banks that own U.S. banks, the ranks shown are for their U.S. bank subsidiary, or subsidiaries, that wereranked among the top 500 banks in the world. **(e)** — Data are for Sept. 30, 1984. **(j)** — Compagnie Financiere de Credit Industriel et Commercial is the holding company for the CIC Group. It was formed on May 4, 1984. Data for 1983 are for the CIC Group. **(k)** — On Jan. 1, 1985, the Standard Chartered Bank Act 1984 transferred the banking business of the Company to The Chartered Bank and changed the name of the Company to Standard Chartered Plc and the name of The Chartered Bank to Standard Chartered Bank. **(s)** — The 1983 data were consolidated to include subsidiaries more than 50% owned, but 1984 data were unconsolidated. **(t)** — The 1984 data were consolidated to include subsidiaries more then 50% owned, but 1983 data were unconsolidated. **(u)** — All data for both 1984 and 1983 were not consoliated to include subsidiaries more than 50% owned. **(y)** —Licensed as an agency under New York State banking law.

# Alphabetical Listing of Top 500 Banks

## Ranked by Assets (With Deposit Rank Also Shown)

Compiled by **American Banker** Copyright 1985

| Name of Bank | Country | 12/31/84 Asset Rank | 12/31/84 Deposit Rank |
|---|---|---|---|
| **A** | | | |
| Akita Bank, Ltd. | Japan | 389 | 355 |
| Alahli Bank of Kuwait | Kuwait | 321 | 282 |
| Algemene Bank Nederland, Amsterdam | Netherlands | 48 | 46 |
| Allied Bank of Texas, Houston | United States | 387 | 416 |
| Allied Irish Banks Ltd., Dublin | Ireland | 203 | 186 |
| AmSouth Bank NA, Birmingham, Ala. | United States | 384 | 399 |
| AmeriTrust Co. NA, Cleveland | United States | 251 | 266 |
| American Express International Banking Corp., New York (y) | United States | 126 | 129 |
| American Fletcher Nat'l Bank & Trust Co., Indianapolis | United States | 490 | 493 |
| American National Bank & Trust Co., Chicago | United States | 469 | 474 |
| American Savings Bank FSB, New York | United States | 448 | 414 |
| American Security Bank NA, Washington, D.C. | United States | 405 | 395 |
| Amsterdam-Rotterdam Bank, Amsterdam | Netherlands | 59 | 57 |
| Anchor Savings Bank FSB, Northport, N.Y. | United States | 253 | 224 |
| Aomori Bank, Ltd. | Japan | 411 | 370 |
| Arab African International Bank, Cairo | Egypt | 366 | 344 |
| Arab Bank Ltd., Amman | Jordan | 149 | 135 |
| Arab Banking Corp., Manama | Bahrain | 143 | 142 |
| Arizona Bank, Phoenix | United States | 492 | 454 |
| Ashikaga Bank, Ltd., Utsunomiya | Japan | 131 | 122 |
| Atlantic National Bank of Florida, Jacksonville | United States | 432 | 440 |
| Australia & New Zealand Banking Group, Ltd., Melbourne | Australia | 80 | 71 |
| Australia & New Zealand Savings Bank, Ltd., Melbourne | Australia | 477 | 415 |
| Awa Bank, Ltd., Tokushima | Japan | 344 | 307 |
| **B** | | | |
| BFG Luxembourg | Luxembourg | 465 | 392 |
| Badische Kommunale Landesbank-Girozentrale, Mannheim | Germany | 211 | 175 |
| BancOhio National Bank, Columbus | United States | 367 | 375 |
| Banca Cattolica del Veneto, Vicenza | Italy | 452 | 421 |
| Banca Commerciale Italiana, Milan | Italy | 56 | 50 |
| Banca Nazionale del Lavoro, Rome | Italy | 42 | 41 |
| Banca Nazionale dell'Agricoltura, Rome | Italy | 134 | 128 |
| Banca Popolare di Bergamo | Italy | 388 | 460 |
| Banca Popolare di Milano, Milan | Italy | 160 | 207 |
| Banca Popolare di Novara | Italy | 173 | 171 |
| Banca Provinciale Lombarda, Bergamo | Italy | 409 | 419 |
| Banca Serfin, Mexico City | Mexico | 372 | 325 |
| Banca Toscana, Florence | Italy | 289 | 274 |
| Banco Brasileiro de Descontos, Osasco | Brazil | 192 | 309 |
| Banco Central, Madrid | Spain | 97 | 89 |
| Banco Espanol de Credito, Madrid | Spain | 43 | 92 |
| Banco Exterior de Espana, Madrid | Spain | 108 | 112 |
| Banco Hispano-Americano, Madrid | Spain | 107 | 101 |
| Banco Itau, Sao Paulo | Brazil | 310 | 470 |
| Banco Lariano, Como | Italy | 426 | 442 |
| Banco Mexicano Somex, Mexico City | Mexico | 431 | 668 |
| Banco Nacional Ultramarino, Lisbon | Portugal | 396 | 516 |
| Banco Nacional de Mexico, Mexico City | Mexico | 138 | 164 |
| Banco Nacional, Belo Horizonte | Brazil | 461 | 922 |
| Banco Pinto & Sotto Mayor, Lisbon | Portugal | 324 | 510 |
| Banco Popular Espanol, Madrid | Spain | 180 | 199 |
| Banco Popular de Puerto Rico, San Juan | United States | 458 | 450 |
| Banco Portugues do Atlantico, Oporto | Portugal | 399 | 438 |
| Banco Real, Sao Paulo | Brazil | 498 | 704 |
| Banco Urquijo Union, Madrid | Spain | 430 | 477 |
| Banco de Bilbao | Spain | 123 | 113 |
| Banco de Chile, Santiago | Chile | 278 | 0 |
| Banco de Santander | Spain | 129 | 127 |
| Banco de Vizcaya, Bilbao | Spain | 112 | 117 |
| Banco de la Nacion Argentina, Buenos Aires | Argentina | 197 | 449 |
| Banco de la Provincia de Buenos Aires | Argentina | 464 | 967 |
| Banco del Estado de Chile, Santiago | Chile | 290 | 755 |
| Banco di Napoli, Naples | Italy | 87 | 85 |
| Banco di Roma, Rome | Italy | 77 | 69 |
| Banco di Santo Spirito, Rome | Italy | 167 | 154 |
| Banco di Sicilia, Palermo | Italy | 120 | 119 |
| Banco do Brasil, Brasilia | Brazil | 39 | 86 |
| Banco do Estado de Sao Paulo | Brazil | 291 | 509 |
| Bancomer, Mexico City | Mexico | 150 | 147 |
| Bangkok Bank, Ltd. | Thailand | 163 | 188 |
| Bank Bumi Daya, Jakarta | Indonesia | 385 | 499 |
| Bank Dagang Negara, Jakarta | Indonesia | 404 | 417 |
| Bank Hapoalim, Tel-Aviv | Israel | 92 | 104 |
| Bank Leu, Ltd., Zurich | Switzerland | 364 | 334 |
| Bank Leumi le-Israel, Tel-Aviv | Israel | 86 | 84 |
| Bank Mees & Hope, Amsterdam | Netherlands | 365 | 363 |
| Bank Melli Iran, Tehran | Iran | 66 | 78 |
| Bank Negara Indonesia 1946, Jakarta | Indonesia | 246 | 211 |
| Bank Rakjat Indonesia, Jakarta | Indonesia | 342 | 752 |
| Bank Saderat Iran, Tehran | Iran | 118 | 121 |
| Bank fuer Arbeit und Wirtschaft, Vienna | Austria | 247 | 210 |
| Bank fuer Gemeinwirtschaft, Frankfurt | Germany | 98 | 83 |
| Bank of Alexandria | Egypt | 478 | 453 |
| Bank of America NT&SA, San Francisco | United States | 6 | 4 |
| Bank of Baroda, Bombay | India | 335 | 287 |
| Bank of California NA, San Francisco | United States | 500 | 513 |
| Bank of Communications, Taipei | Taiwan | 377 | 434 |
| Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown | Cayman Islands | 292 | 252 |
| Bank of Credit & Commerce International, Luxembourg | Luxembourg | 326 | 277 |
| Bank of Fukuoka, Ltd. | Japan | 135 | 125 |
| Bank of Hawaii, Honolulu | United States | 434 | 388 |
| Bank of Hiroshima, Ltd. | Japan | 139 | 133 |
| Bank of India, Bombay | India | 312 | 265 |
| Bank of Ireland, Dublin | Ireland | 244 | 225 |
| Bank of Kyoto, Ltd. | Japan | 206 | 179 |
| Bank of Montreal | Canada | 34 | 28 |
| Bank of New England NA, Boston | United States | 333 | 351 |
| Bank of New York | United States | 125 | 130 |
| Bank of New Zealand, Ltd., Wellington | New Zealand | 368 | 343 |
| Bank of Nova Scotia, Toronto | Canada | 46 | 40 |
| Bank of Osaka, Ltd. | Japan | 408 | 367 |
| Bank of Saga, Ltd. | Japan | 489 | 443 |
| Bank of Scotland, Edinburgh | United Kingdom | 209 | 194 |
| Bank of Seoul | Korea | 133 | 134 |
| Bank of Taiwan, Taipei | Taiwan | 156 | 152 |
| Bank of Tokyo Trust Co., New York | United States | 343 | 304 |
| Bank of Tokyo, Ltd. | Japan | 23 | 24 |
| Bank of Virginia, Richmond | United States | 401 | 397 |
| Bank of Yokohama, Ltd. | Japan | 75 | 73 |
| Bank of the Ryukyus, Ltd., Naha | Japan | 476 | 422 |
| Bankers Trust Co., New York | United States | 47 | 62 |
| Banque Bruxelles Lambert, Brussels | Belgium | 91 | 81 |
| Banque Cantonale Vaudoise, Lausanne | Switzerland | 495 | 451 |
| Banque Cantonale de Berne | Switzerland | 462 | 396 |
| Banque Cantonale de Zurich | Switzerland | 157 | 146 |
| Banque Commerciale pour l'Europe du Nord, Paris | France | 382 | 336 |
| Banque Francaise du Commerce Exterieur, Paris | France | 104 | 185 |
| Banque Generale du Luxembourg | Luxembourg | 444 | 393 |
| Banque Indosuez, Paris | France | 82 | 90 |
| Banque Internationale a Luxembourg | Luxembourg | 420 | 365 |
| Banque Internationale pour l'Afrique Occidentale, Paris | France | 472 | 579 |
| Banque Nationale de Paris | France | 8 | 7 |
| Banque Paribas, Paris | France | 33 | 45 |
| Banque Populaire Suisse, Berne | Switzerland | 179 | 159 |
| Banque Worms, Paris | France | 318 | 301 |
| Banque de l'Union Europeenne, Paris | France | 415 | 532 |
| Barclays National Bank Ltd., Johannesburg | South Africa | 188 | 161 |
| Barclays Plc, London | United Kingdom | 12 | 12 |
| Bayerische Hypotheken-und Wechsel-Bank, Munich | Germany | 63 | 51 |
| Bayerische Landesbank Girozentrale, Munich | Germany | 64 | 55 |
| Bayerische Raiffeisen-Zentralbank, Munich | Germany | 283 | 256 |
| Bayerische Vereinsbank, Munich | Germany | 51 | 42 |
| Bergen Bank | Norway | 439 | 394 |
| Berliner Bank, Berlin | Germany | 208 | 168 |
| Berliner Handels und-Frankfurter Bank, Frankfurt | Germany | 223 | 290 |
| Bowery Savings Bank, New York | United States | 302 | 253 |
| Bremer Landesbank Kreditanstalt Oldenburg, Bremen | Germany | 220 | 213 |
| **C** | | | |
| C.O.B.-Caisse d'Epargne Privee, Brussels | Belgium | 424 | 378 |
| Caisse Centrale des Banques Populaires, Paris | France | 228 | 234 |
| Caisse Generale d'Epargne et de Retraite, Brussels | Belgium | 115 | 111 |
| Caisse d'Epargne de Paris | France | 308 | 284 |
| Caisse d'Epargne de l'Etat, Luxembourg | Luxembourg | 446 | 586 |
| Caixa Geral de Depositos, Lisbon | Portugal | 329 | 353 |
| Caja de Ahorros y Monte de Piedad de Madrid | Spain | 311 | 323 |
| Caja de Pensiones para la Vejez, Barcelona | Spain | 194 | 248 |
| California First Bank, San Francisco | United States | 337 | 298 |
| Canadian Imperial Bank of Commerce, Toronto | Canada | 38 | 33 |
| Canara Bank, Bangalore | India | 390 | 373 |
| Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo | Italy | 323 | 456 |
| Cassa di Risparmio delle Provincie Lombarde, Milan | Italy | 67 | 70 |
| Cassa di Risparmio di Firenze, Florence | Italy | 449 | 457 |
| Cassa di Risparmio di Torino, Turin | Italy | 237 | 240 |
| Cassa di Risparmio di Verona, Vicenza & Belluno, Verona | Italy | 381 | 382 |
| Centerre Bank NA, St. Louis, Mo. | United States | 491 | 537 |
| Central Bank of India, Bombay | India | 328 | 313 |
| Centrale Raiffeisenkas van Belgische Boerenbond, Leuven | Belgium | 374 | 340 |
| Chang Hwa Commercial Bank, Ltd., Taichung | Taiwan | 331 | 361 |
| Chase Lincoln First Bank NA, Rochester, N.Y. | United States | 391 | 391 |
| Chase Manhattan Bank NA, New York | United States | 17 | 20 |
| Chemical Bank, New York | United States | 40 | 47 |
| Chiba Bank, Ltd. | Japan | 116 | 107 |
| Chiba Kogyo Bank, Ltd. | Japan | 467 | 412 |
| Chiba Sogo Bank, Ltd. | Japan | 425 | 380 |
| Cho-Heung Bank Ltd., Seoul | Korea | 240 | 364 |
| Christiania Bank og Kreditkasse, Oslo | Norway | 267 | 241 |
| Chugoku Bank, Ltd., Okayama | Japan | 184 | 172 |
| Chukyo Sogo Bank, Ltd., Nagoya | Japan | 436 | 379 |
| Chuo Sogo Bank, Ltd., Nagoya | Japan | 352 | 312 |
| Chuo Trust & Banking Co., Ltd., Tokyo | Japan | 78 | 82 |
| Citibank (New York) NA, Buffalo | United States | 418 | 538 |
| Citibank (South Dakota) NA, Sioux Falls | United States | 248 | 462 |
| Citibank NA, New York | United States | 5 | 9 |
| Citizens & Southern National Bank, Atlanta | United States | 229 | 243 |
| Citizens Fidelity Bank & Trust Co., Louisville, Ky. | United States | 497 | 534 |
| Comerica Bank-Detroit | United States | 235 | 233 |
| Commercial Bank of Greece, Athens | Greece | 440 | 455 |
| Commercial Bank of Korea Ltd., Seoul | Korea | 218 | 333 |
| Commercial Bank of Kuwait | Kuwait | 276 | 235 |
| Commercial Bank of Syria, Damascus | Syria | 182 | 239 |
| Commerzbank International, Luxembourg | Luxembourg | 345 | 311 |
| Commerzbank, Duesseldorf | Germany | 53 | 44 |
| Commonwealth Bank of Australia, Sydney | Australia | 144 | 157 |
| Commonwealth Banking Corp., Sydney | Australia | 84 | 80 |
| Commonwealth Savings Bank of Australia, Sydney | Australia | 146 | 137 |
| Compagnie Luxembourgeoise de la Dresdner Banque | Luxembourg | 221 | 197 |
| Connecticut Bank & Trust Co. NA, Hartford | United States | 252 | 263 |
| Connecticut National Bank, Hartford | United States | 271 | 271 |
| Continental Bank of Canada, Toronto | Canada | 375 | 369 |
| Continental Illinois Nat'l Bank & Trust Co., Chicago | United States | 72 | 99 |
| Cooperative Bank of Taiwan, Taipei | Taiwan | 166 | 189 |
| Copenhagen Handelsbank | Denmark | 200 | 182 |
| Credit Agricole Mutuel, Paris | France | 9 | 6 |
| Credit Commercial de France, Paris | France | 111 | 106 |
| Credit Industriel et Commercial, Paris (h) | France | 145 | 143 |
| Credit Lyonnais Bank Nederland, Rotterdam | Netherlands | 421 | 720 |
| Credit Lyonnais, Paris | France | 10 | 10 |
| Credit Suisse, Zurich | Switzerland | 65 | 59 |
| Credit du Nord, Lille | France | 175 | 170 |
| Creditanstalt-Bankverein, Vienna | Austria | 105 | 123 |
| Credito Italiano, Milan | Italy | 68 | 64 |
| Credito Romagnolo, Bologna | Italy | 255 | 258 |
| Crocker National Bank, San Francisco | United States | 89 | 88 |
| CrossLand Savings FSB, Brooklyn, New York | United States | 249 | 217 |
| **D** | | | |
| Dai-Ichi Kangyo Bank Ltd., Tokyo | Japan | 1 | 1 |
| Dai-San Sogo Bank, Ltd., Matsuzaka | Japan | 443 | 387 |
| Daishi Bank, Ltd., Niigata | Japan | 204 | 184 |
| Daiwa Bank, Ltd., Osaka | Japan | 27 | 34 |
| Danske Bank, Copenhagen | Denmark | 178 | 165 |
| Deutsche Bank Compagnie Financiere Luxembourg | Luxembourg | 154 | 150 |
| Deutsche Bank, Frankfurt | Germany | 19 | 16 |
| Deutsche Genossenschaftsbank, Frankfurt | Germany | 81 | 103 |
| Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt | Germany | 162 | 141 |
| Development Bank of Singapore Ltd. | Singapore | 313 | 447 |
| Dime Savings Bank of New York FSB | United States | 230 | 209 |
| Dollar-Dry Dock Savings Bank, Bronx, New York | United States | 332 | 292 |
| Dresdner Bank, Frankfurt | Germany | 35 | 26 |

# Alphabetical Listing of Top 500 Banks

## Ranked by Assets (With Deposit Rank Also Shown)

Compiled by **American Banker** Copyright 1985

| Name of Bank | Country | 12/31/84 Asset Rank | 12/31/84 Deposit Rank |
|---|---|---|---|
| **E** | | | |
| Ehime Sogo Bank, Ltd., Matsuyama | Japan | 455 | 406 |
| Eighteenth Bank, Ltd., Nagasaki | Japan | 386 | 347 |
| Emigrant Savings Bank, New York | United States | 499 | 426 |
| Empire of America FSB, Buffalo, N.Y. | United States | 202 | 190 |
| Erste Oesterreichische Spar-Casse, Vienna | Austria | 320 | 288 |
| European American Bank , New York | United States | 231 | 227 |
| **F** | | | |
| Fidelity Bank NA, Malvern, Pa. | United States | 281 | 275 |
| First Bank of Nigeria Ltd., Lagos | Nigeria | 275 | 254 |
| First City National Bank, Houston | United States | 170 | 218 |
| First Commercial Bank, Taipei | Taiwan | 225 | 222 |
| First Fidelity Bank NA, Newark, N.J. | United States | 232 | 228 |
| First Interstate Bank of Arizona NA, Phoenix | United States | 288 | 276 |
| First Interstate Bank of California, Los Angeles | United States | 100 | 100 |
| First Interstate Bank of Oregon NA, Portland | United States | 327 | 314 |
| First National Bank of Maryland, Baltimore | United States | 438 | 444 |
| First National Bank, Atlanta | United States | 265 | 293 |
| First National Bank, Boston | United States | 109 | 114 |
| First National Bank, Chicago | United States | 62 | 66 |
| First National Bank, Louisville, Ky. | United States | 484 | 495 |
| First National Bank, Minneapolis | United States | 210 | 278 |
| First National Bank, St. Paul, Minn. | United States | 307 | 425 |
| First Pennsylvania Bank NA, Philadelphia | United States | 306 | 341 |
| First Tennessee Bank NA, Memphis | United States | 353 | 359 |
| First Union National Bank, Charlotte, N.C. | United States | 234 | 306 |
| First Wisconsin National Bank, Milwaukee | United States | 433 | 465 |
| Fleet National Bank, Providence, R.I. | United States | 354 | 408 |
| Florida National Bank, Jacksonville | United States | 309 | 305 |
| Fuji Bank, Ltd., Tokyo | Japan | 2 | 2 |
| Fukui Bank, Ltd. | Japan | 319 | 285 |
| Fukuoka Sogo Bank, Ltd. | Japan | 301 | 261 |
| Fukutoku Sogo Bank, Ltd., Osaka | Japan | 379 | 335 |
| **G** | | | |
| Genossenschaftliche Zentralbank, Stuttgart | Germany | 413 | 357 |
| Genossenschaftliche Zentralbank, Vienna | Austria | 269 | 232 |
| Girozentrale und Bank der Osterreichischen Sparkassen, Vienna | Austria | 155 | 151 |
| Goldome FSB, Buffalo, N.Y. | United States | 142 | 138 |
| Gotabanken, Goteborg | Sweden | 371 | 424 |
| Great American First Savings Bank, San Diego, Calif. | United States | 242 | 286 |
| Grindlays Bank Plc., London | United Kingdom | 241 | 216 |
| Groupe Des Banques Populaires, Paris | France | 96 | 96 |
| Gulf Bank, Kuwait | Kuwait | 264 | 229 |
| Gulf International Bank B.S.C., Manama | Bahrain | 219 | 202 |
| Gunma Bank, Ltd., Maebashi | Japan | 153 | 145 |
| **H** | | | |
| Habib Bank Ltd., Karachi | Pakistan | 346 | 322 |
| Hachijuni Bank, Ltd., Nagano | Japan | 141 | 136 |
| Hambros Bank Ltd., London | United Kingdom | 479 | 433 |
| Hamburger Sparkasse, Hamburg | Germany | 233 | 204 |
| Hamburgische Landesbank-Girozentrale, Hamburg | Germany | 158 | 140 |
| Hang Seng Bank Ltd., Hong Kong | Hong Kong | 227 | 196 |
| Hanil Bank Ltd., Seoul | Korea | 217 | 324 |
| Harris Trust & Savings Bank, Chicago | United States | 215 | 238 |
| Heiwa Sogo Bank, Ltd., Tokyo | Japan | 316 | 279 |
| Hessische Landesbank-Girozentrale, Frankfurt | Germany | 103 | 87 |
| Higo Bank, Ltd., Kumamoto | Japan | 286 | 255 |
| Hill, Samuel & Co., Ltd., London | United Kingdom | 480 | 429 |
| Hiroshima Sogo Bank, Ltd. | Japan | 394 | 354 |
| Hokkaido Bank, Ltd., Sapporo | Japan | 205 | 177 |
| Hokkaido Takushoku Bank, Ltd., Sapporo | Japan | 71 | 74 |
| Hokkoku Bank, Ltd., Kanazawa | Japan | 272 | 244 |
| Hokuetsu Bank, Ltd., Nagaoka | Japan | 393 | 356 |
| Hokuriku Bank Ltd., Toyama | Japan | 110 | 105 |
| Hokuyo Sogo Bank, Ltd., Sapporo | Japan | 423 | 374 |
| Hongkong and Shanghai Banking Corp., Hong Kong | Hong Kong | 30 | 27 |
| Howard Savings Bank, Newark, N.J. | United States | 456 | 401 |
| Hua Nan Commercial Bank, Ltd., Taipei | Taiwan | 362 | 332 |
| Huntington National Bank, Columbus, Ohio | United States | 299 | 315 |
| Hyakugo Bank, Ltd., Tsu | Japan | 261 | 230 |
| Hyakujushi Bank, Ltd., Takamatsu | Japan | 199 | 187 |
| Hyogo Sogo Bank, Ltd., Kobe | Japan | 258 | 226 |
| **I** | | | |
| Indian Overseas Bank, Madras | India | 494 | 475 |
| Indiana National Bank, Indianapolis | United States | 493 | 503 |
| Industrial Bank of Japan, Ltd., Tokyo | Japan | 15 | 15 |
| InterFirst Bank Dallas NA | United States | 148 | 178 |
| International Commercial Bank of China, Taipei | Taiwan | 475 | 653 |
| International Westminster Bank Plc, London | United Kingdom | 73 | 60 |
| Irving Trust Co., New York | United States | 121 | 124 |
| Israel Discount Bank of New York | United States | 437 | 381 |
| Israel Discount Bank, Ltd., Tel-Aviv | Israel | 136 | 132 |
| Istituto Bancario Italiano, Milan | Italy | 360 | 346 |
| Istituto Bancario San Paolo di Torino, Turin | Italy | 60 | 61 |
| Iwate Bank, Ltd., Morioka | Japan | 392 | 362 |
| Iyo Bank, Ltd., Matsuyama | Japan | 196 | 181 |
| **J** | | | |
| Joyo Bank, Ltd., Mito | Japan | 119 | 109 |
| Jugobanka-United Bank, Belgrade | Yugoslavia | 284 | 376 |
| Juroku Bank, Ltd., Gifu | Japan | 198 | 176 |
| **K** | | | |
| Kagoshima Bank, Ltd. | Japan | 322 | 294 |
| Kansallis-Osake Pankki, Helsinki | Finland | 152 | 166 |
| Kinki Sogo Bank, Ltd., Osaka | Japan | 280 | 245 |
| Kiyo Bank, Ltd., Wakayama | Japan | 263 | 236 |
| Kleinwort, Benson, Lonsdale Plc, London | United Kingdom | 370 | 338 |
| Kofuku Sogo Bank, Ltd., Osaka | Japan | 314 | 280 |
| Korea Exchange Bank, Seoul | Korea | 127 | 281 |
| Korea First Bank, Seoul | Korea | 212 | 317 |
| Kredietbank International Group, Brussels | Belgium | 102 | 91 |
| Kredietbank S.A. Luxembourgeoise, Luxembourg | Luxembourg | 451 | 400 |
| Krung Thai Bank Ltd., Bangkok | Thailand | 473 | 459 |
| Kyowa Bank, Ltd., Tokyo | Japan | 54 | 56 |
| **L** | | | |
| Land Bank of Taiwan, Taipei | Taiwan | 238 | 270 |
| Landesbank Rheinland-Pfalz Girozentrale, Mainz | Germany | 147 | 131 |
| Landesbank Schleswig-Holstein Girozentrale, Kiel | Germany | 185 | 155 |
| Landesgirokasse, Stuttgart | Germany | 355 | 320 |
| Ljubljanska Banka, Ljubljana | Yugoslavia | 282 | 366 |
| Lloyds Bank International Ltd., London | United Kingdom | 88 | 79 |
| Lloyds Bank Plc, London | United Kingdom | 36 | 30 |
| Lombard North Central Plc, London | United Kingdom | 297 | 328 |
| Long Island Savings Bank FSB, Syosset, N.Y. | United States | 376 | 386 |
| Long-Term Credit Bank of Japan Ltd., Tokyo | Japan | 24 | 22 |
| Luzerner Kantonalbank, Lucerne | Switzerland | 488 | 437 |
| **M** | | | |
| MBank Dallas NA | United States | 262 | 257 |
| MBank Houston NA | United States | 358 | 418 |
| Malayan Banking Berhad, Kuala Lumpur | Malaysia | 270 | 242 |
| Manufacturers Hanover Trust Co., New York | United States | 31 | 32 |
| Manufacturers National Bank, Detroit | United States | 293 | 295 |
| Marine Midland Bank NA, Buffalo, N.Y. | United States | 94 | 98 |
| Maryland National Bank, Baltimore | United States | 279 | 319 |
| Mellon Bank (East) NA, Philadelphia | United States | 402 | 446 |
| Mellon Bank NA, Pittsburgh | United States | 90 | 102 |
| Mercantile Bank of Canada, Montreal | Canada | 447 | 390 |
| Mercantile Trust Co. NA, St. Louis, Mo. | United States | 442 | 476 |
| Michinoku Bank, Ltd., Hirosaki | Japan | 466 | 410 |
| Midland Bank Plc, London | United Kingdom | 21 | 17 |
| Mitsubishi Bank Ltd., Tokyo | Japan | 4 | 5 |
| Mitsubishi Trust & Banking Corp., Tokyo | Japan | 20 | 23 |
| Mitsui Bank, Ltd., Tokyo | Japan | 18 | 19 |
| Mitsui Trust & Banking Co., Ltd., Tokyo | Japan | 28 | 31 |
| Miyazaki Bank, Ltd. | Japan | 468 | 432 |
| Montagu (Samuel) & Co., Ltd., London | United Kingdom | 482 | 407 |
| Monte dei Paschi di Siena | Italy | 70 | 67 |
| Montreal City & District Savings Bank | Canada | 380 | 342 |
| Morgan Guaranty Trust Co., New York | United States | 29 | 39 |
| Musashino Bank, Ltd., Omiya | Japan | 395 | 352 |
| **N** | | | |
| NCNB National Bank of Florida, Tampa | United States | 359 | 345 |
| NCNB National Bank of North Carolina, Charlotte | United States | 161 | 173 |
| Nagoya Sogo Bank, Ltd. | Japan | 303 | 260 |
| Nanto Bank, Ltd., Nara | Japan | 214 | 195 |
| Nassauische Sparkasse Wiesbaden, Wiesbaden | Germany | 486 | 411 |
| National Australia Bank Ltd, Melbourne | Australia | 99 | 93 |
| National Australia Savings Bank Ltd., Melbourne | Australia | 403 | 348 |
| National Bank of Abu Dhabi | United Arab Emirate | 274 | 247 |
| National Bank of Canada, Montreal | Canada | 124 | 118 |
| National Bank of Detroit | United States | 137 | 156 |
| National Bank of Dubai Ltd., Dubai | United Arab Emirate | 361 | 339 |
| National Bank of Egypt, Cairo | Egypt | 213 | 215 |
| National Bank of Greece, Athens | Greece | 117 | 120 |
| National Bank of Kuwait | Kuwait | 183 | 160 |
| National Bank of Pakistan, Karachi | Pakistan | 485 | 431 |
| National City Bank, Cleveland | United States | 340 | 413 |
| National Commercial Bank, Jeddah | Saudi Arabia | 113 | 108 |
| National Commercial Bank, Tripoli | Libya | 417 | 489 |
| National Westminster Bank Plc, London | United Kingdom | 14 | 14 |
| National Westminster Bank USA, New York | United States | 189 | 183 |
| Nedbank Ltd., Johannesburg | South Africa | 245 | 208 |
| Nederlandsche Middenstandsbank, Amsterdam | Netherlands | 101 | 94 |
| Nederlandse Credietbank, Amsterdam | Netherlands | 378 | 349 |
| Nippon Credit Bank, Ltd., Tokyo | Japan | 49 | 48 |
| Nippon Trust & Banking Co., Ltd., Tokyo | Japan | 159 | 163 |
| Nishi-Nippon Sogo Bank, Ltd., Fukuoka | Japan | 174 | 158 |
| Norddeutsche Genossenschaftsbank, Hannover | Germany | 351 | 327 |
| Norddeutsche Landesbank Girozentrale, Hannover | Germany | 76 | 72 |
| Norinchukin Bank, Tokyo | Japan | 13 | 13 |
| Norske Creditbank, Oslo | Norway | 190 | 198 |
| Northern Trust Co., Chicago | United States | 254 | 302 |
| Norwest Bank Minneapolis NA | United States | 277 | 291 |
| Nuovo Banco Ambrosiano, Milan | Italy | 445 | 463 |
| **O** | | | |
| Oesterreichische Laenderbank, Vienna | Austria | 164 | 144 |
| Ogaki-Kyoritsu Bank, Ltd., Ogaki | Japan | 295 | 264 |
| Oita Bank, Ltd. | Japan | 363 | 329 |
| Orion Royal Bank Ltd., London | United Kingdom | 496 | 478 |
| Oversea-Chinese Banking Corp., Ltd., Singapore | Singapore | 427 | 427 |
| Overseas Union Bank, Singapore | Singapore | 487 | 467 |
| **P** | | | |
| PSFS, Philadelphia | United States | 128 | 126 |
| People's Bank-Bridgeport, Conn. | United States | 419 | 377 |
| Perpetual American Bank, FSB, McLean, Va. | United States | 428 | 492 |
| Philadelphia National Bank | United States | 239 | 251 |
| Philippine National Bank, Manila | Philippines | 383 | 806 |
| Pittsburgh National Bank | United States | 191 | 250 |
| Post-Och Kreditbanken, Stockholm | Sweden | 114 | 110 |
| Postipankki, Helsinki | Finland | 305 | 296 |
| Privatbanken, Copenhagen | Denmark | 296 | 273 |
| Privredna Banka Sarajevo-Udruzena Banka, Sarajevo | Yugoslavia | 373 | 621 |
| Privredna Banka, Zagreb | Yugoslavia | 273 | 620 |
| Provident National Bank, Philadelphia | United States | 350 | 404 |
| Punjab National Bank, New Delhi | India | 356 | 321 |
| **R** | | | |
| Rabobank Nederland, Utrecht | Netherlands | 57 | 63 |
| Rafidain Bank, Baghdad | Iraq | 74 | 65 |
| Rainier National Bank, Seattle | United States | 250 | 237 |
| Republic National Bank, New York | United States | 151 | 153 |
| RepublicBank Dallas NA | United States | 130 | 139 |
| Riggs National Bank, Washington, D.C. | United States | 336 | 318 |
| Riyad Bank Ltd., Jeddah | Saudi Arabia | 177 | 174 |
| Royal Bank of Canada, Montreal | Canada | 25 | 21 |
| Royal Bank of Scotland Plc, Edinburgh | United Kingdom | 165 | 149 |

# Alphabetical Listing of Top 500 Banks

## Ranked by Assets (With Deposit Rank Also Shown)

Compiled by **American Banker** Copyright 1985

| Name of Bank | Country | 12/31/84 Asset Rank | 12/31/84 Deposit Rank |
|---|---|---|---|
| **S** | | | |
| Saitama Bank Ltd., Urawa | Japan | 61 | 58 |
| Sal. Oppenheim jr. & Cie., Cologne | Germany | 450 | 951 |
| San-in Godo Bank, Ltd., Matsue | Japan | 357 | 331 |
| Sanwa Bank Ltd., Osaka | Japan | 7 | 8 |
| Saudi American Bank, Riyadh | Saudi Arabia | 429 | 385 |
| Saudi International Bank, London | United Kingdom | 457 | 405 |
| Scandinavian Bank Ltd., London | United Kingdom | 481 | 441 |
| Sears Savings Bank, Glendale, Calif. | United States | 256 | 268 |
| Seattle-First National Bank | United States | 181 | 205 |
| Security Pacific National Bank, Los Angeles | United States | 52 | 54 |
| Shawmut Bank of Boston NA | United States | 470 | 521 |
| Shichijushichi Bank, Ltd., Sendai | Japan | 195 | 180 |
| Shiga Bank, Ltd., Otsu | Japan | 226 | 200 |
| Shikoku Bank, Ltd., Kochi | Japan | 315 | 289 |
| Shinwa Bank, Ltd., Sasebo | Japan | 416 | 368 |
| Shizuoka Bank Ltd. | Japan | 122 | 115 |
| Shoko Chukin Bank, Tokyo | Japan | 55 | 49 |
| Skandinaviska Enskilda Banken, Stockholm | Sweden | 95 | 95 |
| Societe Generale Alsacienne de Banque, Strasbourg | France | 339 | 283 |
| Societe Generale de Banque, Brussels | Belgium | 79 | 68 |
| Societe Generale, Paris | France | 11 | 11 |
| Societe Lyonnaise de Banque, Lyons | France | 397 | 358 |
| Societe Nationale de Credit a l'Industrie, Brussels | Belgium | 236 | 214 |
| South Carolina National Bank, Columbia | United States | 407 | 435 |
| Southeast Bank NA, Miami | United States | 168 | 167 |
| Sovran Bank NA, Richmond | United States | 193 | 212 |
| Sparbankernas Bank, Stockholm | Sweden | 132 | 371 |
| Sparekassen SDS, Copenhagen | Denmark | 398 | 384 |
| Sparkasse der Stadt Berlin West, Berlin | Germany | 348 | 316 |
| Stadtsparkasse Koeln, Cologne | Germany | 406 | 402 |
| Standard Bank of South Africa Ltd., Johannesburg | South Africa | 325 | 308 |
| Standard Chartered Bank, London | United Kingdom | 50 | 43 |
| Standard Federal Bank, Troy, Mich. | United States | 334 | 337 |
| State Bank of India, Bombay | India | 93 | 97 |
| State Bank of New South Wales, Sydney | Australia | 414 | 409 |
| State Bank of Victoria, Melbourne | Australia | 260 | 249 |
| State Street Bank & Trust Co., Boston | United States | 369 | 398 |
| Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt | Germany | 304 | 272 |
| Sumitomo Bank Ltd., Osaka | Japan | 3 | 3 |
| Sumitomo Trust & Banking Co., Ltd., Osaka | Japan | 22 | 25 |
| Suruga Bank, Ltd., Numazu | Japan | 266 | 231 |
| Svenska Handelsbanken, Stockholm | Sweden | 106 | 116 |
| Swiss Bank Corp., Basle | Switzerland | 44 | 37 |
| Syndicate Bank, Manipal | India | 474 | 439 |
| **T** | | | |
| Taisei Sogo Bank, Ltd., Maebashi | Japan | 441 | 383 |
| Taiyo Kobe Bank, Ltd., Kobe | Japan | 32 | 29 |
| Texas Commerce Bank NA, Houston | United States | 140 | 193 |
| Thai Farmers Bank, Bangkok | Thailand | 453 | 452 |
| Toho Bank, Ltd., Fukushima | Japan | 330 | 299 |
| Tokai Bank Ltd., Nagoya | Japan | 16 | 18 |
| Tokyo Sogo Bank, Ltd. | Japan | 259 | 223 |
| Tokyo Tomin Bank, Ltd. | Japan | 347 | 310 |
| Toronto Dominion Bank | Canada | 58 | 53 |
| Toyo Trust & Banking Co. Ltd., Tokyo | Japan | 41 | 52 |
| Trust Bank of Africa Ltd., Cape Town | South Africa | 410 | 464 |
| Trust Company Bank, Atlanta | United States | 422 | 480 |
| Trustee Savings Bank England & Wales, London | United Kingdom | 222 | 206 |
| Turkiye Cumhuriyeti Ziraat Bankasi, Ankara | Turkey | 294 | 420 |
| Turkiye Is Bankasi, Ankara | Turkey | 412 | 389 |
| **U** | | | |
| Udruzena Banka Hrvatske, Zagreb | Yugoslavia | 171 | 330 |
| Udruzena Beogradska Banka, Belgrade | Yugoslavia | 201 | 269 |
| Uniao de Bancos Brasileiros, Rio de Janeiro | Brazil | 459 | 705 |
| Union Bank of Finland, Ltd., Helsinki | Finland | 169 | 191 |
| Union Bank of Nigeria Ltd., Lagos | Nigeria | 338 | 326 |
| Union Bank of Switzerland (Luxembourg) | Luxembourg | 435 | 372 |
| Union Bank of Switzerland, Zurich | Switzerland | 37 | 35 |
| Union Bank, Los Angeles | United States | 207 | 219 |
| Union de Banques Arabes et Francaises, Neuilly (w) | France | 300 | 262 |
| United Bank for Africa Ltd., Lagos | Nigeria | 298 | 259 |
| United Bank, Ltd., Karachi | Pakistan | 483 | 428 |
| United Mizrahi Bank Ltd., Tel-Aviv | Israel | 317 | 300 |
| United Overseas Bank Ltd., Singapore | Singapore | 341 | 350 |
| United States National Bank, Portland | United States | 257 | 267 |
| United Virginia Bank, Richmond | United States | 285 | 297 |
| **V** | | | |
| Valley National Bank, Phoenix | United States | 187 | 169 |
| Vereins-und Westbank, Hamburg | Germany | 349 | 303 |
| Vojvodjanska Banka-Udruzena Banka, Novi Sad | Yugoslavia | 471 | 721 |
| **W** | | | |
| Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | United States | 186 | 203 |
| Washington Mutual Savings Bank, Seattle | United States | 454 | 430 |
| Wells Fargo Bank NA, San Francisco | United States | 83 | 77 |
| West LB International, Luxembourg | Luxembourg | 460 | 403 |
| Westdeutsche Genossenschafts-Zentralbank, Duesseldorf | Germany | 243 | 220 |
| Westdeutsche Landdesbank Girozentrale, Duesseldorf | Germany | 45 | 36 |
| Westfalenbank, Bochum | Germany | 268 | 221 |
| Westpac Banking Corp., Sydney | Australia | 69 | 75 |
| Westpac Savings Bank Ltd., Sydney | Australia | 287 | 246 |
| Williams and Glyns Bank Plc, London | United Kingdom | 224 | 201 |
| Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart | Germany | 172 | 148 |
| **Y** | | | |
| Yamagata Bank, Ltd. | Japan | 463 | 423 |
| Yamaguchi Bank, Ltd., Shimonoseki | Japan | 176 | 162 |
| Yamanashi Chuo Bank, Ltd., Kofu | Japan | 400 | 360 |
| Yasuda Trust & Banking Co. Ltd., Tokyo | Japan | 26 | 38 |
| **Z** | | | |
| Zenshinren Bank, Tokyo | Japan | 85 | 76 |
| Zentralsparkasse und Kommerzialbank, Wien, Vienna | Austria | 216 | 192 |

**For footnotes see listing of the Top 500 World Banks.**

## The Top 500: Largest Asset Gainers

| | (Dollar Amounts in Millions) | Assets 12/31/84 | Assets 12/31/83 | Percent Increase | World Rank | Reason for Increase |
|---|---|---|---|---|---|---|
| 1 | Fidelity Bank NA, Malvern, Pa., U.S. | 5,820.6 | 951.5 | 511.7 | 281 | Merged with Fidelity Bank, Philadelphia. |
| 2 | MBank Houston NA, U.S. | 4,581.7 | 1,102.7 | 315.5 | 358 | Acquired Bank of the Southwest NA. |
| 3 | First Fidelity Bank NA, Newark, N.J., U.S. | 7,047.5 | 2,586.3 | 172.5 | 232 | Merged four banks in 1984. |
| 4 | National Bank of Dubai Ltd., U.A.E. | 4,568.8 | 1,945.0 | 134.9 | 361 | Increased dep. from major customers. |
| 5 | Banco Nacional, Belo Horizonte, Brazil | 3,484.9 | 1,550.9 | 124.7 | 461 | Increased funding in 1984. |
| 6 | First Tennesssee Bank NA, Memphis, U.S. | 4,614.7 | 2,342.8 | 97.0 | 353 | Acquired 15 banks in 1984. |
| 7 | South Carolina National Bank, Columbia, U.S.. | 3,975.8 | 2,224.0 | 78.8 | 407 | Acquired First Nat'l Bk of S.C., Columbia. |
| 8 | First Commercial Bank, Taipei, Taiwan | 7,225.5 | 4,244.1 | 70.2 | 225 | Central bank deposits grew 160%.. |
| 9 | Citibank (South Dakota) NA, Sioux Falls, U.S. | 6,619.2 | 3,933.9 | 68.3 | 248 | Increased credit card volume. |
| 10 | Bank Rakjat Indonesia, Jakarta | 4,867.4 | 3,016.4 | 61.4 | 342 | Bank did not give a reason for gain. |

## The Top 500: Largest Asset Losers

| | (Dollar Amounts in Millions) | Assets 12/31/84 | Assets 12/31/83 | Percent Decrease | World Rank | Reason for Decrease |
|---|---|---|---|---|---|---|
| 1 | National Commercial Bank, Tripoli, Libya | 3,905.8 | 5,953.9 | 34.4 | 417 | Included contra accounts in 1983 assets. |
| 2 | Continental Illinois NB&T Co., Chicago, U.S. | 29,576.8 | 39,810.6 | 25.7 | 71 | Energy-related loan losses. |
| 3 | Banco Urquijo Union, Madrid, Spain | 3,754.0 | 4,834.3 | 22.3 | 430 | Reason for drop was not available. |
| 4 | DG-Deutsche Kommunalbank Bank, Frankfurt | 9,671.8 | 12,287.2 | 21.3 | 162 | 1984 figures are unconsolidated. |
| 5 | BancOhio National Bank, Columbus, U.S. | 4,444.2 | 5,633.0 | 21.1 | 367 | Sale of branches related to merger. |
| 6 | Barclays Nat'l Bank Ltd., Johannesburg, South Africa | 8,334.7 | 10,514.9 | 20.7 | 188 | Rand fell 38.9%. |
| 7 | State Bank of India, Bombay | 20,755.1 | 25,515.6 | 18.7 | 92 | 1984 figures are unconsolidated. |
| 8 | Nedbank Ltd., Johannesburg, South Africa | 6,665.8 | 8,107.8 | 17.5 | 245 | Rand fell 34.0% from 9/83 to 9/84. |
| 9 | Montagu (Samuel) & Co., Ltd., London, U.K. | 3,306.0 | 3,945.1 | 16.1 | 482 | Pound fell 20.3%. |
| 10 | Bank of Scotland, Edinburgh, U.K. | 7,721.0 | 9,153.1 | 15.6 | 209 | Pound fell 28.2% from 2/83 to 2/84 |

## 10 Countries with Most Banks in Top 500

(Dollar Amounts in Billions)

| Country | Yearend 1984 No. of Banks | Yearend 1984 Total Assets | Yearend 1984 % of 500's Assets | Yearend 1983 No. of Banks | Yearend 1983 Total Assets | Yearend 1983 % of 500's Assets |
|---|---|---|---|---|---|---|
| 1 United States | 117 | 1,272.6 | 17.7 | 105 | 1,148.2 | 16.8 |
| 2 Japan | 93 | 2,045.9 | 28.8 | 92 | 1,865.6 | 27.3 |
| 3 Germany | 33 | 537.7 | 7.5 | 39 | 601.3 | 8.8 |
| 4 Italy | 25 | 352.7 | 4.9 | 27 | 362.1 | 5.3 |
| 5 France | 20 | 517.7 | 7.3 | .. | ..... | ... |
| 6 United Kingdom | 20 | 379.1 | 5.3 | 24 | 415.5 | 6.1 |
| 7 Spain | 11 | 167.4 | 2.3 | .. | ..... | ... |
| 8 Australia | 11 | 115.6 | 1.6 | .. | ..... | ... |
| 9 Luxembourg | 11 | 19.8 | 0.3 | .. | ..... | ... |
| 10 Canada | 9 | 273.3 | 3.8 | .. | ..... | ... |
| 10 Switzerland | 9 | 161.3 | 2.2 | .. | ..... | ... |

## Top 500 Banks: Total Assets (a)

(Dollar Amounts in Billions)

|  | Yearend 1984 Number Of Banks | Yearend 1984 Total Assets | Yearend 1983 Number Of Banks | Yearend 1983 Total Assets | Percent Change |
|---|---|---|---|---|---|
| U.S. Banks | 117 | $1,272.6 | 105 | $1,148.2 | +10.8 |
| Foreign Banks | 383 | 5,827.2 | 395 | 5,693.9 | + 2.3 |
| Top 500 Banks | 500 | 7,099.8 | 500 | 6,842.1 | + 3.8 |

(a) — To avoid double counting, assets for banks owned by other banks in the top 500 are excluded.

## Too Late to be Listed

| (Dollar Amounts in Millions) | Deposits 12/31/84 | Assets 12/31/84 | Deposit Rank | Asset Rank |
|---|---|---|---|---|
| 1 Bank Bumiputra Malaysia Berhad, Kuala Lumpur | 5,640.0 | 6,344.9 | 229v | 258v |
| 2 Cassa di Rispamio di Calabria-Lucania, Cosenza, Italy | 1,994.8 | 2,312.3 | 594v | 627v |
| 3 United Bank of India, Calcutta | 1,986.0 | 2,151.0 | 597v | 659v |
| 4 Banque Scalbert DuPont, Paris, France | 1,369.2 | 1,668.7 | 774v | 763v |
| 5 Banco Mercantil, Caracas, Venezuela | 1,076.4 | 1,274.7 | 900v | 911v |

v— Rank bank would have had if data were received on time.

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 500 World Banks by Assets** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

(2.) What do you like **best** about this tabulation?

(3.) What do you like **least** about this tabulation?

(4.) **How** do you use this information in your work?

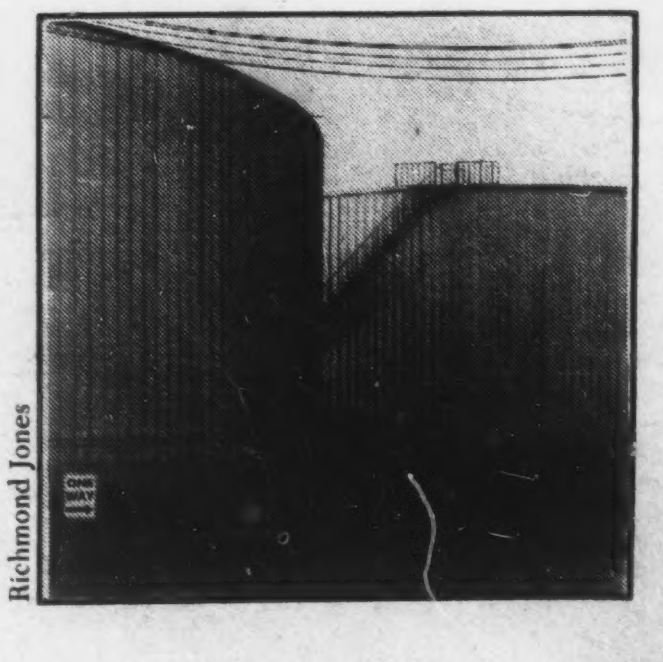
(5.) What **new** statistical survey would you like to see?

**Name (optional)**________________
**Title**________________
**Company**________________
**Address**________________
________________
**Phone**________________

## Composition of the Top 500 Banks By Country and Rank

NUMBER OF BANKS

| Country | Top 100 '84 | Top 100 '83 | 2nd 100 '84 | 2nd 100 '83 | 3rd 100 '84 | 3rd 100 '83 | 4th 100 '84 | 4th 100 '83 | 5th 100 '84 | 5th 100 '83 |
|---|---|---|---|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 1 |
| Australia | 4 | 2 | 2 | 4 | 2 | 2 | 0 | 1 | 3 | 1 |
| Austria | 0 | 0 | 3 | 3 | 3 | 4 | 1 | 0 | 0 | 0 |
| Bahrain | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 |
| Belgium | 2 | 3 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 2 |
| Bermuda | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Brazil | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 3 | 1 |
| Canada | 5 | 5 | 1 | 1 | 0 | 0 | 2 | 2 | 1 | 1 |
| Cayman Islands | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 |
| Chile | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 2 | 0 | 0 |
| Denmark | 0 | 0 | 2 | 1 | 1 | 2 | 1 | 0 | 0 | 1 |
| Egypt | 0 | 0 | 0 | 0 | 1 | 2 | 1 | 1 | 1 | 1 |
| Finland | 0 | 0 | 2 | 2 | 0 | 0 | 1 | 1 | 0 | 0 |
| France | 7 | 7 | 4 | 4 | 2 | 3 | 5 | 5 | 2 | 2 |
| Germany | 10 | 11 | 6 | 9 | 8 | 8 | 5 | 4 | 4 | 7 |
| Greece | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 1 |
| Hong Kong | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| India | 1 | 1 | 0 | 0 | 0 | 1 | 5 | 4 | 2 | 2 |
| Indonesia | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 2 | 1 | 1 |
| Iran | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Iraq | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ireland | 0 | 0 | 0 | 1 | 2 | 1 | 0 | 0 | 0 | 0 |
| Israel | 2 | 2 | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 0 |
| Italy | 8 | 8 | 5 | 5 | 3 | 4 | 4 | 5 | 5 | 5 |
| Japan | 26 | 24 | 17 | 17 | 14 | 17 | 21 | 20 | 15 | 14 |
| Jordan | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Korea | 0 | 0 | 2 | 2 | 4 | 4 | 0 | 0 | 0 | 0 |
| Kuwait | 0 | 0 | 1 | 1 | 2 | 3 | 1 | 0 | 0 | 1 |
| Libya | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 |
| Luxembourg | 0 | 0 | 1 | 2 | 1 | 1 | 2 | 3 | 7 | 6 |
| Malaysia | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 |
| Mexico | 0 | 0 | 2 | 2 | 0 | 0 | 1 | 0 | 1 | 2 |
| Netherlands | 3 | 4 | 1 | 0 | 0 | 0 | 2 | 2 | 1 | 1 |
| New Zealand | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| Nigeria | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 2 | 0 | 0 |
| Norway | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 |
| Pakistan | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 2 | 1 |
| Philippines | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| Portugal | 0 | 0 | 0 | 0 | 0 | 1 | 4 | 0 | 0 | 2 |
| Saudi Arabia | 0 | 0 | 2 | 2 | 0 | 0 | 0 | 0 | 1 | 2 |
| Singapore | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 1 | 2 | 1 |
| S. Africa | 0 | 0 | 1 | 2 | 1 | 1 | 1 | 0 | 1 | 1 |
| Spain | 2 | 2 | 7 | 5 | 0 | 2 | 1 | 2 | 1 | 0 |
| Sweden | 1 | 1 | 3 | 3 | 0 | 0 | 1 | 1 | 0 | 0 |
| Switzerland | 3 | 3 | 2 | 2 | 0 | 0 | 1 | 2 | 3 | 5 |
| Syria | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Taiwan | 0 | 0 | 2 | 1 | 2 | 2 | 3 | 3 | 1 | 1 |
| Thailand | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 2 | 2 |
| Turkey | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 |
| UAE | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 |
| United Kingdom | 7 | 9 | 1 | 3 | 5 | 3 | 1 | 4 | 6 | 5 |
| United States | 15 | 14 | 20 | 17 | 31 | 26 | 23 | 21 | 28 | 27 |
| Yugoslavia | 0 | 0 | 1 | 1 | 4 | 2 | 1 | 1 | 1 | 1 |



Richmond Jones

# Survey Shows Increase in Merger Activity Around the World

Continued from Page 1

the U.S. market, Mr. Monroe-Davies said, "but they have become much more cautious about acquiring a U.S. bank, especially after Midland's problems with Crocker. The banks realized that you can't buy just any U.S. bank and expect to make a fortune." Midland Bank PLC, London, acquired Crocker National Corp., San Francisco, in 1981. Last year, Crocker lost $324 million after losing $10 million in 1983.

Mr. Monroe-Davies noted another trend among the large banks — a trend to "do-it-yourself" mergers. "For the large banks, the consortium theme is out," Mr. Monroe-Davies said.

### One of Largest Mergers

One of the largest mergers last year came in September with the acquisition by the $26.6 billion-asset Australia and New Zealand Banking Group Ltd., Melbourne, of the $6.8 billion-asset Grindlays Bank PLC, London. This acquisition came about because ANZ was positioning itself internationally as foreign banks were about to begin to enter Australia for the first time, and Grindlays was available. Grindlays is the 12th largest bank in the United Kingdom and the 241st largest in the world.

In another merger last year, the $11.1 billion-asset Arab Banking Corp., Manama, Bahrain, acquired the $2.2 billion-asset Banco Atlantico, Barcelona — Spain's 14th largest bank. In general, Arab banks are expanding overseas because of the deterioration of profitable investment opportunities in their home countries.

In June of 1984, Italy's third largest bank, the $34.9 billion-asset Istituto Bancario San Paolo, Turin, acquired the $71 million-asset Bankhaus Bruell und Kallmus, Vienna, to establish a presence in Austria. A month later, the San Paolo Bank also expanded within Italy by acquiring the $4 billion-asset Banca Provinciale Lombarda, Bergamo.

Two banks entered the stable Swiss market last year. The world's third largest bank, Sumitomo Bank Ltd., Osaka, Japan, acquired Switzerland's 20th largest bank, the $1.9 billion-asset Banca del Gottardo, Lugano. The $10.3 billion-asset Kansillis-Osake Pankki, Helsinki, Finland, the world's 152d largest bank, acquired a majority interest in the $1.02 billion-asset Nordfinanz-Bank, Zurich.

Of the three foreign banks that made acquisitions in the United States last year, two were Japanese.

The world's second largest bank, Fuji Bank Ltd., Tokyo, acquired the $3 billion-asset Walter E. Heller & Co., the Chicago-based finance company, in January 1984. The finance company now operates under the title of Heller Financial Inc. and is the 18th largest finance company in the United States.

The world's fourth largest bank, Mitsubishi Bank Ltd., Tokyo, acquired Bancal Tri-State Corp., San Francisco, the parent of the $3.1 billion-asset Bank of California, in May. Bank of California is the 93d largest bank in the United States and the 500th largest in the world.

According to a spokesperson for the Japan Economic Institute of America in Washington, D.C., last year's acquisitions by Fuji and Mitsubishi represent "a natural extension of Japanese banks' activity in the U.S. The banks found it cheaper in terms of money and time to acquire existing financial institutions to expand their U.S. customer base.

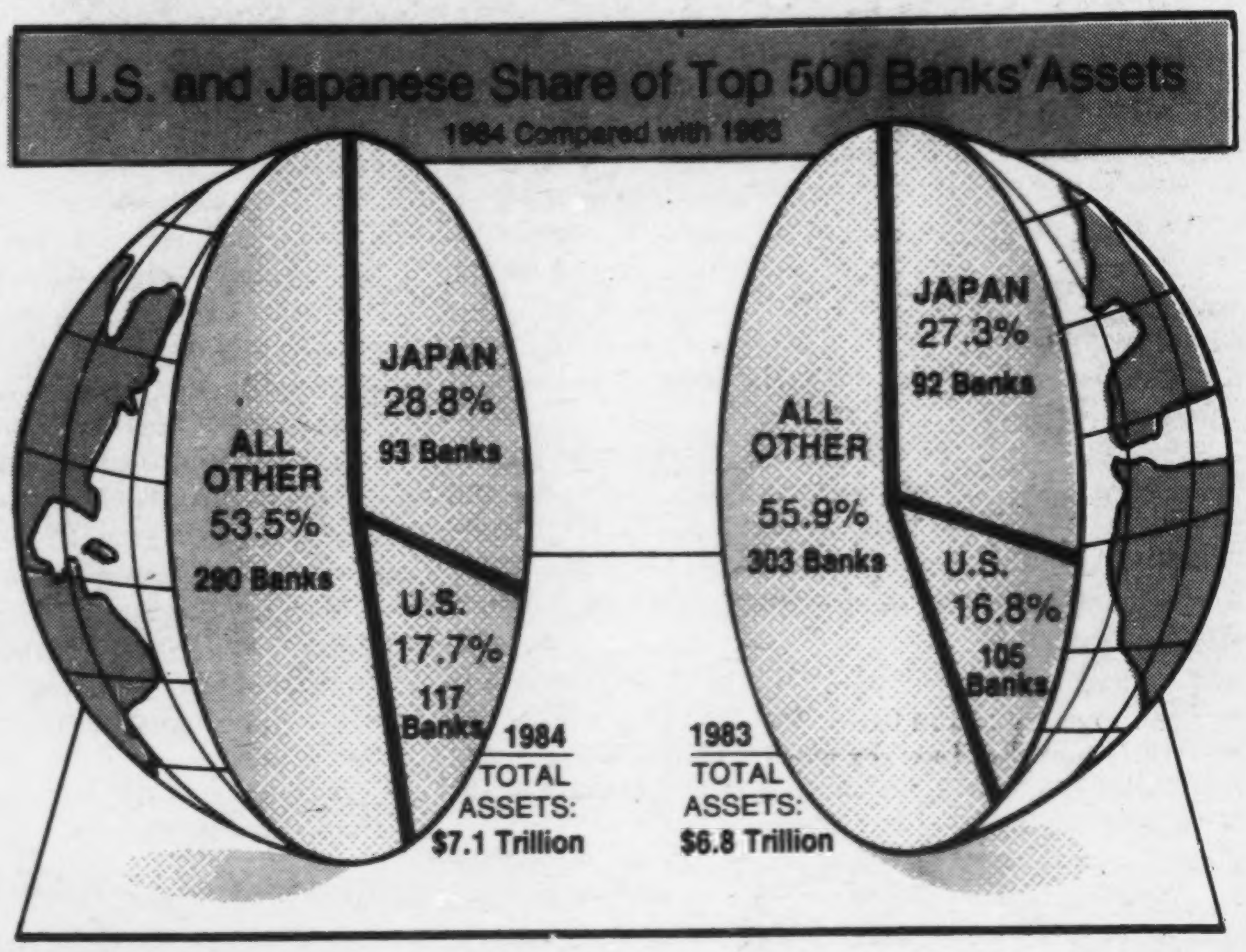
### Bank of Montreal Takes Harris

The other foreign acquisition of a U.S. bank was Bank of Montreal's acquisition of Harris Bankcorp, Chicago, a merger which was in the works for quite a long time prior to its completion in September 1984. The Bank of Montreal is the world's 30th largest bank, with assets of $55.4 billion. The $8.8 billion-asset Harris Bankcorp is the parent of the $7.5 billion-asset Harris Trust & Savings Bank, the 35th largest bank in the United States.

In addition to the activities of the foreign banks, Citicorp — the world's largest banking organization (with $142.7 billion in assets) and parent of the fifth largest bank in the world, Citibank, New York — was involved in one international merger last year and another in May of this year.

Last fall, Citicorp acquired Mercantile Bank Ltd., Hong Kong, and its 16 branches in Asia and London from the Hongkong and Shanghai Banking Corp. Mercantile Bank had $520 million in assets at yearend 1982, the latest figures available for that bank. This merger gave Citicorp access to the Thailand marketplace.

In May, Citicorp acquired a 74% interest in the $1.23 billion-asset Banca Centro-Sud, Naples, Italy, from Banco di Roma, for approximately $120 million, gaining access to the Italian consumer market. ■



## Wachovia . . .

Continued from Page 6

an image of coddled, well-educated deadbeats. Government crackdowns of the last few years have inspired that image, which is often carried in newspaper headlines. Just last January the federal collection task force, a unit of the Department of Education, announced it was going after $45 million in delinquencies. Then, in March, the agency focused on unpaid loans to medical students.

Mr. Hewett said that such considerations are beyond the responsibility of a loan servicer, though he conceded that part of Wachovia's expertise is in such services as "screening" portfolios for new clients that are setting up secondary markets. He made it clear that a servicer cannot be a stranger to hard-nosed collecting.

"It's not a problem with Wachovia," he said of collections, "because we do it." His voice underlined the word "do."

Indeed, although Wachovia's reputation has been built on its computer-based abilities in servicing student loans — spending $3 million on IBM equipment last year to service "direct" government loans — at some point the business comes down to dunning letters and persuasive phone calls.

"We do it by the book, and we're the best in the country," he said of collections. "We have a very large staff of people that spends every afternoon and night on the phone.

"That's our reputation. We know the regulations, what has to be done, and we do it."

Mr. Hewett refers to collections as the "due diligence" aspect of servicing loans, but he insists that delinquencies reflect policy decisions made before the servicer comes upon the scene. That view is supported by Jack C. Reynolds of the federal task force.

Basically, there are two categories of student loans, and statistically there are two very different delinquency rates for them.

One is the national direct student Loan program, in which the federal government puts up the capital and schools decided on recipients. Interest is now 5%. In this program, Wachovia's customers are the schools.

The other is the guaranteed student loan program, in which a bank or thrift puts up the capital. The student borrower pays 7% to 9%, depending on the term of the loan, and the government guarantees to pay the difference between the rate and 3.5 percentage points over the U.S. Treasury bill rate. Here, Wachovia's customer is the financial institution.

Essentially, Mr. Hewett concluded, the expansion is part of a normal growth pattern, responding to new needs. In 1983, Wachovia Services, acting as agent for the $6.2 billion-deposit Wachovia Bank and Trust Co., began buying guaranteed student loan portfolios from lenders and now does so in more than a dozen states.

And growth, he suggested a bit ruefully, can be expensive. The new IBM mainframe computer, which services national direct student loans for schools, was the focus of a drain on earnings last year. After-tax earnings for 1984 were $1.6 million on $18.9 million income, down from $2.4 million on $18 million the year before. ■

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## Clearing House Group Elects Chairman, Officers

NEW YORK — The National Automated Clearing House Association, which oversees the 31 regional associations that make up the automated clearing house payment network, has elected officers and named committee chairmen for the next 12 months.

As expected, Joseph P. Coriaci, senior vice president and cashier of Continental Illinois National Bank and Trust Co., was elected chairman of the association's board of directors. The Chicago banker had served as vice chairman for the year that ended on June 30.

Mr. Coriaci replaces Merrill T. Miller Jr., a senior vice president of California First Bank in San Diego. Mr. Miller will continue to serve on the group's executive committee.

Richard W. Brandt, executive vice president of administration at Rainier National Bank in Seattle, was elected vice chairman, which puts him in line for the group's top position next year. John C. Brewington, corporate executive officer of statewide operations for Sovran Bank in Norfolk, Va., will serve as secretary and treasurer.

The group also named Matthew J. Dillane Jr., a vice president of Boatman's First National Bank of Kansas City, Mo., as chairman of the marketing committee. John Sikkink, senior vice president of Norwest Corp. in Minneapolis, will continue as chairman of the rules and operation committee.

Directors-at-large are John F. Lee, executive vice president of the New York Clearing House; James F. Orr III, executive vice president of Connecticut Bank and Trust in Hartford; and O.C. Russell Jr., executive vice president of Hibernia National Bank in New Orleans. ■

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# America ker

The Daily Financial Services Newspaper

VOL. CL NO. 156 Monday, August 12, 1985 150th Year

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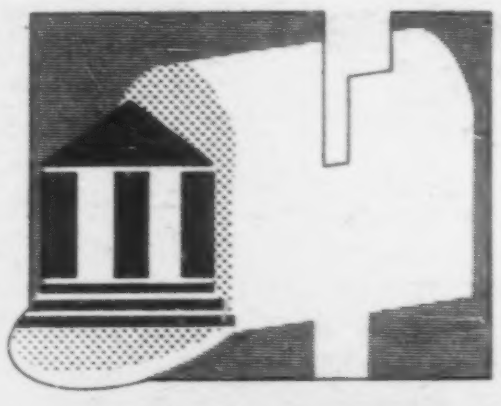
# 'Check's in the Mail' Is Music to Some

## Despite Costs, a Few Banks Persevere in Gathering Deposits by Post To Sign Up Customers Beyond the Reach of Branches in Home States



Banking by Mail

By MICHAEL WEINSTEIN

NEW YORK

At a time when the banking industry is using computers for all sorts of tasks, a handful of banks are experimenting with a system that has been around since the days of Ben Franklin.

The mail.

About half-dozen banks are gathering deposits from consumers around the country by persuading them to mail their funds to addresses in New York, Delaware, and South Dakota.

Traditionally, customers have deposited their funds by walking into a bank branch and handing their money over the counter to a teller. And in recent years, millions of bank customers have begun making deposits by feeding their money into automated teller machines.

But the mail offers one big advantage over such delivery systems: Banks can gather deposits outside their home states.

Two Banks' Novel Approaches to Extending Their Reach, Page 24

Banks are legally prohibited from setting up deposit-taking facilities outside states in which they are chartered. But deregulation has created a newly competitive banking industry, and many banks are looking outside their home states for new business.

And out-of-state deposit gathering also prepares banks for nationwide banking — considered inevitable by many experts — when banks will no longer be limited to their home states.

"It's possible to do it, but it's a very complicated market-

➻ Mail: Page 23

# Counting Standby Letters of Credit Would Hit Big Banks' Capital Ratios

By BART FRAUST

NEW YORK — Eight of the nation's largest bank holding companies would fall below federal minimum guidelines if standby letters of credit were included in calculating the companies' primary capital ratios, according to a new study by Keefe, Bruyette & Woods Inc.

In addition, the study by the New York investment banking firm calls for new disclosures by banks on the growing use of this off-balance-sheet form of finance.

Nonetheless, Keefe Bruyette says concerns about the risks of the $140 billion standby letter of credit business have been overstated.

"In fact, we believe the risks are manageable because the off-balance-sheet activities of banks seem to be extensions of their basic lending and transaction-oriented businesses," the report said.

Bank holding companies that would fall under the 5.5% minimum ratio of primary capital to assets if standby letters were included as assets are: Citicorp, BankAmerica Corp., Manufacturers Hanover Corp., Chemical New York Corp., Security Pacific Corp., Bankers Trust Corp., First Chicago Corp., and First Bank System Inc.

Including standby letters as assets would have cut Citicorp's ratio of primary capital to assets at yearend 1984 to 5.36% from 5.86%: BankAmerica's

➻ Standby Letters: Page 6

# Air Force's Idea For Central Bank System Doesn't Fly

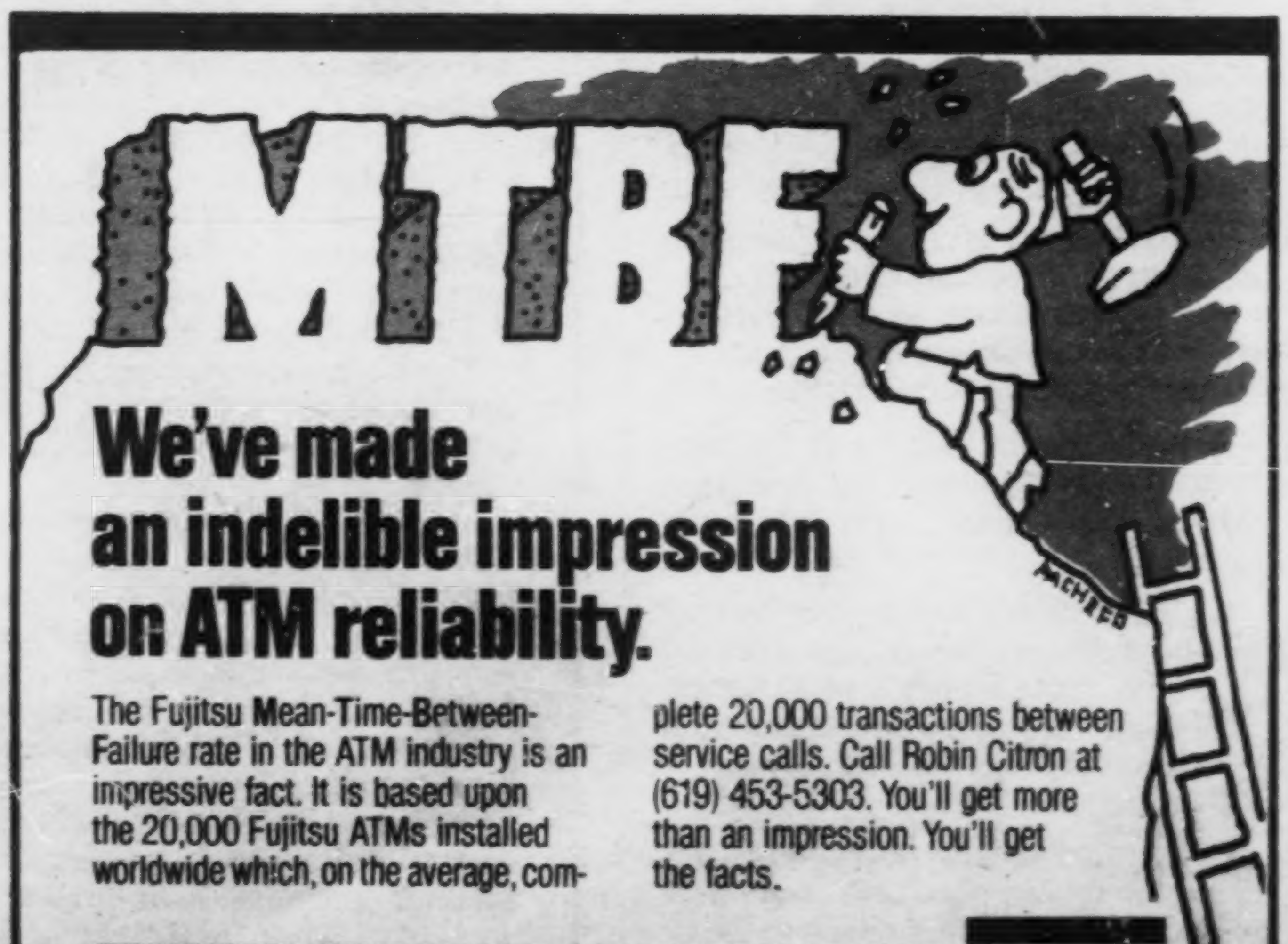
By JAY ROSENSTEIN

WASHINGTON — Bankers, at ease!

The Defense Department apparently has ordered a halt to a proposal by the Air Force that would create a centralized electronic processing system to link the 461 banks on military bases in the U.S. and abroad. Bankers had feared that the plan would mean the creation of a central bank for military and civilian personnel that would operate as a monopoly, crowding out other financial institutions already on or near a military base.

But Robert W. Helm, assistant secretary of defense, has sent out a memo

➻ Air Force: Page 17



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BANK OF BOSTON

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# Keefe Bruyette Study Calls for Standby Letter Disclosures

**Continued from Page 1**

to 5.34% from 5.84%; Manufacturers Hanover's to 5.01% from 5.72%; Chemical's to 5.44% from 6.26%; Security Pacific's to 5.39% from 5.85%; Bankers Trust's to 5.35% from 6.23%; First Chicago's to 5.47% from 6.08%; and First Bank System's to 5.47% from 6.08%.

If a 6% capital rule is imposed, as has been proposed, 16 of the 30 largest bank holding companies would fall below federal minimums, and they would be forced to raise an additional $4.6 billion in capital, the Keefe report stated.

The report, which was written by Keefe Bruyette analyst Denis R. Laplante, comes as banking regulators attempt to grapple with two rising concerns:

- That the primary capital ratio, which is defined as primary capital divided by total assets and has been in use since 1981, does not adequately reflect the riskiness of a bank's assets.
- That there is a need to expand regulation over activities not normally included on a bank's balance sheet, such as standby letters of credit and interest-rate and currency swaps — areas increasingly becoming large parts of the banking business.

In moves stemming from these concerns, the bank regulatory agencies in the last year have requested additional information from banks on their standby letters, and later this year or early next year, they are expected to put out for public comment a proposal to bring standby letters into the calculation of the primary capital ratio.

Standby letters for years have presented definition problems for banking regulators. Like lawsuits, the instruments are considered as "contingent liabilities" and are included by banks as footnotes to annual reports.

Historically, they have been used to facilitate commercial transactions. A bank that issues a standby letter of credit is basically guaranteeing one company against default by another company. The company that sets up the standby letter pays the bank a fee for the service; the fee usually ranges from 0.125% to 1.5% of the principal amount of the instrument.

The Keefe study noted that in recent years standby letters have increasingly taken the form of loans.

"For the major banks at least, the greatest demand for standby letters of credit has been in capital market-related instruments," the report stated. "Banks will issue standby letters of credit for companies unable to raise money in the public-debt markets or companies looking to lower their cost of raising cash."

States and cities, in particular, rely heavily on standby letters, the Keefe report stated.

**How Standby Letters Affect Capital Ratios**

| | Without Standby Letters | With Standby Letters |
|---|---|---|
| Citicorp | 5.86% | 5.36% |
| BankAmerica | 5.84 | 5.34 |
| Chase Manhattan | 6.37 | 5.87 |
| Manufacturers Hanover | 5.72 | 5.01 |
| J.P. Morgan | 7.02 | 6.30 |
| Chemical New York | 6.26 | 5.44 |
| Security Pacific | 5.85 | 5.39 |
| First Interstate | 6.13 | 5.90 |
| Bankers Trust | 6.23 | 5.35 |
| First Chicago | 6.08 | 5.47 |

Source: Keefe, Bruyette & Woods Inc. Data are as of yearend 1984.

Capital adequacy is not the only area where standby letters have presented definition difficulties. The Federal Deposit Insurance Corp. recently asked the U.S. Supreme Court to review a lower-court decision that the agency had to pay off on standby letters of credit issued by Penn Square Bank in Oklahoma City, which failed in 1982. The lower court ruled that for deposit insurance purposes, standby letters backed by promissory notes are the equivalent of deposits.

Despite the questions, use of the instruments has exploded. The nation's 30 largest bank holding companies showed a 39.4% median increase in standby letters outstanding between 1982 and 1984, the Keefe study showed.

### Citicorp Is Biggest Player

Citicorp is the market leader, with $14.1 billion in standby letters as of yearend 1984. Other major players are BankAmerica with $11 billion, Manufacturers Hanover with $10 billion, Chemical with $7.9 billion, Bankers Trust with $7.5 billion, and J.P. Morgan & Co. with $7.4 billion.

Of the 30 largest banking companies, Texas Commerce Corp. in Houston has shown the fastest growth, posting a 220.4% gain in standby letters outstanding. Bank of New York Co. and Security Pacific Corp. also have sharply increased their standby letters, posting growth rates of 147.1% and 123%, respectively.

Another proposal being considered by regulators is to include standby letters as assets but to eliminate other, less risky assets — such as "cash and due from banks" and U.S. government securities — from the primary-capital-

➧ **Standby Letters: Page 19**

# Viewtron Entering Pittsburgh in Deal with Dollar Bank, Pittsburgh Press

**By DAVID O. TYSON**

NEW YORK — Viewdata Corporation of America and Dollar Bank are going to launch the Viewtron videotex service in Pittsburgh in October in a partnership with *The Pittsburgh Press.*

Entry into that city is part of a nationwide rollout this fall of Viewtron, which was launched in southern Florida in October 1983.

The Pittsburgh service will include video banking for home and business customers. The $2.0 billion-deposit Dollar Bank will use PayLink, a bill payment system it developed, rather than using VideoFinancial Services Inc., which provides the banking gateway for Viewtron in Florida.

Dollar Bank will do the remittance processing on a service bureau basis for other banks that want to offer video banking. And in their Thursday announcement, both Viewdata and Dollar Bank said that they will license the software that they have developed if banks choose to do their own processing.

Viewdata has developed HostLink, a module enabling a bank to offer video banking in conjunction with a system such as PayLink. It runs on Tandem NonStop II systems. PayLink runs on IBM mainframes.

Viewtron will be accessible by Commodore 64 and 128 microcomputers and, for the first time for Viewtron, by the Apple II series, the IBM PC, and compatibles.

The service in Florida has fallen far short of expectations, largely because it was based initially on the costly Sceptre terminal and ran only on NAPLPS, an elegant but slow-reacting protocol. Viewdata, a subsidiary of Knight-Ridder Newspapers Inc., now aims its marketing at owners of personal computers and is signing up partners in other areas.

The first Viewtron deal outside Florida is with Northwestern Bell Information Technologies, to bring the videotex service to Minneapolis and St. Paul.

"Minneapolis-St. Paul is going to happen in September, we think," said Reid Ashe, chairman and chief executive officer of Viewdata, in a telephone interview.

"Starting Oct. 1, we are going to offer Viewtron all over the country. Minneapolis-St. Paul is special because of our deal with the phone company there," he said. "They're going to use their LADT — Local Area Data Transport system. Elsewhere we are going to use the public package switch networks — Telenet, Tymnet, and Uninet."

Last May, commenting on reports that Viewtron was going into Philadelphia, Mr. Ashe said negotiations were under way with several banks in that city.

"That's still the case," he said Thursday.

"I do expect to have home banking in Philadelphia this year, but I can't tell you with whom. We're interested in connecting to any and all banks in that market, as well as almost anywhere else."

Boston is not a target city immediately, however. "We and our partners there have not yet come to an agreement on the when and how of that," Mr. Ashe said. "When I tell you we will be offering it almost everywhere this October, that's one area where we will not be marketing it."

Dollar Bank is the biggest thrift institution in Pittsburgh and the third largest in Pennsylvania. Among all depository institutions in that state, only three commercial banks are larger in terms of deposits.

The thrift has had telephone bill paying since the mid-1970s. Today, 40,000 of its customers are authorized for phone bill paying, and Dollar Bank processes more than 80,000 phone transfer and payments a month.

"Our agreement with Dollar Bank represents a break from traditional memo-post processing by allowing direct access to a bank's on-line balance files," Mr. Ashe said in the announcement.

In the interview, he explained this does not literally mean that a video-banking customer gets into a bank's computers.

"Part of the system is a piece of software we have developed — HostLink — that runs in the bank's system that provides an interface between us and the bank's records," he said.

"It extracts information from the bank's records, passes it to us, and then accepts from us transaction instructions, which it then passes into the bank's records to update those."

Mr. Ashe said the system has the capability to run in real time, although some banks will prefer to run it in batch update mode because of the way they have set up their back offices. "But we have set it up for real time," he said. "In other words, you order a bill pay and go to your account balance and see your account debited.

Dollar Bank is a real-time, on-line processor, but whether it offers that capability to its Viewtron customers next fall has yet to be decided.

Similarly, the local features offered on Viewtron in Pittsburgh still have to be determined. *The Pittsburgh Press* is a Scripps-Howard Newspapers daily and conceivably could offer a local news product to Viewtron customers.

"Viewtron is in the middle of a transformation from a local service to a national service that contains some local content," Mr. Ashe said. "And nearly all of our shopping services on Viewtron today will be good anywhere."

Participation by local retailers in southern Florida is not as great now as it once was. "Most of that has fallen away," Mr. Ashe said. "And our emphasis during all of 1985 so far has been with national merchants and national advertisers.

"Our plan is to add local content to Viewtron in a second wave of enhancements. For example, if we develop a concentration of subscribers in a particular market, we will add some local news and local entertainment guides.

"Pittsburgh happens to be the only other market in which we expect to be adding local content in 1985 with a joint venture partner. We and Scripps-Howard are putting together plans to do that."

Although the Pittsburgh entry will be without VideoFinancial, Mr. Ashe said Viewdata will be happy to use the VideoFinancial gateway with any bank that prefers it.

The main difference between VideoFinancial and the new Viewtron/Dollar Bank system is what Mr. Ashe calls "multiple unprotected fields."

"With Viewtron, you can fill out a form on a single screen," he said. "The form can contain multiple blanks. You can skip around from blank to blank, make them all right before you send the screen all at one time. This simplifies transactions.

"The problem with other systems like CompuServe and Dow Jones News/Retrieval is that they operate in TTY mode. They prompt you line by line. When you get into a complicated transaction, the first part of the transaction probably has scrolled off the screen before you get to the bottom of it.

"Viewtron lets you do the whole transaction on one screen. And our new banking system is designed to take advantage of that capability. So we think that it is going to be easier for the user."

The new Viewtron runs in a simplified NAPLPS for Commodore microcomputers. "We call it NAPLPS Lite," Mr. Ashe said. "That's our internal jargon for it. It means we are simplifying the graphics, to avoid burdening the transmission with a lot of excess characters. We also are limit ourselves to the constraints of the Commodore computer."

Viewtron sends full NAPLPS to customers equipped with the Sceptre terminal, IBM PCjr, IBM PC or IBM PC with color boards and Microstar software. For other computers, it sends text only in VT100 mode, which Mr. Ashe described as one level of sophistication up from TTY, a teletype emulator.

"VT100 allows you, in a text-only mode, to support multiple and protected fields, to send and receive screens at a time, instead of lines at a time," Mr. Ashe said.

Viewtron costs are competitive. Personal computer owners buy a $9.95 starter kit, which includes a diskette of communications software, a free hour of service, an identification number and password, and a user guide.

After that, users pay 22 cents a minute during weekday business hours, whether in 300 or 1200 baud. At other times, connect charges are nine cents a minute. There are no monthly minimums.

"While other on-line service providers are studying the feasibility of adding a variety of time and money saving services, Viewtron already offers them," Mr. Ashe said. ■

# The Markets

## Money Market

### Friday, August 9, 1985

| | |
|---|---|
| Federal funds range | 7 9/16% |
| Prime rate (6/19/85) | 9½% |
| Discount rate FRB of New York (5/17/85) | 7½% |
| Call Loans on Securities: | |
| To brokers on stock exchange collateral | 8¾% |
| To dealers on U.S. Gov't Securities | N.A. |

Bankers Accepts. offering rate—discount basis (8/9/85)

30 days—7.70 60 days—7.70 90 days—7.70
120 days—7.70 180 days—7.70

NY. City Banks' CDs — Highest Offering Rate (8/9/85)

14 days—7.25 30 days—7.40 60 days—7.40
90 days—7.45 120 days—7.50 150 days—7.65
180 days—7.70 270 days—7.90 360 days—8.10

Aaa Dealer Comm'l paper—discount basis (8/9/85)

30 days—7.65 60 days—7.65 90 days—7.65

Comm'l Paper Directly Placed—Range disc. Basis (8/9/85)

5-14 days—6-.... 15-29days—7-7.25
30-59 days—7-7.50 60-89 days—7-7.60
90-179 days—7-7.70 180-270 days—7-7.70

Eurodollar Deposits—London bid (8/9/85)

Overnight—7½ 7 days—7¾
1 mo.—7⅞ 3 mos.—8¹/₁₆
6 mos.—8¼ 1 year—8⅝

| | |
|---|---|
| NIBOR (6-month) | 8⅜% |
| LIBOR (6-month) | 8⅜% |

## Futures Markets

### The Bond Buyer Municipal Bond Index

| | August 9, 1985 | August 8, 1985 | August 2, 1985 |
|---|---|---|---|
| Index | 87-05 | 87-07 | 87-09 |
| Yield | 9.75% | 9.74% | 9.73% |

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade to serve as the basis for trading Long-Term Municipal Bond futures contracts when approved by the Commodity Futures Trading Commission. The Index represents an average of the figures obtained when the price of each of 40 select term bonds is divided by a figure derived from the amount at which the bond would be priced to yield 8%. In all computations, the maturity of a bond is represented by its first call at par. The Index is computed daily and is quoted in points and 32nds.

### 3-Month Domestic CD Futures (IMM)*

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Sept '85. | 92.28 | 92.18 | 92.25 | + 4 | 7.75 |
| Dec. '85. | 91.91 | 91.75 | 91.87 | + 8 | 8.13 |
| Mar. '86. | 91.45 | ..... | 91.44 | + 9 | 8.56 |
| June '86 | 91.05 | ..... | 91.05 | + 9 | 8.95 |
| Sept '86. | ..... | ..... | 90.70 | + 9 | 9.30 |
| Dec. '86. | ..... | ..... | 90.37 | + 9 | 9.63 |
| Mar. '87. | ..... | ..... | 90.06 | + 9 | 9.94 |

As of the previous day's close; Total no. of contracts traded: 172; total open interest: 3,190 and change in open interest:-86.

### 3-Month T-Bill Futures (IMM)**

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Sept. '85. | 92.89 | 92.78 | 92.86 | + 5 | 7.14 |
| Dec. '85. | 92.58 | 92.45 | 92.55 | + 7 | 7.45 |
| Mar. '86. | 92.25 | 92.10 | 92.21 | + 7 | 7.79 |
| June '86 | 91.89 | 91.79 | 91.87 | + 7 | 3.13 |
| Sept. '86. | 91.57 | 91.50 | 91.56 | + 7 | 8.44 |
| Dec. '86. | 91.29 | 91.22 | 91.28 | + 5 | 9.72 |
| Mar. '87. | 91.05 | ..... | 91.03 | + 5 | 8.97 |
| June '87 | 90.79 | ..... | 90.78 | + 5 | 9.22 |

As of the previous day's close; Total no. of contracts traded: 10,444; total open interest: 39,084 and change in open interest:-54.

### Footnotes to Futures Tables

*—For 90-day or 3-month domestic certificates of deposit having a face value at maturity of $1 million.
**—For three month U.S. Treasury Bills having a face value at maturity of $1 million.
a—Change from previous day's settlement price in basis points.
b—100.00 minus settlement price.
IMM—Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange.
r—New record high in open interest.

## American Banker Index

**Selected Money Center Bank Stocks***

| | | High | Low | Last |
|---|---|---|---|---|
| Aug. 9...289.8 | 1985 ....... | 318.8 | 242.7 | 289.8 |
| Aug. 8...289.4 | 1984 ....... | 269.6 | 178.4 | 246.3 |
| Aug. 7...287.0 | 1983 ....... | 299.6 | 223.1 | 260.2 |
| Aug. 6...291.5 | 1982 ....... | 268.2 | 168.7 | 233.2 |
| Aug. 5...292.2 | 1981 ....... | 186.0 | 138.0 | 184.2 |

* Based on midday prices.

## Gold Coins

| Coin Name & Weight | $ Value per Coin<br>August 9 | August 8 |
|---|---|---|
| Krugerrand (1 Troy oz.) | 320.00 | 331.00 |
| Maple Leaf (1 Troy oz.) | 331.00 | 338.00 |
| Mexican Peso (1 Troy oz.) | 329.00 | 331.00 |
| Chinese Panda (1 Troy oz.) | 342.00 | 345.00 |
| U.S. Armstrong (1 Troy oz.) | 328.00 | 330.00 |
| Mexican 50 Peso (1.2 Troy oz.) | 402.00 | 404.00 |
| Austrian 100 Corona (.98 Troy oz.) | 310.00 | 313.00 |
| Mexican 20 Peso (.48 Troy oz.) | 164.00 | 165.00 |
| S. Afr. ½ Rand (.50 Troy oz.) | 166.00 | 173.00 |
| U.S. Wright (.50 Troy oz.) | 164.00 | 165.00 |
| Austrian 1 Ducat (.11 Troy oz.) | 37.00 | 37.75 |

These quotes represent the N.Y fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

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# Investors' Lawsuit Claims Florida S&L Issued False Reports

By A. JOSEPH NEWMAN JR.

PHILADELPHIA — A suit filed in U.S. District Court here alleged Sunrise Savings & Loan Association of Florida, its former and present executives and partners, the association's law firm, and its auditing firm issued "false and misleading" information and financial reports.

The suit was filed as a class action in the names of four shareholders from Philadelphia and one from New York, who together held 5,070 shares. Named as defendants were the Boynton Beach-based S&L's former officers and directors, two former chairmen, the association's law firm of Blank Rome Comisky & McCauley, the auditing firm of Deloitte Haskins and Sells, a partner, and a former partner.

The S&L, whose assets rose to $1.1 billion at the end of fiscal 1984 from $778,000 in 1980, when it was organized, was declared insolvent last month by Florida authorities and was taken over by the Federal Home Loan Bank Board.

The auditing firm, Deloitte Haskins & Sells, called its audit "appropriate at the time."

Greenfield & Chimicles, of Haverford, Pa., and Berger & Montague of Philadelphia, acted as plaintiffs' counsel. Richard Greenfield of Greenfield and Chimicles has filed numerous class action suits against banks and other financial institutions.

A Florida grand jury is looking into the collapse. The suit filed here seeks unspecified compensatory and punitive damages.

The class is defined as purchasers of Sunrise stock from July 7, 1983 to July 18, 1985, the day of the Bank Board takeover.

The suit said the defendants issued "false and misleading" information "to prolong a distorted and misleading appearance of Sunrise's continued growth and profitability to inflate publicly reported earnings" in order to protect their jobs and "inflate" the price of the stock, which rose as high as $29.50 in the first half of 1984 from a low of $3 in 1981. The S&L's stock dropped back to about $3 just before the takeover.

### ADC Loans Criticized

The suit linked the association's troubles to commercial real estate and acquisition, development, and construction loans, known as ADC loans, made to developers, and to direct investments "in substantial amounts."

In the ADC loans, the suit said, Sunrise assumed virtually all the risks of loss by providing all or virtually all of the funds, while the borrower had no real equity or virtually no equity in the property securing the loan.

In effect, it said, the S&L "turned from a traditional S&L into a real estate developer."

The association's reports, the suit charged, failed to disclose fully "the true nature of and the disadvantage and risk of loss inherent in these ADC loans." Instead, the loan portfolio was said "to consist of 'primarily' land acquisition, construction, and permanent real estate mortgages secured by mortgages on residential and nonresidential real estate properties."

It also said Sunrise failed to disclose the fact that it lacked "set" lending policies and failed to follow "sound and prudent banking practices," such as getting appraisals and financial statements from borrowers and making market feasibility studies. The defendants "continually portrayed Sunrise's loan receivables as sound, healthy, income-producing assets when, in fact, they were, in material amounts, worthless," the suit said.

Loan loss reserves were "understated," it said, and assets, net worth, and earnings "overstated."

In New York, a Deloitte Haskins & Sells partner, Jerri Kolb, in charge of professional services at the firm, said its examinations "were made according to generally accepted auditing principles," taking into account American Institute of Certified Public Accountants Standards for ADC transactions.

Mr. Kolb said the auditing firm's opinions "were appropriate," based on "the facts and circumstances and the economic climate at the time" of the audits. Neither the law firm named in the suit, Blank Rome Comisky & McCauley, nor its partner Michael D. Foxman, former chairman of Sunrise, could be reached for comment. ■

# Standby Letters . . .

Continued from Page 6

ratio calculation.

The Keefe report found that this method improved the capital ratios of all but two bank holding companies — Manufacturers Hanover and Continental Illinois Corp.

Assuming regulators decide to treat standby letters as loans for capital purposes, banks may have to start providing reserves against possible losses on the instruments. If that occurred, the ratios of the loan loss reserve to total loans at yearend 1984 would have fallen below 1% at Manufacturers Hanover and First Chicago. Citicorp's ratio would have dropped to 0.78% from 0.88%.

The report criticized current bank disclosure policies on standby letters of credit.

"Current standby letter of credit disclosure in the annual report to shareholders is often limited to one sentence stating the amount of the outstandings as of the end of the year, which provides absolutely no clue to the relative riskiness of the bank's standby letter of credit business," the Keefe report said.

"Even call reports to the federal regulators, which at least standardize data among banks, do not provide any qualitative data to permit an assessment of the bank's risk profile in this area," it added.

Keefe recommendations on standby letter disclosure included the following:

- Banks should identify gross standby letters, the amounts sold to other institutions, the amount supported by cash, and other liquid collateral.
- Bank should disclose whether they have sold large amounts of standby letters of credit to any one bank holding company.
- Banks should provide a maturity profile of their standby letters.
- Banks should identify the amounts of standby letters supporting the tax-exempt issues, private placements, and commercial paper of bank customers. ■

# Central National Bank Names Shea Senior VP

NEW YORK — William S. Shea, resident loan counsel at Central National Bank of New York, has been promoted to senior vice president.

He joined the bank in 1984. As resident loan counsel, Mr. Shea is responsible for the coordination of bank legal matters, for loan portfolio review and quality control, and for risk management and loan workout. ■

# Quiktrip Installs Bank Machines

NEW YORK — Electronic banking machines are being installed in 25 Quiktrip convenience stores around Des Moines, Iowa.

The machines, which are part of the statewide Shazam network, print vouchers that can be used as cash when presented to store clerks. The machines also let users verify account balances and transfer funds between accounts. ■

## Duff & Phelps Inc CREDIT RATINGS

**Week Ending August 9, 1985**

| New Issues: | | Rating |
|---|---|---|
| **Fixed Income** | | |
| Capital Cities Communications, Inc.-Sr. Debt | | 5 |
| Chrysler Financial Corporation-Jr. Sub. Notes | | 10 |
| Hospital Corporation of America-Debt (shelf) | | 5 |
| International Paper Company-Sr. Debt | | 5 |
| Northern Indiana Public Service Company-FMB | | 7 |
| The Southland Corporation-Pfd. Stock | | 8 |
| Texas Utilities Electric Company-FMB | | 3 |
| **New Ratings:** | | |
| **Fixed Income** | | |
| Sperry Lease Finance Corporation-Sr. Debt | | 1 |
| **Commercial Paper** | | |
| Ralston Purina Company | | Duff 1+ |
| **Certificates of Deposit** | | |
| First Pennsylvania Bank N.A. | | Duff 2 |
| **Ratings Reaffirmed:** | | |
| **Fixed Income** | | |
| Ralston Purina Company-Sr. Debt | | 4 |
| Ralston Purina Company-Sub. Debt | | 4 |
| **Commercial Paper** | | |
| Orange and Rockland Utilities, Inc. | | Duff 1+ |
| **Ratings Changed:** | **From** | **To** |
| **Fixed Income** | | |
| Orange and Rockland Utilities, Inc.-FMB | 4 | 3 |
| Orange and Rockland Utilities, Inc.-PCRB (Nc1) | 5 | 4 |
| Orange and Rockland Utilities, Inc.-Pfd. Stock | 6 | 5 |
| Orange and Rockland Utilities, Inc.-Pfc. Stock | 6 | 5 |
| **Commercial Paper** | | |
| Associates Corporation of North America | Duff 1 | Duff 1+ |

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## TODAY

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**FARM LENDING SURVEY**

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**Pulling Back:** Some banks are reining in farm lending and others are withdrawing altogether.......... 1

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**BARCLAYS BACKS OFF:** Barclays National Bank Ltd. in South Africa will no longer be a subsidiary of Britain's Barclays Bank PLC.......... 2

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**WORTHEN'S INSURANCE:** An insurance payoff on some of the losses incurred when a government securities dealer failed helped Worthen Banking Corp. of Little Rock, Ark., post a second-quarter profit.......... 2

**NEW WHEELS DEAL:** General Motors Acceptance Corp. will loan money to new car buyers at 7.7%...3

**WHO WILL HEAR HUTTON?** A move is afoot in Connecticut for a legislative panel to replace the Department of Banking as the body presiding over the hearings that will decide the fate of E.F. Hutton & Co.'s state license.......... 3

**TWO SUE CAL-FARM:** Two California businessmen have filed suit against Cal-Farm Insurance Co. and others for $450 million, charging fraud, breach of contract, and racketeering.......... 3

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**Quote**

***We have to focus our resources on more specific customer segments and more specific products and services. We can't be all things to all people.***

D.H. "Pete" Ankeny, president and chief operating officer of First Bank Systems Inc., on the holding company's decision to sell 28 of its 76 banks. [1]

**Unquote**

# First Bank to Sell 28 Banks in Restructuring Move

By LISABETH WEINER

CHICAGO — First Bank System Inc. has put a "for sale" sign on roughly one-third of its regional division banks as part of its long-term strategy to move away from smaller community banking and toward serving larger metropolitan areas in states to the west and south of Minnesota.

There are 28 banks for sale, with combined assets at yearend of about $1.76 billion, or 8% of First Bank System's total assets of $22.4 billion. First Bank System currently has a total of 78 banks and trust companies.

The banks also represent about half of the entire bank holding company's direct agricultural loan portfolio. D.H. "Pete" Ankeny, who takes over as chairman and chief executive officer of First Bank System in November, said 18 of the 28 banks that are up for sale have more than 25% of their outstanding loans to agriculture and qualify as "ag banks" under the Federal Reserve's definition.

In a telephone interview from corporate headquarters in Minneapolis, Mr. Ankeny, who is currently president and chief operating officer, said the restructuring is the result of First Bank's strategic plan, which has been under consideration for some time. "We have to focus our resources on more specific customer segments, and more specific products and services. We can't be all things to all people," he said.

The banks are being offered first to each one's senior management, directors, and employees. "We have not tested the waters yet, but we think there will be a fair amount of interest" from the employees, Mr. Ankeny said.

These employees will probably have from 30 to 60 days to decide whether they have any interest in purchasing the banks. If not, First Bank will look for buyers either from the community

➤ First Bank: Page 15

### Gainers in Farm Lending Among the Top 100

| (Dollars Amounts in Millions) | 1984 | 1983 | % Gain |
|---|---|---|---|
| 1 InterFirst Bank, Fort Worth, Tex. | 40.6 | 5.1 | 702.4 |
| 2 Central Fidelity Bank, Richmond | 30.0 | 5.1 | 487.0 |
| 3 Bank of Oklahoma Tulsa NA | 35.8 | 8.4 | 324.3 |
| 4 South Carolina National Bank, Charleston | 24.3 | 8.6 | 182.1 |
| 5 Norwest Bank South Dakota NA, Sioux Falls | 247.9 | 104.0 | 138.4 |

### Losers in Farm Lending

| | | | % Decline |
|---|---|---|---|
| 1 InterFirst Bank Dallas NA | 23.2 | 58.7 | 60.5 |
| 2 First National Bank of Chicago | 33.6 | 78.5 | 57.2 |
| 3 Republicbank Dallas NA | 36.0 | 82.1 | 56.2 |
| 4 Bankers Trust Co., New York | 30.9 | 56.2 | 45.0 |
| 5 Chemical Bank, New York | 139.3 | 244.0 | 42.9 |

# Farm Banks' Rising Exposure

## But Some Cut Farm Loans, Others Withdraw Altogether

CHICAGO — While many of the biggest agricultural banks increased farm lending during the agricultural financial crisis, some banks are reining in their agricultural loan portfolios and others are abandoning further lending to farmers altogether.

Agricultural Lending

"The spreads are too thin and the losses too high" is how John R. Bunten, vice chairman of RepublicBank Dallas, described his bank's decision to stop making agricultural loans, except for cotton financing. Agriculture is a "large Texas industry. We thought it was a market we could possibly serve," said Mr. Bunten. "Everything went along well for two or three years."

The last five years, however, have been among the most financially difficult ones for farmers and farm lenders.

Bumper crops from previous harvests are stacked in storage bins and warehouses. Export markets have shrunk, partly in response to political developments and partly because other countries have increased exports. U.S. farm income has declined, leaving farmers unable to repay a staggering $212 billion debt.

Interest rates on farm loans are stuck

➤ Farm Lending: Page 11

## Top 100 Agricultural Banks Hiked Farm Lending in '84

By RICHARD RINGER

CHICAGO — As the farm financial crisis extended through 1984 and added another year to one of the most trying periods for farmers since the Depression, the country's largest 100 agricultural banks increased their farm lending by 4.41%, according to data compiled by *American Banker.*

The Top 100 and Farm Lending, Page 8
Definition of an Agricultural Loan, Page 7

Agricultural loans made by the top 100 farm banks on the *American Banker* list totaled just under $11 billion in 1984, up from approximately $10.5 billion a year earlier.

Agricultural banks included in the top 100 listing are those that for 1984 had the greatest total dollar amount in two categories: loans to finance agricultural production and loans secured by farmland. Several other frequently cited listings compiled by other organizations of the largest agricultural banks rank those institutions that have 25% or more of their assets in farm related loans.

The data used for the ranking of the largest agricultural lenders came from call reports filed by the banks with the Federal Reserve. The survey results, therefore, are subject to errors any of

➤ Survey: Page 5

# Household Plans HomeCard Blitz With Comp-U-Card

By LAURA GROSS

NEW YORK — Household Finance Corp. and Comp-U-Card International Inc. will shortly start marketing HomeCard, a Visa or MasterCard issued by Household's consumer bank that combines a membership in an electronic shopping service with traditional credit card features, other financial services, and discounts from these companies and others.

The initial mailings will run into the "multimillions of letters" according to Edward Harshfield, senior executive vice president and chief operating officer for Household's Financial Services Group.

Valley National Bank, Salinas, Calif., Household's consumer bank, will issue and market the cards. On the front, the cards will say "Household BankCard," as do all Valley-issued cards, and also will have either a Visa or a MasterCard

➤ HomeCard: Page 15

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## Citibank, Chase Report Minimal Loan Exposure In Steamship Bankruptcy

NEW YORK — Spokesmen for Citibank and Chase Manhattan Bank confirmed Wednesday that their banks were creditors to Sanko Steamship Co., which filed for bankruptcy this week in the largest bankruptcy case in Japanese history.

Neither spokesman would specify the amount of his bank's loans to the shipping company, but both said foreign bank loans to Sanko were small compared to credits extended by Japanese lenders.

"We have a minimum exposure," the Citibank spokesman said.

Only a handful of foreign banks have any exposure to Sanko. ■

## Fleet . . .

Continued from Page 3

disclose the specific amounts of those charges.

Fleet was attracted to the facility because the company viewed it as an opportunity to attract an "expanded source of funding," he said. "And it gives us exposure to a group of international financial institutions.

"This gives us an entry into the Euromarket," he said. The banks in the standby commitment are a very good group of banks and were selected by Fleet to be a part of the syndicate, he added.

"Most of these banks are very large in their own countries and are active in the Euromarket and have the capability to place the notes," he said.

The other attraction of the short-term note issuance facility is its pricing. Its all-in cost, both on an unused basis and used basis, is very competitive with domestic facilities, Mr. Rodehorst said. "We found it very attractive." ■

## Hutton . . .

Continued from Page 3

He suggested that the banks committee monitor the hearing and insure that the poison in the well does not spread. That would be more plausible than the idea that a committee should hear the case in full, he said.

Mr. Eaton said, "We could conduct a hearing and do very well, but the legislature has no authority to regulate."

What's more, said Mr. Eaton, the panel's recommendation would be given to the acting commissioner of banking and "the question is: Would it be in any way binding?"

Mr. Eaton said that he was willing to appoint Mr. Antonetti as a liaison between the hearings and the legislature to oversee the proceedings.

Both the banks committee and the Department of Banking have much more authority than their names imply. The two bodies have the power to legislate on and regulate investments and securities. "Neither is that active in the investment field," said Mr. Eaton. "Dick [Antonetti] is underscoring the fact that the legislature needs to do a great deal with looking into this industry."

This is the banking department's first hearing on Hutton. It has addressed the firm's corporate responsibility in the check-kiting scheme. Connecticut's attorney general, Joseph I. Lieberman, has recommended sanctions against the brokerage firm. As the first hearing winds down, a second investigation into individual responsibility at Hutton has been commissioned by Mr. Woolf but has not yet begun. ■

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# Top 100 Farm Banks Hiked Lending in 1984

Continued from Page 1

the banks may have made in completing the call reports.

In 1984, when many farmers left the business because of insurmountable financial problems and troubled farm loans toppled 25 agricultural banks, 59 of the top 100 agricultural banks on the list increased their total farm loans. Another 35 farm banks on the list decreased their agricultural loan volume during last year. The activities of the remaining six agricultural banks among the top 100 could not be determined because information was not available or not computed.

Generally, lenders cut back the lending to businesses in financially troubled industries. But agricultural experts attributed the increase in farm lending by banks to several factors.

First, commercial banks and the Farmers Home Administration have been satisfying more loan demand of farmers in recent years as the Farm Credit System has reduced its lending.

Second, commercial banks, as well as some other lenders, have been standing by some farm borrowers who have experienced financial problems that were sometimes brought on by factors beyond the control of the borrower. Bad weather is an example.

Finally, in a defensive move, banks have not wanted to force all marginal farm operators out of business at the same time. As a result, banks continued to lend to some of those borrowers. "You can't close out everyone in a weak market," said Iowa State University economist Neil Harl.

For the top 10 agricultural banks on the *American Banker* list, agricultural loan volume, as measured by the total dollar amount lent for production and loans secured by farmland, fell by 0.5% to $5.72 billion, from $5.75 billion a year earlier.

Some banks reported substantial increases in agricultural loan volume in 1984. Eight banks increased their agricultural loans by more than 100% in 1984 from the year-earlier amount. Another seven banks among the top 100 on the list increased their total agricultural loans by more than 50% in 1984 from the previous year's level.

Of the 35 banks that reduced their total agricultural loans in 1984, the largest decrease was posted by InterFirst Bank Dallas. The bank, which ranked 98th on the list, decreased its agricultural loans in 1984 to $23.1 million from $58.7 million a year earlier, or a 60.5% decline. Another 10 banks in the top 100 listing by *American Banker* decreased their agricultural loans last year by more than 25% from year-earlier totals.

Three of the top 10 agricultural banks in the listing, including top-ranked Bank of America, decreased the total farm loans they extended last

➟ Survey: Page 7

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| ☐ | BBR BC8 | **Branch Bankers Report**<br>Greater profits for anyone connected with branch banking. | Monthly | $64 a year |
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# Survey . . .

Continued from Page 5

year. Bank of America, struggling from losses on loans to several business groups, including agriculture, reduced the amount of farm loans in 1984 to $2.1 billion from $2.3 billion a year earlier, or a 7.23% decrease. Crocker National Bank, the fourth largest agricultural bank on the list, reduced its farm loans last year by 22.2%, to $467 million from $601 million in 1983. And Citibank, ranked sixth, lowered its farm loans to $359 million from $512 million in 1983, a 29.8% reduction.

### Declining Farmland Values

A major problem for farmers and agricultural lenders throughout the farm financial crisis, which now has stretched into its sixth consecutive year, has been the declining value of farmland. Farmland is the collateral behind a sizable dollar amount of farm loans.

When the value of farmland declines, so does the collateral value supporting the loans. Declining farmland values can turn what were once sufficiently secured loans into loans that are deficiently collateralized. That risks a classification of the loan by bank regulators and a potential loss for the lender if conditions worsen.

During 1984, farmland values nationwide fell 1% from 1983, according to data from the U.S. Department of Agriculture. However, farmland values in some parts of the country, particularly in the Midwest, plummeted by 10% or more in 1984. Nationwide, farmland values have tumbled another 12% since last summer, experts said.

In spite of the 1984 decline in farmland value, 47 of the 100 agricultural banks on the *American Banker* list reported an increase in 1984 for the dollar amount of agricultural loans secured by farmland. Of the remaining banks on the top 100 list, 38 decreased their loans secured by farmland, and the activities of 15 of the banks could not be determined or calculated.

Seven of the top 10 banks were among those that increased the dollar volume of agricultural loans secured by farmland last year.

Agricultural experts attributed some of the increase to banks scrambling to get additional collateral for loans and taking second liens on farmland. The collateral value of machinery, crops, and livestock in many instances fell previously, so the banks turned to holding collateral positions on land. But if farmland values continue to drop, which is what experts expect, banks and other farm lenders will see a further erosion of their agricultural loan portfolios.

### Overproduction a Problem

Also contributing to the financial problems of farmers during the prolonged crisis has been overproduction. An abundance of agricultural products has driven down the price of products. With lower income, farmers have had trouble repaying debts. The problems thus spill over to the lenders, who in many instances have restructured or renegotiated loans and extended more credit in hopes of financing a turnaround.

In 1984, 60 of the 100 banks on the *American Banker* list increased the dollar amount of loans to finance farm production. Another 36 banks on the list decreased the amount of money they lent for production, and figures for the remaining four banks could not be determined or calculated.

Among the top 10 banks on the list, six banks in 1984 increased over year-earlier levels the amount of money they lent farmers for agricultural production; four banks decreased the amount lent.

Production loans include not only those for the growing and storage of crops, but also loans to finance machinery and all expenses associated with the operation of a farm, including living expenses and some consumer items such as automobiles.

NCNB National Bank in Charlotte, N.C., was the leader in gross return on agricultural loans among the banks included in the *American Banker* list. NCNB, which ranked as the 45th largest agricultural bank, had a gross return of 17.7% on the $51.7 million in agricultural loans it made in 1984. NCNB's farm loans decreased 23.7% from the year-earlier level of $67.8 million.

The average gross return on agricultural lending by the 100 banks on the list was 11.1%. That return rate may not be high enough for all the banks to make a profit, some agricultural experts said. Sixty-five of the banks on the list for 1984 did better than the average; 34 banks were below the average; and the figure for one bank could not be calculated.

Among the top 10 banks that did the most agricultural lending in 1984, the average gross return on farm lending was 10.2%. Seven of the top 10 banks on the *American Banker* list did better than that; two banks were below the average, and the data for the other could not be calculated. ■

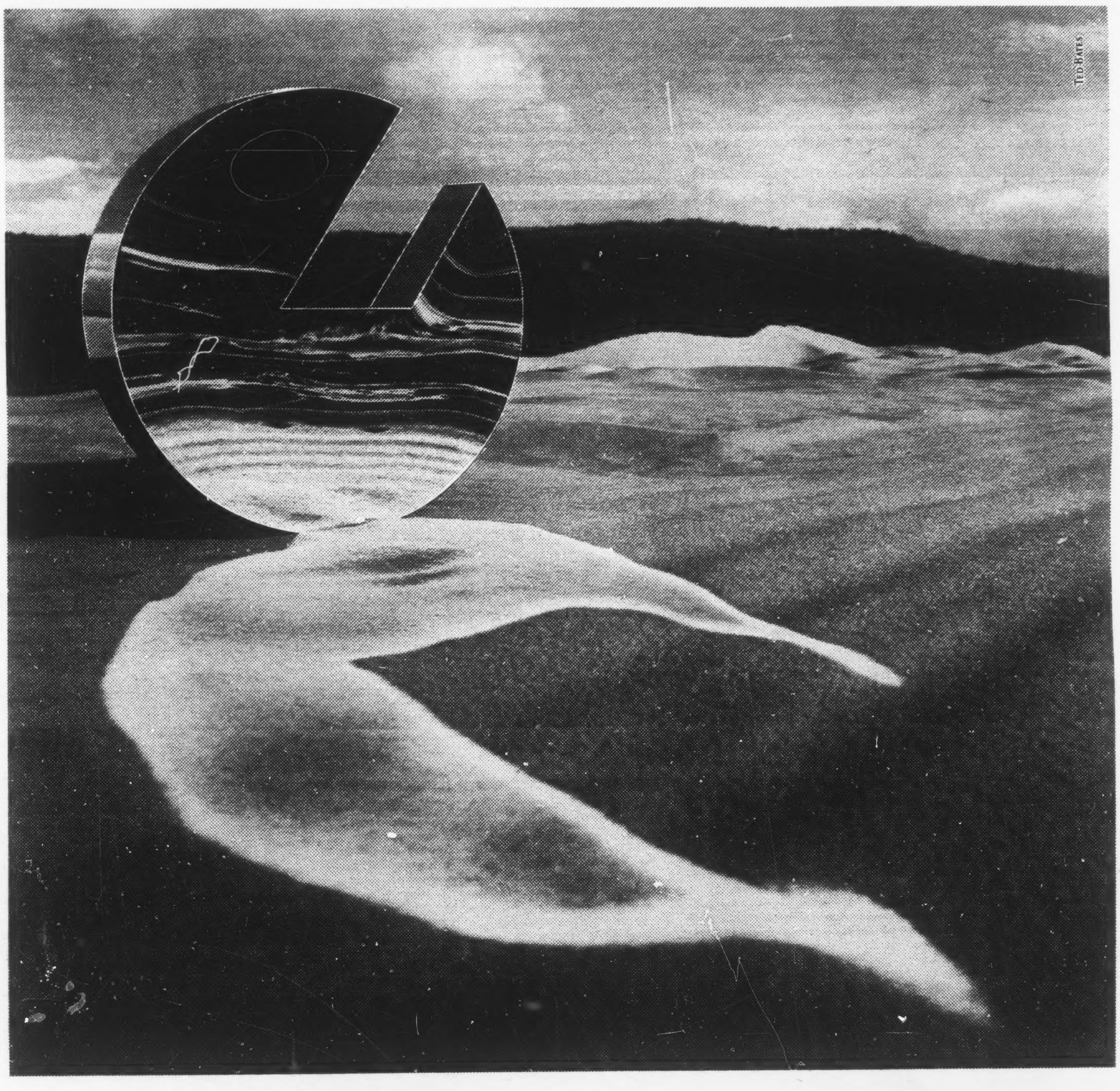
## How the Fed Defines An Agricultural Loan

Following are the Federal Reserve's definitions of agricultural loans, as used in banks' call reports. Data on agricultural loans are requested on Schedule RC-C of the call reports.

**Loans secured by farmland:** All loans secured by farmland and improvements on it as evidenced by mortgages and other liens. Farmland includes all land known to be used or usable for agricultural purposes, such as crop and livestock production. Farmland also includes grazing or pasture land, whether tillable or not, and whether wooded or not. Loans secured by farmland and guaranteed by the Farmers Home Administration or by the Small Business Administration are also included.

**Loans to finance agricultural production and other loans to farmers:** All loans for the purpose of financing agricultural production, including unsecured loans and loans secured other than by real estate, and whether made to farm and ranch owners and operators or to nonfarmers. Included are loans for growing, storing, and marketing crops, and the breeding, raising, fattening, and marketing of livestock; loans to fisheries and forestries; loans to purchase machinery, equipment, and implements; loans for all other purposes associated with the maintenance or operation of a farm, including provisions for living expenses and loans for such items as passenger automobiles and retail consumer goods.

— **Richard Ringer**



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| DG BANK – The Key Group Figures | |
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| Own Bonds | DM 31.2 billion |
| Loans | DM 64.7 billion |

**Solid Growth:** DG BANK business volume rose by approximately 8 percent, net income by well over 13 percent to DM 116.3 million.

**Stronger Base:** To expand its equity capital base, DG BANK in late 1984 became the first West German financial institution to issue participating certificates, in the amount of DM 350 million DM. From net income for the year, DM 50 million were allocated to reserves. This brings the Bank's capital and reserves total to more than DM 1.8 billion.

**Long-term Orientation:** In lending business, long-term financing was increasingly in demand by clients.

**Export Financing:** Lending to clients abroad again focused on financing German exports. In international commercial transactions a substantial increase was recorded. DG BANK bases in the world's major financial centers managed to further consolidate their market position.

**Active on Capital Markets:** During the year under review, DG BANK placed own bonds totalling DM 2.8 billion. Trading in both equities and bonds was extremely brisk, particularly with institutional investors. Also appreciably strengthened were our securities underwriting activities.

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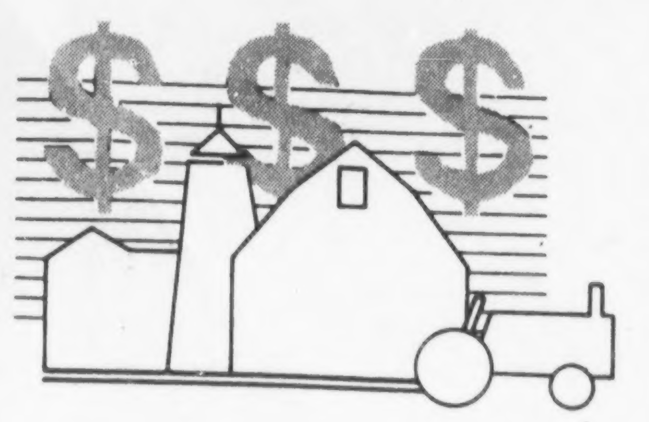
# Top 100 Banks in Loans to Agriculture



Dec. 31 1984, Compared with Dec. 31, 1983. (Dollar amounts in thousands)

Compiled by **American Banker** Copyright 1985

| Rank 12/84 | Name of Bank, City, State | AGRICULTURAL LOANS | | | LOANS SECURED BY FARMLAND | | LOANS TO FIN. AG. PROD. | | INTEREST AND FEE INCOME (1984) | | | | TOTAL LOANS | | | | NET INCOME | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 12/31/84 | 12/31/83 | % Chg | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 | Agricultural Loans | Total Gross | Ag. Loans (% of Total) | % Ret. on Ag.Loans | 12/31/84 | 12/31/83 | % for Agriculture 12/31/84 | % for Agriculture 12/31/83 | 1984 | 1983 | % Chg |
| 1 | Bank of America NT&SA, San Francisco | 2,196,000 | 2,367,094 | - 7.23 | 432,000 | 416,564 | 1,764,000 | 1,950,530 | 220,000 | 11,359,000 | 1.94 | 13.05 | 74,119,000 | 71,090,465 | 2.96 | 3.33 | 354,000 | 331,225 | 6.88 |
| 2 | Wells Fargo Bank NA, San Francisco | 687,784 | 604,647 | +13.75 | 102,409 | 99,403 | 585,375 | 505,244 | 78,705 | 2,599,261 | 3.03 | 13.70 | 19,069,185 | 16,890,378 | 3.61 | 3.58 | 156,762 | 126,356 | 24.06 |
| 3 | Security Pacific National Bank, Los Angeles | 646,423 | 591,910 | + 9.21 | 16,853 | 14,707 | 629,570 | 577,203 | 62,310 | 3,804,085 | 1.64 | 10.92 | 28,041,839 | 23,946,029 | 2.31 | 2.47 | 259,318 | 241,378 | 7.43 |
| 4 | Crocker National Bank, San Francisco | 457,451 | 601,405 | -22.27 | 4,204 | 5,140 | 463,247 | 596,265 | 56,088 | 2,408,932 | 2.33 | 9.99 | 15,647,871 | 16,025,768 | 2.99 | 3.75 | -348,739 | -16,122 | 2,063.12 |
| 5 | Valley National Bank, Phoenix, Ariz. | 376,374 | 308,440 | +22.03 | 3,962 | 9,778 | 372,412 | 298,662 | 38,534 | 844,111 | 4.57 | 10.95 | 5,633,109 | 4,721,451 | 6.68 | 6.53 | 59,463 | 44,001 | 35.14 |
| 6 | Citibank NA, New York | 359,000 | 512,000 | -29.88 | 0 | 2,000 | 359,000 | 510,000 | 19,000 | 13,945,000 | 0.14 | 14.07 | 72,185,000 | 69,850,000 | 0.50 | 0.73 | 777,000 | 756,000 | 2.78 |
| 7 | First Bank South Dakota, Sioux Falls | 256,068 | 245,522 | + 4.30 | 5,733 | 4,948 | 250,335 | 240,574 | 32,026 | 129,190 | 24.79 | 13.05 | 899,977 | 792,346 | 28.45 | 30.99 | 6,882 | 9,789 | -29.70 |
| 8 | Rainier National Bank, Seattle | 249,477 | 207,709 | +20.11 | 11,370 | 6,415 | 238,107 | 201,294 | 30,875 | 649,995 | 4.75 | 12.50 | 4,883,556 | 3,847,718 | 5.11 | 5.40 | 55,374 | 37,267 | 48.59 |
| 9 | Norwest Bank South Dakota NA, Sioux Falls | 247,935 | 104,001 | +138.40 | 8,506 | 2,625 | 239,429 | 101,376 | 32,083 | 162,154 | 19.79 | 13.77 | 952,679 | 369,788 | 26.03 | 28.12 | 4,742 | -1,243 | -481.50 |
| 10 | Chase Manhattan Bank NA, New York | 234,524 | 210,397 | +11.47 | 369 | 150 | 234,155 | 210,247 | 995 | 8,296,206 | 0.01 | .... | 56,216,108 | 52,518,213 | 0.42 | 0.40 | 383,493 | 420,421 | - 8.78 |
| 11 | Idaho First National Bank, Boise | 216,613 | 161,111 | +34.45 | 3,370 | 138 | 213,243 | 160,973 | 26,691 | 279,071 | 9.56 | 12.15 | 1,626,443 | 1,364,675 | 13.32 | 11.81 | 23,448 | 29,404 | -20.26 |
| 12 | First Interstate Bank of California, Los Angeles | 186,650 | 251,297 | -25.73 | 2,269 | 2,535 | 184,381 | 248,762 | 26,604 | 2,037,526 | 1.31 | 14.00 | 13,608,684 | 11,984,375 | 1.37 | 2.10 | 125,124 | 107,868 | 16.00 |
| 13 | First National Bank, Amarillo, Tex. | 184,410 | 134,016 | +37.60 | 10,198 | 1,186 | 174,212 | 132,830 | 19,100 | 102,124 | 18.70 | 13.67 | 704,422 | 676,374 | 26.18 | 19.81 | 6,759 | 8,793 | -23.13 |
| 14 | Seattle-First National Bank | 179,222 | 174,677 | + 2.60 | 33,221 | 27,575 | 146,001 | 147,102 | 18,198 | 888,100 | 2.05 | 12.90 | 7,096,077 | 6,382,461 | 2.53 | 2.74 | 38,151 | -450,402 | -108.47 |
| 15 | United States National Bank, Portland, Ore. | 142,909 | 117,711 | +21.41 | 8,859 | 6,963 | 134,050 | 110,748 | 16,975 | 604,109 | 2.81 | 12.29 | 4,227,580 | 3,330,757 | 3.38 | 3.53 | 63,351 | 53,254 | 18.96 |
| 16 | First National Bank & Trust Co., Oklahoma City | 141,508 | 150,035 | - 5.68 | 694 | 656 | 140,814 | 149,379 | 19,740 | 236,588 | 8.34 | 14.98 | 1,485,099 | 1,492,059 | 9.53 | 10.06 | -15,204 | -16,677 | - 8.83 |
| 17 | Chemical Bank, New York | 139,257 | 243,967 | -42.92 | 1,030 | 1,323 | 138,227 | 242,644 | 12,226 | 5,021,190 | 0.24 | 9.90 | 35,010,313 | 29,301,368 | 0.40 | 0.83 | 286,801 | 265,363 | 8.08 |
| 18 | First Interstate Bank of Arizona NA, Phoenix | 138,877 | 126,136 | +10.10 | 0 | 47 | 138,877 | 126,089 | 0 | 530,447 | 0.00 | 0.00 | 3,650,112 | 2,988,525 | 3.80 | 4.22 | 60,506 | 52,000 | 16.36 |
| 19 | Summit Trust Company, N.J. | 128,833 | 0 | .... | 0 | 0 | 128,833 | 0 | 0 | 72,462 | 0.00 | .... | 541,959 | 446,139 | 23.77 | 0.00 | 7,205 | 6,570 | 9.67 |
| 20 | Omaha National Bank, Neb. | 113,339 | 95,239 | +19.0 | 2,943 | 1 | 110,396 | 95,238 | 12,812 | 88,754 | 14.44 | 12.49 | 701,255 | 482,967 | 16.16 | 19.72 | 10,080 | 9,138 | 10.31 |
| 21 | First Security National Bank & Trust Co., Lexington, Ky. | 112,168 | 98,478 | +13.90 | 3,987 | 3,827 | 108,181 | 94,651 | 12,736 | 93,801 | 13.58 | 11.85 | 517,071 | 490,722 | 21.69 | 20.07 | 9,291 | 7,374 | 26.00 |
| 22 | Morgan Guaranty Trust Company, New York | 107,667 | 103,541 | + 3,98 | 0 | 0 | 107,667 | 103,541 | 4,115 | 5,745,462 | 0.07 | .... | 33,966,984 | 29,068,573 | 0.32 | 0.36 | 491,708 | 419,734 | 17.15 |
| 23 | First Security Bank of Idaho NA, Boise | 103,762 | 93,117 | +11.43 | 2,975 | 3,282 | 100,787 | 89,835 | 14,182 | 183,202 | 7.74 | 13.18 | 1,182,297 | 1,012,370 | 8.78 | 9.20 | 9,637 | 6,273 | 53.63 |
| 24 | Old National Bank, Spokane, Wash. | 102,405 | 86,412 | +18.51 | 55,567 | 40,188 | 46,838 | 46,224 | 6,959 | 168,008 | 4.14 | 12.79 | 965,377 | 864,890 | 10.61 | 9.99 | 7,297 | 7,094 | 2.86 |
| 25 | Texas American Bank/Fort Worth NA | 102,121 | 71,394 | +43.04 | 638 | 1,833 | 101,483 | 69,561 | 9,508 | 257,780 | 3.69 | 11.92 | 1,886,562 | 1,500,730 | 5.41 | 4.76 | 23,721 | 17,976 | 31.96 |
| 26 | Peoples National Bank, Seattle | 92,725 | 74,725 | +24.09 | 4,411 | 3,953 | 88,314 | 70,772 | 11,406 | 204,807 | 5.57 | 12.23 | 1,398,645 | 1,013,259 | 6.63 | 7.37 | 14,561 | 5,385 | 170.40 |
| 27 | Lloyds Bank, Los Angeles | 92,545 | 80,550 | +14.89 | 3,749 | 1,100 | 88,796 | 79,450 | 9,890 | 288,854 | 3.42 | 12.06 | 2,014,810 | 2,010,083 | 4.59 | 4.01 | 10,540 | 5,023 | 109.83 |
| 28 | First Interstate Bank of Oregon NA, Portland | 86,284 | 96,252 | -10.36 | 140 | 179 | 86,144 | 96,073 | 12,758 | 492,908 | 2.59 | 13.85 | 3,251,879 | 2,944,902 | 2.65 | 3.27 | 43,123 | 35,012 | 23.17 |
| 29 | Manufacturers Hanover Trust Co., New York | 81,066 | 107,894 | -24.87 | 0 | 0 | 81,066 | 107,894 | 4,070 | 6,009,839 | 0.07 | .... | 45,064,236 | 41,734,579 | 0.18 | 0.26 | 272,834 | 271,937 | 0.33 |
| 30 | Branch Banking & Trust Co., Wilson, N.C. | 75,877 | 71,486 | + 6.14 | 41,974 | 38,366 | 33,903 | 33,120 | 4,331 | 246,589 | 1.76 | 11.83 | 1,543,679 | 1,046,008 | 4.92 | 6.83 | 22,096 | 15,844 | 39.46 |
| 31 | American Bank & Trust Co., Reading, Pa. | 74,544 | 79,498 | - 6.23 | 27,562 | 32,392 | 46,982 | 47,106 | 7,380 | 301,004 | 2.45 | 17.46 | 1,937,186 | 1,510,185 | 3.85 | 5.26 | 25,165 | 23,160 | 8.66 |
| 32 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 68,916 | 39,435 | +74.76 | 0 | 0 | 68,916 | 39,435 | 6,789 | 287,683 | 2.36 | 10.34 | 1,977,302 | 1,347,128 | 3.49 | 2.93 | 31,933 | 28,479 | 12.13 |
| 33 | Hamilton Bank, Lancaster, Pa. | 64,401 | 73,029 | -11.81 | 34,245 | 42,991 | 30,156 | 30,038 | 3,595 | 251,785 | 1.43 | 12.22 | 1,432,104 | 1,146,787 | 4.50 | 6.37 | 15,739 | 5,599 | 181.10 |
| 34 | Grenada Bank, Miss. | 64,229 | 43,307 | +48.31 | 14,588 | 9,946 | 49,641 | 33,361 | 5,553 | 84,904 | 6.54 | 10.00 | 427,995 | 256,097 | 15.01 | 16.91 | 6,852 | 7,635 | -10.26 |
| 35 | Bank of Stockton, Calif. | 64,184 | 88,106 | -27.15 | 12,915 | 15,957 | 51,269 | 72,149 | 7,147 | 51,396 | 13.91 | 10.78 | 321,085 | 307,333 | 19.99 | 28.67 | 3,530 | 5,087 | -30.61 |
| 36 | Wachovia Bank & Trust Co., Winston-Salem, N.C. | 64,115 | 45,065 | +42.27 | 21,495 | 10,854 | 42,620 | 34,211 | 6,115 | 781,039 | 0.78 | .... | 4,902,653 | 3,634,715 | 1.31 | 1.24 | 93,648 | 77,841 | 20.31 |
| 37 | Colorado National Bank, Denver | 63,686 | 51,729 | +23.11 | 13,983 | 4,341 | 49,703 | 47,388 | 6,975 | 137,957 | 5.06 | 14.42 | 926,965 | 814,904 | 6.87 | 6.35 | 11,979 | 16,871 | -29.00 |
| 38 | Domestic Bank/Shenandoah Valley NA, Bridgewater, Va. | 58,387 | N.A. | N.A. | 17,259 | N.A. | 41,128 | N.A. | 5,435 | 44,955 | 12.09 | 13.55 | 326,570 | N.A. | 17.88 | N.A. | 3,045 | N.A. | N.A. |
| 39 | NCNB National Bank of Florida, Tampa | 54,489 | 38,077 | +43.10 | 39,474 | 17,946 | 15,015 | 20,131 | 2,309 | 455,808 | 0.51 | 14.01 | 2,724,488 | 1,298,724 | 2.00 | 2.93 | 30,588 | 13,115 | 133.23 |
| 40 | First Security Bank of Utah NA, Ogden | 54,154 | 47,222 | +14.68 | 12,872 | 8,733 | 41,282 | 38,489 | 5,005 | 260,547 | 1.92 | 11.28 | 1,650,323 | 1,478,640 | 3.28 | 3.19 | 14,076 | 11,195 | 25.73 |
| 41 | BancOhio National Bank, Columbus | 53,040 | 70,184 | -24.43 | 13,813 | 19,528 | 39,227 | 50,656 | 5,674 | 556,261 | 1.02 | 12.42 | 2,534,213 | 3,141,388 | 2.09 | 2.23 | 28,755 | 12,123 | 137.19 |
| 42 | First Interstate Bank of Idaho NA, Boise | 52,538 | 55,207 | - 4.83 | 510 | 527 | 52,028 | 54,680 | 7,344 | 86,821 | 8.46 | 12.39 | 551,610 | 469,316 | 9.52 | 11.76 | 4,342 | 4,107 | 5.72 |
| 43 | First Victoria National Bank, Tex. | 52,435 | N.A. | N.A. | 110 | N.A. | 52,325 | N.A. | 6,516 | 38,750 | 16.82 | 13.12 | 228,680 | N.A. | 22.93 | N.A. | 2,406 | N.A. | N.A. |
| 44 | NCNB National Bank of North Carolina, Charlotte | 51,767 | 67,846 | -23.70 | 5,998 | 4,177 | 45,769 | 63,669 | 8,133 | 937,327 | 0.87 | .... | 6,060,100 | 4,751,776 | 0.85 | 1.43 | 86,449 | 78,931 | 9.52 |
| 45 | First National Bank & Trust Co., Lincoln, Neb. | 51,641 | 42,636 | +21.12 | 2,836 | 2,111 | 48,805 | 40,525 | 6,077 | 85,204 | 7.13 | 11.29 | 463,690 | 371,142 | 11.14 | 11.49 | 8,673 | 8,345 | 3.93 |
| 46 | First Interstate Bank of Denver NA | 50,018 | 37,304 | +34.08 | 620 | 3,609 | 49,398 | 33,695 | 5,415 | 206,554 | 2.62 | 10.48 | 1,234,433 | 1,336,505 | 4.05 | 2.79 | 1,336 | -10,716 | -112.47 |
| 47 | Commonwealth National Bank, Harrisburg, Pa. | 50,001 | 61,452 | -18.63 | 24,810 | 31,213 | 25,191 | 30,239 | 3,179 | 128,850 | 2.47 | 12.39 | 748,833 | 635,566 | 6.68 | 9.67 | 4,082 | -3,541 | -215.28 |
| 48 | NewCentury Bank-Frankenmuth, Mich. | 49,506 | N.A. | N.A. | 3,946 | N.A. | 45,560 | N.A. | 5,709 | 37,115 | 15.38 | 11.87 | 234,235 | N.A. | 21.14 | N.A. | 3,002 | N.A. | N.A. |
| 49 | Continental Illinois National Bank & Trust Co., Chicago | 49,048 | 79,158 | -38.04 | 0 | 0 | 49,048 | 79,158 | 7,954 | 3,560,401 | 0.22 | 15.22 | 24,054,813 | 29,904,063 | 0.20 | 0.26 | -959,731 | 103,950 | -1,023.3 |
| 50 | Deposit Guaranty National Bank, Jackson, Miss. | 48,805 | 46,070 | + 5.94 | 27,444 | 19,655 | 21,361 | 26,415 | 3,291 | 240,259 | 1.37 | 12.45 | 1,405,308 | 1,123,182 | 3.47 | 4.10 | 18,328 | 18,263 | 0.36 |

## Sidenotes

**Data Source:** All data were taken from the Federal Reserve Board's computer tape of the Report of Condition and the Report of Income for all insured commercial banks. These data were provided to *American Banker* by ***Data Resources Inc., Lexington, Mass.***

Please note that because of the extensive revisions to the Loan Schedule of the Report of Condition, American Banker has observed increased reporting errors by banks as well as increased computer keying errors by the Federal regulators. Some of the data shown in the listing, therefore, may be erroneous, reflecting these data collection and processing problems. *American Banker* will notify its readers of any major errors of this type upon their discovery.

**Agricultural Loans:** Agricultural loans are the sum of loans secured by farmland (Schedule RC-C, item 1.b., Column B—Domestic Offices) plus loans to finance agricultural production and other loans to farmers (Schedule RC-C, item 3, Column A—Consolidated Bank).

**Loans secured by farmland:** This is one of the items reported under "Loans secured by real estate." It includes loans secured by farmland and improvements thereon, as evidenced by mortgages or other liens. Farmland includes all land known to be used or usable for agricultural purposes, such as crop and livestock production. Farmland includes grazing or pasture land, whether tillable or not and whether wooded or not.

Included are loans secured by farmland that are guaranteed by the Farmers Home Administration (FmHA) or by the Small Business Administration (SBA) and that are extended, serviced, and collected by any party other than FmHA or SBA.

**Loans to finance agricultural production and other loans to farmers:** These are loans for the purpose of financing agricultural production. Included are both secured (by other than real estate)and unsecured loans made to farm and ranch owners and operators (including tenants) or to nonfarmers.

Included are the following six types of loans. (1) Loans and advances made for the purpose of financing agricultural production, including the growing and storing of crops, the marketing or carrying of agricultural products by the growers thereof, and the breeding, raising, fattening, or marketing of livestock. (2) Loans and advances made for the purpose of financing fisheries and forestries, including loans to commercial fishermen. (3) Agricultural notes and other notes of farmers that the bank has discounted for, or purchased from, merchants and dealers, either with or without recourse to the seller. (4)

| Rank 12/84 | Name of Bank, City, State | AGRICULTURAL LOANS | | | LOANS SECURED BY FARMLAND | | LOANS TO FIN. AG. PROD. | | INTEREST AND FEE INCOME (1984) | | | | TOTAL LOANS | | | | NET INCOME | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 12/31/84 | 12/31/83 | % Chg | 12/31/84 | 12/31/83 | 12/31/84 | 12/31/83 | Agricultural Loans | Total Gross | Ag. Loans (% of Total) | % Ret. on Ag.Loans | 12/31/84 | 12/31/83 | % for Agriculture 12/31/84 | % for Agriculture 12/31/83 | 1984 | 1983 | % Chg |
| 51 | Amarillo National Bank, Tex. | 48,260 | 46,698 | + 3.34 | 564 | 957 | 47,696 | 45,741 | 5,723 | 57,706 | 9.92 | 12.55 | 422,728 | 365,282 | 11.42 | 12.78 | 2,987 | 4,740 | -36.98 |
| 52 | Morgan Bank Delaware, Wilmington | 47,972 | 34,300 | +39.86 | 0 | 0 | 47,972 | 34,300 | 4,605 | 262,191 | 1.76 | .... | 1,881,218 | 1,430,610 | 2.55 | 2.40 | 27,524 | 24,228 | 13.60 |
| 53 | Sovran Bank NA, Richmond | 45,570 | 43,916 | + 3.77 | 16,118 | 13,658 | 29,452 | 30,258 | 4,564 | 760,205 | 0.60 | 14.60 | 5,497,207 | 4,185,250 | 0.83 | 1.05 | 79,128 | 70,545 | 12.17 |
| 54 | Oneida National Bank, Utica, N.Y. | 44,645 | 48,244 | - 7.46 | 8,785 | 9,085 | 35,857 | 39,159 | 4,948 | 99,302 | 4.98 | 13.66 | 540,578 | 472,237 | 8.26 | 10.22 | 13,264 | 11,624 | 14.11 |
| 55 | Bank of California NA, San Francisco | 44,468 | 45,263 | - 1.76 | 1,375 | 1,862 | 43,093 | 43,401 | 3,257 | 353,919 | 0.92 | 7.74 | 2,399,933 | 2,474,527 | 1.85 | 1.83 | -20,480 | 32,307 | -163.39 |
| 56 | Marine Midland Bank NA, Buffalo, N.Y. | 42,755 | 43,307 | - 1.27 | 2,454 | 13,899 | 40,301 | 29,408 | 4,858 | 2,332,149 | 0.21 | .... | 14,996,721 | 12,888,016 | 0.29 | 0.34 | 72,589 | 87,612 | -17.15 |
| 57 | InterFirst Bank, Fort Worth, Tex. | 40,583 | 5,058 | +702.35 | 5,290 | 126 | 35,293 | 4,932 | 2,262 | 163,043 | 1.39 | .... | 1,002,430 | 836,460 | 4.05 | 0.60 | 8,956 | -17,438 | -151.36 |
| 58 | First National Bank, Lubbock, Tex. | 40,565 | 32,360 | +25.36 | 1,237 | 1,314 | 39,328 | 31,046 | 3,919 | 55,655 | 7.04 | 9.95 | 323,772 | 308,483 | 12.53 | 10.49 | 6,610 | 4,109 | 60.87 |
| 59 | First National Bank, Minneapolis | 39,013 | 25,116 | +55.33 | 0 | 0 | 39,013 | 25,116 | 4,904 | 729,215 | 0.67 | 11.14 | 4,547,409 | 3,284,853 | 0.86 | 0.76 | 65,679 | 47,011 | 39.71 |
| 60 | Bank of Hawaii, Honolulu | 37,579 | 39,107 | - 3.91 | 16,085 | 25,946 | 21,494 | 13,161 | 1,882 | 372,681 | 0.50 | .... | 2,084,876 | 1,739,528 | 1.80 | 2.25 | 31,886 | 30,955 | 3.01 |
| 61 | Maryland National Bank, Baltimore | 36,587 | 45,299 | -19.23 | 5,483 | 7,366 | 31,104 | 37,933 | 1,973 | 487,828 | 0.40 | 11.64 | 3,483,500 | 2,255,683 | 1.05 | 2.01 | 31,257 | 26,115 | 19.69 |
| 62 | Republicbank Dallas NA | 35,957 | 82,061 | -56.18 | 0 | 6,620 | 35,957 | 75,441 | 5,663 | 1,350,132 | 0.42 | 13.00 | 9,600,083 | 7,561,144 | 0.37 | 1.09 | 75,966 | 65,154 | 16.59 |
| 63 | Bank of Oklahoma Tulsa NA | 35,814 | 8,440 | +324.34 | 8,670 | 8,440 | 27,144 | 0 | 3,419 | 164,125 | 2.08 | .... | 1,184,580 | 1,051,168 | 3.02 | 0.30 | 11,929 | 14,660 | -18.63 |
| 64 | First Interstate Bank of Washington NA, Spokane | 35,617 | 37,343 | - 4.62 | 828 | 2,216 | 34,789 | 35,127 | 4,623 | 260,517 | 1.77 | 13.25 | 1,549,469 | 1,346,425 | 2.30 | 2.77 | 23,800 | 20,129 | 18.24 |
| 65 | First Tennessee Bank NA, Memphis | 35,553 | 23,597 | +50.67 | 18,015 | 18,440 | 17,538 | 5,553 | 1,873 | 441,916 | 0.42 | 10.37 | 2,589,990 | 1,068,940 | 1.37 | 2.21 | 41,458 | 20,100 | 106.26 |
| 66 | First National Bank, Shreveport, La. | 35,453 | 39,706 | -10.71 | 15,549 | 29,579 | 19,904 | 10,127 | 2,536 | 111,780 | 2.27 | 11.94 | 561,305 | 458,357 | 6.32 | 8.66 | 11,228 | 11,262 | - 0.30 |
| 67 | Huntington National Bank, Columbus, Ohio | 33,945 | 30,434 | +11.54 | 6,942 | 8,132 | 27,003 | 22,302 | 3,233 | 555,876 | 0.58 | 10.10 | 3,599,788 | 2,120,235 | 0.94 | 1.44 | 45,539 | 16,769 | 171.57 |
| 68 | Peoples Bank & Trust Co., Rocky Mount, N.C. | 33,627 | 33,687 | - 0.18 | 3,546 | 3,774 | 30,081 | 29,913 | 4,795 | 67,081 | 7.15 | 14.26 | 417,031 | 382,795 | 8.06 | 8.80 | 3,104 | 4,876 | -36.34 |
| 69 | First National Bank, Chicago | 33,568 | 78,480 | -57.23 | 702 | 858 | 32,866 | 77,622 | 659 | 3,692,760 | 0.02 | .... | 23,217,128 | 21,608,484 | 0.14 | 0.36 | 22,923 | 151,620 | -84.88 |
| 70 | First Union National Bank, Charlotte, N.C. | 33,465 | 33,771 | - 0.91 | 3,793 | 3,777 | 29,672 | 29,994 | 4,108 | 695,465 | 0.59 | 13.31 | 4,169,552 | 3,042,611 | 0.80 | 1.11 | 69,289 | 47,742 | 45.13 |
| 71 | Nat'l Bk of Commerce Trust & Savings Assn., Lincoln, Neb. | 32,002 | 37,555 | -14.79 | 54 | 72 | 31,948 | 37,483 | 4,155 | 38,633 | 10.76 | 12.32 | 215,978 | 217,004 | 14.82 | 17.31 | 2,645 | 2,503 | 5.67 |
| 72 | Southeast Bank NA, Miami | 31,661 | 22,477 | 40.86 | 8,091 | 7,173 | 23,570 | 15,304 | 1,887 | 900,468 | 0.21 | 10.11 | 5,964,444 | 4,043,179 | 0.53 | 0.56 | 58,080 | 48,009 | 20.98 |
| 73 | Bankers Trust Co., New York | 30,943 | 56,216 | -44.96 | 0 | 0 | 30,943 | 56,216 | 2,396 | 4,022,016 | 0.06 | .... | 23,345,681 | 22,370,147 | 0.13 | 0.25 | 246,552 | 236,800 | 4.12 |
| 74 | Key Bank of Northern New York NA, Watertown | 30,906 | N.A. | N.A. | 2,824 | N.A. | 28,082 | N.A. | 3,139 | 54,594 | 5.75 | 10.66 | 284,308 | N.A. | 10.87 | N.A. | 6,731 | N.A. | N.A. |
| 75 | McAllen State Bank, Tex. | 30,247 | 13,541 | +123.37 | 28,645 | 13,288 | 1,602 | 253 | 107 | 71,705 | 0.15 | 10.10 | 462,514 | 365,572 | 6.54 | 3.70 | 7,757 | 7,060 | 9.87 |
| 76 | Florida National Bank, Jacksonville | 30,225 | 21,652 | +39.59 | 7,923 | 4,936 | 22,302 | 16,716 | 1,644 | 476,375 | 0.35 | .... | 3,681,765 | 2,071,034 | 0.82 | 1.05 | 44,207 | 44,396 | - 0.43 |
| 77 | United Bank of Denver NA | 30,168 | 27,074 | +11.43 | 6,587 | 4,539 | 23,581 | 22,535 | 3,923 | 230,334 | 1.70 | 14.60 | 1,500,460 | 1,295,578 | 2.01 | 2.09 | 17,773 | 13,373 | 32.90 |
| 78 | Central Fidelity Bank, Richmond | 29,985 | 5,108 | +487.02 | 11,565 | 1,491 | 18,420 | 3,617 | 243 | 296,722 | 0.08 | 1.36 | 1,802,661 | 964,697 | 1.66 | 0.53 | 28,034 | 15,319 | 83.00 |
| 79 | Republicbank Lubbock NA, Tex. | 29,979 | 26,021 | + 15.21 | 1,477 | 1,150 | 28,502 | 24,871 | 3,035 | 45,107 | 6.73 | 10.72 | 303,632 | 254,996 | 9.87 | 10.20 | 5,815 | 4,453 | 30.59 |
| 80 | MBank Dallas NA | 29,590 | 39,707 | -25.46 | 12,554 | 22,333 | 17,045 | 17,374 | 674 | 616,287 | 0.11 | 4.29 | 4,794,439 | 3,523,476 | 0.62 | 1.13 | 36,465 | 47,512 | -23.25 |
| 81 | Citizens & Southern National Bank, Atlanta | 29,241 | 21,376 | +36.79 | 18,932 | 9,890 | 10,309 | 11,486 | 1,651 | 660,504 | 0.25 | 14.79 | 4,670,056 | 3,300,226 | 0.63 | 0.65 | 60,728 | 48,678 | 24.75 |
| 82 | United Carolina Bank, Whiteville, N.C. | 29,171 | 26,172 | +11.46 | 15,734 | 12,068 | 13,437 | 14,104 | 1,710 | 140,268 | 1.22 | 12.06 | 864,826 | 641,323 | 3.37 | 4.08 | 14,821 | 11,778 | 25.84 |
| 83 | First National Bank, Jackson, Miss. | 29,090 | 24,252 | +19.95 | 10,960 | 9,755 | 18,130 | 14,497 | 2,290 | 179,414 | 1.28 | 10.82 | 968,708 | 808,227 | 3.00 | 3.00 | 16,078 | 11,560 | 39.08 |
| 84 | Idaho Bank & Trust Co., Pocatello | 28,960 | 25,426 | +13.90 | 269 | 84 | 28,691 | 25,342 | 3,806 | 45,279 | 8.41 | 13.04 | 289,702 | 273,918 | 10.00 | 9.28 | 2,712 | 1,908 | 42.14 |
| 85 | MBank Corpus Christi NA, Tex. | 28,183 | 32,281 | -12.69 | 11,203 | 11,429 | 16,980 | 20,852 | 1,955 | 64,182 | 3.05 | 12.36 | 408,767 | 337,262 | 6.89 | 9.57 | 4,478 | 7,965 | -43.78 |
| 86 | Union Bank, Los Angeles | 26,984 | 22,457 | +20.16 | 10,622 | 5,100 | 16,362 | 17,367 | 1,954 | 802,292 | 0.24 | .... | 5,060,819 | 4,954,446 | 0.53 | 0.45 | 43,039 | 38,596 | 11.51 |
| 87 | Fourth National Bank & Trust CO., Wichita, Kan. | 26,346 | 25,887 | + 1.77 | 1,215 | 1,302 | 25,131 | 24,585 | 3,018 | 117,134 | 2.58 | 12.88 | 623,885 | 530,116 | 4.22 | 4.88 | 14,849 | 12,694 | 16.98 |
| 88 | Arizona Bank, Phoenix | 25,951 | 20,610 | +25.91 | 2,232 | 1,203 | 23,719 | 19,407 | 2,786 | 313,253 | 0.89 | 12.07 | 2,277,705 | 1,782,993 | 1.14 | 1.16 | 22,403 | 19,185 | 16.77 |
| 89 | Bank of Mississippi, Tupelo | 25,685 | 26,421 | - 2.79 | 12,120 | 13,085 | 13,565 | 13,336 | 1,953 | 60,525 | 3.23 | 12.78 | 326,001 | 299,592 | 7.88 | 8.82 | 6,181 | 4,948 | 24.92 |
| 90 | Key Bank NA, Albany, N.Y. | 25,425 | 26,845 | - 5.29 | 1,475 | 1,916 | 23,950 | 24,929 | 3,635 | 141,797 | 2.56 | .... | 986,953 | 713,830 | 2.58 | 3.76 | 18,098 | 15,773 | 14.74 |
| 91 | Norwest Bank Omaha, Omaha, Neb. | 25,402 | 28,099 | - 9.60 | 0 | 0 | 25,402 | 28,099 | 2,606 | 61,574 | 4.23 | 9.99 | 411,047 | 328,423 | 6.18 | 8.56 | 3,427 | 2,707 | 26.60 |
| 92 | Union Planters National Bank, Memphis, Tenn. | 25,065 | 11,090 | +126.01 | 8,245 | 4,740 | 16,820 | 6,350 | 1,230 | 176,566 | 0.70 | 13.69 | 832,354 | 764,709 | 3.01 | 1.45 | -12,892 | 5,993 | -315.12 |
| 93 | South Carolina National Bank, Charleston | 24,291 | 8,610 | +182.13 | 9,255 | 3,481 | 15,036 | 5,129 | 1,547 | 246,631 | 0.63 | .... | 2,297,857 | 916,643 | 1.06 | 0.94 | 30,168 | 22,212 | 35.82 |
| 94 | American Fletcher National Bank & Trust Co., Indianapolis | 24,218 | 11,050 | +119.17 | 26 | 0 | 24,192 | 11,050 | 2,340 | 308,866 | 0.76 | .... | 2,028,549 | 1,612,462 | 1.19 | 0.69 | 22,069 | 17,519 | 25.97 |
| 95 | Shawmut Bank of Boston NA | 23,816 | 20,289 | +17.38 | 0 | 0 | 23,816 | 20,289 | 2,855 | 305,348 | 0.93 | 13.03 | 1,954,098 | 1,704,671 | 1.22 | 1.19 | 17,978 | 11,053 | 62.65 |
| 96 | First National Bank, Omaha, Neb. | 23,775 | 16,350 | +45.41 | 444 | 0 | 23,331 | 16,350 | 2,095 | 69,027 | 3.04 | 10.09 | 414,414 | 306,926 | 5.74 | 5.33 | 6,870 | 5,293 | 29.79 |
| 97 | National Bank & Trust Co., Norwich, N.Y. | 23,363 | N.A. | N.A. | 6,273 | N.A. | 17,090 | N.A. | 2,386 | 38,523 | 6.19 | 14.03 | 197,644 | N.A. | 11.82 | N.A. | 4,551 | N.A. | N.A. |
| 98 | Interfirst Bank Dallas NA | 23,186 | 58,719 | -60.51 | 8,047 | 14,670 | 15,139 | 44,049 | 2,323 | 1,056,997 | 0.22 | 13.07 | 6,807,139 | 6,709,318 | 0.34 | 0.88 | -13,803 | -236,074 | -94.15 |
| 99 | Central Bank, Monroe, La. | 22,910 | 21,781 | + 5.18 | 18,068 | 18,724 | 4,842 | 3,057 | 0 | 45,392 | 0.00 | .... | 291,245 | 252,435 | 7.87 | 8.63 | 4,027 | 3,621 | 11.21 |
| 100 | Third National Bank & Trust Co., Dayton, Ohio | 22,354 | 14,943 | +49.6 | 5,624 | 6,348 | 16,740 | 8,595 | 16,120 | 104,732 | 15.39 | 9.63† | 810,574 | 556,182 | 2.76 | 2.69 | 2,691 | 8,584 | -68.65 |
| | **Totals for Top 100 Banks** | **10,989,305** | **10,524,684** | **+ 4.41** | **1,371,514** | **1,271,688** | **9,617,791** | **9,251,996** | **1,071,779** | **100,911,450** | **1.06** | **11.14†** | | | | | | | |

## Sidenotes

Loans to farmers that are guaranteed by the FmHA or by the SBA and that are extended, serviced, and collected by a party other than the FmHA or SBA. (5) Loans and advances to farmers for purchases of farm machinery, equipment, and implements. (6) Loans and advances to farmers for all other purposes associated with the maintenance or operations of the farm, including purchases of private passenger automobiles and other retail consumer goods and provisions for living expenses of farmers or ranchers and their families.

**Interest and fee income (1984)**

**(1) From Agricultural Loans:** This is a new report item on the Report of Income. It is gross interest and fee income on loans to finance agricultural production, booked in domestic offices. It is taken from Schedule RI-Report of Income, item 1.a.(1).(c).

**(2) Total Gross Interest Income (1984):** This is total gross interest income for the bank from all of its operations both domestic and foreign. It is taken from Schedule RI, item 1.g. According to Federal Reserve Board instructions for the Report of Income, interest and fee income on loans are "all interest, fees, and similar charges levied against or associated with all assets reportable as loans in Schedule RC-C, items 1 through 9."

**(3)Ag. Loans (% of Total):** This is the ratio of gross interest and fee income on domestic agricultural production financing(item 1 in this block) to total gross interest income for the bank (item 2 in this block).

**(4) % Return on Ag. Loans:** This is the gross return on domestic agricultural production financing. It is calculated by dividing gross interest and fee income on agricultural production financing for 1984 (item 1 in this block) by average agricultural production financing booked in domestic offices (From Report of Condition, Schedule RC-K, item 6.a. (3) ).

**Total Loans:** For Dec. 31, 1984, total loans were taken from line 4.a. ("Loans and leases, net of unearned income") of RC-Balance Sheet of the Report of Condition. For Dec. 31, 1983, data were from line 9.a. ("total loans, gross"). As the data items indicate, the Dec. 31, 1984 total loans are net of unearned income, while the Dec. 31, 1983 total loans are gross of unearned income. The ratios of agricultural lending to total lending for both 1984 and 1983 are also shown in this panel.

**Net Income:** From the Report of Income, item 12.

**(†)** — To calculate the "gross return on agricultural lending" yearend loans to finance agricultural production were used, and not average lending for the fourth quarter of 1984 figures.

## The Markets

### Money Market

#### Thursday, August 15, 1985

Federal funds range ........ 8¾-8⁹/₁₆%
Prime rate (6/19/85)........ 9½%
Discount rate FRB of New York (5/17/85)........ 7½%
Call Loans on Securities:
To brokers on stock exchange collateral ........ 9½%
To dealers on U.S. Gov't Securities........ N.A.

Bankers Accepts. offering rate—discount basis (8/15/85)
30 days—N.A. 60 days—N.A. 90 days—N.A.
120 days—N.A. 180 days—N.A.

NY. City Banks' CDs — Highest Offering Rate (8/15/85)
14 days—7.35 30 days—7.35 60 days—7.40
90 days—7.45 120 days—7.50 150 days—7.60
180 days—7.65 270 days—7.85 360 days—8.00

Aaa Dealer Comm'l paper—discount basis (8/15/85)
30 days—7.70 60 days—7.65 90 days—7.65

Comm'l Paper Directly Placed—Range disc. Basis (8/15/85)
5-14 days—7-7.90 15-29days—7-7.85
30-59 days—7-7.75 60-89 days—7-7.75
90-179 days—7-7.75 180-270 days—7-7.75

Eurodollar Deposits—London bid (8/15/85)
Overnight—8⅜ 7 days—7¹⁵/₁₆
1 mo.—7⅞ 3 mos.—8
6 mos.—8³/₁₆ 1 year—8⁹/₁₆

NIBOR (6-month) ........ 8⁵/₁₆%
LIBOR (6-month)........ 8⁵/₁₆%

### Futures Markets

#### The Bond Buyer Municipal Bond Index

| | August 15, 1985 | August 14, 1985 | August 8, 1985 |
|---|---|---|---|
| Index | 86-22 | 86-21 | 87-07 |
| Yield | 9.82% | 9.83% | 9.74% |

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade to serve as the basis for trading Long-Term Municipal Bond futures contracts when approved by the Commodity Futures Trading Commission. The Index represents an average of the figures obtained when the price of each of 40 select term bonds is divided by a figure derived from the amount at which the bond would be priced to yield 8%. In all computations, the maturity of a bond is represented by its first call at par. The Index is computed daily and is quoted in points and 32nds.

#### 3-Month Domestic CD Futures (IMM)*

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Sept '85. | 92.30 | 92.16 | 92.17 | -10 | 7.83 |
| Dec. '85. | 91.95 | 91.78 | 91.78 | - 9 | 8.22 |
| Mar. '86. | 91.49 | 91.37 | 91.35 | - 8 | 8.65 |
| June '86 | 91.05 | 90.97 | 90.95 | - 7 | 9.05 |
| Sept '86. | ..... | ..... | 90.59 | - 6 | 9.41 |
| Dec. '86. | ..... | ..... | 90.25 | - 5 | 9.75 |
| Mar. '87. | ..... | ..... | 89.92 | - 5 | 10.08 |

As of the previous day's close: Total no. of contracts traded: 171; total open interest: 2,750 and change in open interest:-139

#### 3-Month T-Bill Futures (IMM)**

| Delivery Month | High | Low | Settle | Change (a) | Yield(b) |
|---|---|---|---|---|---|
| Sept. '85. | 92.98 | 92.83 | 92.85 | - 7 | 7.15 |
| Dec. '85. | 92.66 | 92.51 | 92.53 | - 6 | 7.47 |
| Mar. '86. | 92.29 | 92.17 | 92.17 | - 6 | 7.83 |
| June '86 | 91.96 | 91.81 | 91.83 | - 6 | 8.17 |
| Sept. '86. | 91.62 | 91.50 | 91.50 | - 6 | 8.50 |
| Dec. '86. | 91.29 | 91.20 | 91.20 | - 6 | 8.80 |
| Mar. '87. | 91.02 | 90.91 | 90.93 | - 6 | 9.07 |
| June '87 | 90.76 | 90.64 | 90.67 | - 6 | 9.33 |

As of the previous day's close; Total no. of contracts traded: 9,669; total open interest: 37,751 and change in open interest:-411

#### Footnotes to Futures Tables

*—For 90-day or 3-month domestic certificates of deposit having a face value at maturity of $1 million.
**—For three month U.S. Treasury Bills having a face value at maturity of $1 million.
a—Change from previous day's settlement price in basis points.
b—100.00 minus settlement price.
IMM—Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange.
r—New record high in open interest.

### American Banker Index

**Selected Money Center Bank Stocks***

| | | High | Low | Last |
|---|---|---|---|---|
| Aug. 15...29... | 1985 ....... | 318.8 | 242.7 | 29... |
| Aug. 14...290.3 | 1984 ....... | 269.6 | 178.4 | 246.3 |
| Aug. 13...289.0 | 1983 ....... | 299.6 | 223.1 | 260.2 |
| Aug. 12...288.5 | 1982 ....... | 268.2 | 168.7 | 233.2 |
| Aug. 9...289.8 | 1981 ....... | 186.0 | 138.0 | 184.2 |

* Based on midday prices.

### Gold Coins

| Coin Name & Weight | $ Value per Coin August 15 | August 14 |
|---|---|---|
| Krugerrand (1 Troy oz.) | 328.00 | 322.50 |
| Maple Leaf (1 Troy oz.) | 348.00 | 331.00 |
| Mexican Peso (1 Troy oz.) | 322.50 | 322.50 |
| Chinese Panda (1 Troy oz.) | 358.00 | 342.50 |
| U.S. Armstrong (1 Troy oz.) | 337.00 | 321.60 |
| Mexican 50 Peso (1.2 Troy oz.) | 417.00 | 409.80 |
| Austrian 100 Corona (.98 Troy oz.) | 329.25 | 322.70 |
| Mexican 20 Peso (.48 Troy oz.) | 174.00 | 171.20 |
| S. Afr. ½ Rand (.50 Troy oz.) | 178.50 | 175.60 |
| U.S. Wright (.50 Troy oz.) | 168.50 | 170.20 |
| Austrian 1 Ducat (.11 Troy oz.) | 39.50 | 42.50 |

These quotes represent the N.Y fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

changing names,
changing hands . . .

MERGERS, ACQUISITIONS
a regular feature in
American Banker

# Some Banks Cut — Even Drop — Farm Lending

Continued from Page 1

at levels considerably above other rates. The result: farmers are being forced out or voluntarily leaving the business; farm banks are closing: the federal Farm Credit System is in possible need of a financial bailout; and some commercial banks are apparently rethinking their farm lending strategies.

RepublicBank Dallas, which formed its agricultural credit division about 10 years ago, decided more than a month ago to get out of the farm lending business and cut losses. Since 1982, said Mr. Bunten, the "loss experience has been less than satisfactory." He chose not to discuss specifics about the losses.

RepublicBank Dallas, which has assets of about $14 billion, started to pull back on agricultural lending last year. In 1984, the bank had $35.9 million in agricultural loans, a 56.1% drop from $62 million a year earlier. It was the third largest percentage decline of any bank on the listing of the 100 largest agricultural banks compiled by the *American Banker*.

The newspaper relied on call report information filed with the Federal Reserve in compiling the list. The survey results, therefore, are subject to any errors the banks may have made in completing their call reports.

Banks included in the list are those that in 1984 had the greatest total dollar amount in two categories: loans to finance agricultural production and loans secured by farmland.

In 1984, RepublicBank Dallas had no loans secured by farmland, compared with $6.6 million a year earlier. The bank last year also reduced its loans to finance agricultural production to $35.9 million from $75.4 million a year earlier.

Further cutbacks in lending will follow as Mr. Bunten said it will take about a year to unwind the bank's agricultural portfolio. At its peak, the bank's ag portfolio was about $200 million, said Mr. Bunten.

The First National Bank of Chicago, which ranked 70th on the *American Banker's* list of the 100 largest agricultural lenders, has deemphasized agricultural lending and no longer has an ag lending division. First National of Chicago cut back its agricultural lending by 57.23% during 1984, to $33.5 million from $78.4 million a year earlier, according to the data.

Loans secured by farmland fell to $702,000 in 1984 from $858,000 in 1983. And loans to finance agricultural production declined to $32.8 million from $77.6 million a year earlier. In 1984, First National of Chicago's gross return on agricultural loans was 2.01%, considerably below what farm experts say is needed for profitable farm lending.

First Chicago in the third quarter of 1984 charged off $279 million in bad loans, including agricultural loans. First Chicago officials would not speak on the record about the decline in the bank's agricultural portfolio.

### InterFirst Cut the Most

InterFirst Bank Dallas had the steepest decline in agricultural lending in 1984 of the top 100 banks on the *American Banker* list. The bank's agricultural loans in 1984 were $23.1 million, down 60.5% from $58.7 million in 1983. A spokesman for InterFirst Bank Dallas said the decline doesn't reflect any change in strategy. Rather, he said, the decline is attributed to loan demand by customers.

The bank had a decline in both loans secured by farmland, to $8 million from $14 million, and loans to finance agriculture, to $15.1 million from $44 million. The gross return on agricultural lending for InterFirst Dallas in 1984 was 15.34%, one of the highest of the banks on the *American Banker* top 100 list.

Some other top 100 banks that had sizable decreases in farm lending were Chemical Bank and Bankers Trust Co., both of New York.

Chemical Bank, which ranked 18th on the *American Banker* list, had a 42.9% drop in agricultural lending. A Chemical spokesman did not wish to speak for attribution about the bank's agriculture-related loans.

Bankers Trust had a 44.9% drop in loans to finance agricultural production, to $30.9 million in 1984 from $56.2 million in 1983. Officials at the bank did not return telephone inquiries.

Agricultural lending requires such a high degree of diligence that the cost reduces what prudent lenders can earn. For example, Mr. Bunten at RepublicBank Dallas said that administrative costs of agricultural lending are considerable. The time and expense of inspecting crops or livestock, and keeping track of collateral used to back agricultural loans, reduce the spread that a lender can make on those types of loans.

The expenses related to the administration of agricultural loans rank near the top of all forms of lending, said Mr. Bunten. And those expenses come on top of already narrow profit spreads.

Said Mr. Bunten: "There is no point in being in the business if you can't make money at it." ■

# Farm Credit System Earnings Dip Sharply

**By ANDREA BENNETT**

CHICAGO — The depressed agricultural economy nearly wiped out earnings in the second quarter for the struggling Farm Credit System and could lead to losses for the year.

Combined income for all Farm Credit Banks was $5.6 million in the second quarter, down from the $126.3 million recorded a year earlier. The drop in earnings was due mainly to an increase in the loan-loss provision in the second quarter to $137 million from $70 million in the first quarter.

Net chargeoffs also were up, soaring to $117 million from $42 million in the first quarter. Loan volume dropped to $74 billion, down from $75.8 billion in the first three months of the year.

The results were reported by the Federal Farm Credit Banks Funding Corp., which issues bonds to fund the system's banks.

The Farm Credit System is the largest agricultural lender in the nation, with about $74 billion of the total $212 billion in farm loans. It is made up of 37 banks that provide short- and long-term agricultural loans.

Because it lends strictly to agriculture, the current depressed agricultural economy has affected its performance. The funding corporation said the significantly increased net chargeoffs and provision for loan loss were a result of declining collateral values in several districts and of higher loan delinquences.

Nonaccrual loans for the second quarter increased to $2 billion, up from $1.6 billion at the end of the first quarter. The June 30 loan-loss allowance was $745 million.

The agency also said the costly bailout of troubled Farm Credit Banks in Spokane, Wash., and in Omaha during the year could lead to losses for the third quarter and the full year. Last year, the system reported earnings of $444 million.

In July, the Farm Credit System announced a $435 million financial aid package for the Federal Intermediate Credit Bank in Omaha. Pending final approval of the assistance package, the system's banks will inject $75 million in capital into the bank in September.

The agency said that, based on current projections, injection will lead to a third-quarter loss for the Farm Credit Banks.

As part of the package, the Omaha bank will write off about $95 million in loans through existing reserves and will be able to sell about $240 million in high-risk assets to the Farm Credit System Capital Corp. at the end of the year or in early 1986. Another $25 million in capital from the other banks will be available for the first six months of 1986.

The Omaha bailout comes on the heels of a $150 million credit package put in place for the Federal Intermediate Credit Bank of Spokane earlier in the year.

For the first half of the year, earnings dropped to $96.2 million from $236.6 in the year-ago period. The loan-loss provision soared to $207 million, up from $41 million in the second half of 1984.

Total capital of the system was $9.2 billion as of June 30. That figure was the same as capital recorded at the end of 1984. ■

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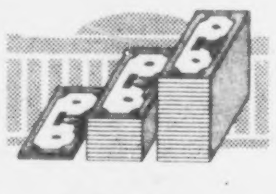
## TODAY

### SURVIVAL STRATEGIES

### Thrift Midyear Update



Thrifts

As financial firms slip across traditional lines, thrifts face increased competition for survival. Some have opted to change from mutual to stock form, others have expanded their services, and still others have chosen to specialize. Today's feature section profiles six strategies and lists the top 300 thrifts in the industry. It begins on page.................... 11

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# Random Thoughts

By SANFORD ROSE

Are banks increasing their interest rate bets? A glance at some raw data suggests that they might be. Olson Research Associates of Greenbelt, Md., publishes data for the top 232 banks in the country — virtually every bank with more than $1 billion in assets.

These data disclose what Ron Olson calls the variable-rate gap, the gap between the ratio of variable-rate assets to earning assets and the ratio of variable-rate liabilities to earning assets. In every bank size group, the gap declined from 1981 to 1982.

Since 1982, however, the gap has expanded — in some cases hugely. Banks have become increasingly liability sensitive, at least as measured by balance-sheet data. (To be sure, in some banks, this posture of increased short funding may have been offset by futures or swap activities.)

In the money center group of 10 banks, the variable-rate gap has increased only slightly in recent years. The ratio of variable-rate liabilities to earning assets has fallen, but the proportion of earning as-

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# Maryland Thrift Maintains It Is Sound As Epic Unit's Problems Are Studied

By DAVID LaGESSE

NEW YORK — Officers at Community Savings & Loan Association, a privately insured thrift in Maryland and parent of the troubled Epic group of real estate companies, continued to say Monday that deposits at the thrift remained safe from problems at Epic.

Epic officers stunned the market for mortgage-backed securities on Friday with the announcement that some of its privately issued securities were suffering from late payments by holders of the underlying mortgages. The late payments only affect some of the $1 billion in mortgage-backed securities that Epic has used to finance its syndications business in single-family residences.

The most pressing question in the mind of regulators was the impact of Epic's problems on Community, whose depositor lines began growing on Saturday with the awareness of Epic's problems. State regulators officially said the late payments on Epic securities held no apparent threat to Community, whose deposits of more than $360 million are insured by the Maryland Deposit Insurance Fund.

But observers questioned whether Community might have made loans to Epic's partnerships, added payment guarantees, or even invested its equity in Epic's partnerships, possibly leading to severe losses at the thrift if the real estate group's borrowers actually default.

Press reports on Monday said the thrift was owed as much as $56 million

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# Home Savings Again No. 1 in Thrift Deposits

## 3 Citicorp Units Among Top 10 In Net Worth-to-Assets Ratio

By L. MICHAEL CACACE

NEW YORK — Home Savings of America, Irwindale, Calif., has regained its position as the largest savings institution in deposits with $19.3 billion on June 30, up 4% from yearend 1984, when it ranked second with $18.6 billion.

Home Savings — which had ranked as the nation's top savings and loan association in deposits for 28 consecutive years until being surpassed by American Savings & Loan Association, Stockton, Calif., at yearend 1983 — supplanted American Savings. Home was helped by its second-quarter acquisition of five Ohio-based associations. These institutions had combined assets of $445 million.

American Savings, which is a subsidiary of the troubled Financial Corporation of America, fell to second place with deposits of $17.9 billion at midyear, down 11.7% from $20.3 billion just six months earlier. But American retained its No. 1 ranking in terms of assets, despite a 4.1% drop to $27.7 billion at midyear, from $28.9 billion at yearend 1984.

Home Savings posted a 3.2% gain in assets over the first half of 1985 to $24.4 billion, to narrow the asset spread between itself and American.

Among the top 300 thrifts, *American Banker* identifies the 10 with the best regulatory net-worth-to-total-assets ratio at midyear. The ratio is an indicator of an institution's ability to withstand financial shocks. It is also a gauge to measure an institution's ability to ex-

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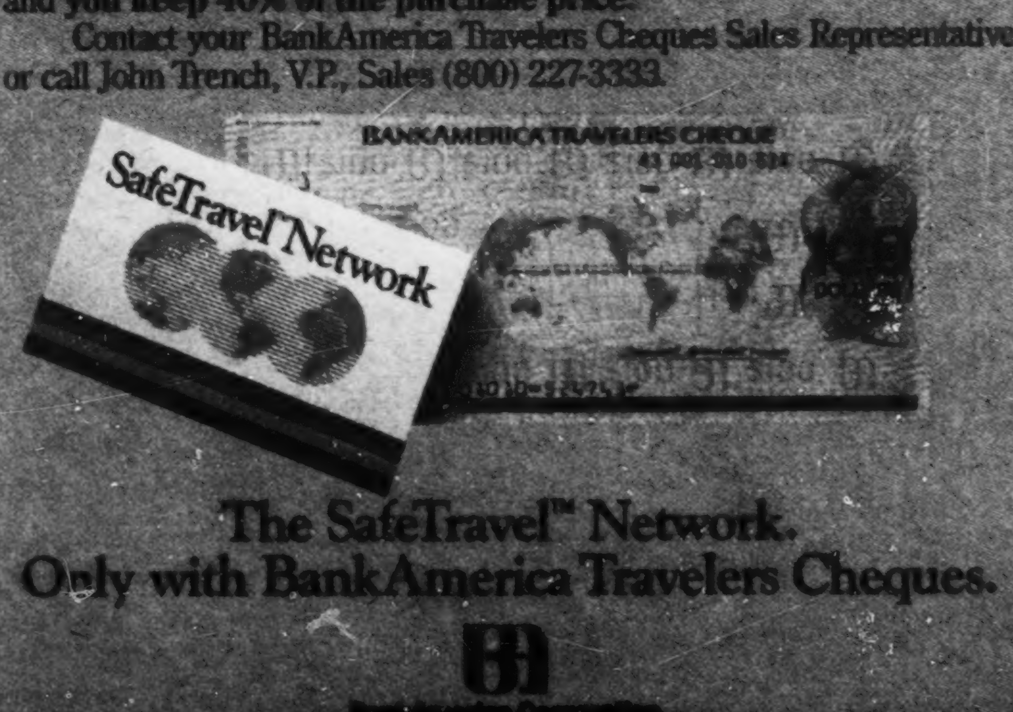

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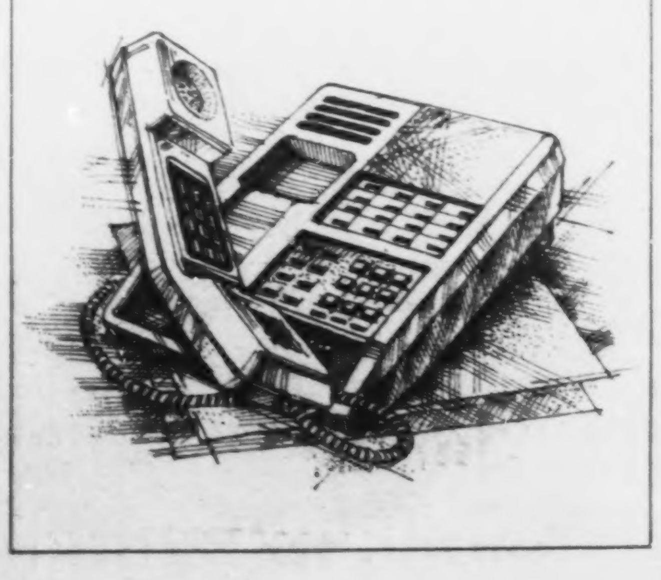

# 3 Citicorp Units Among Top 10 Thrifts in Net Worth-to-Assets Ratio

**Continued from Page 1**

pand its deposit and asset base.

Among these 10 institutions, the three thrift subsidiaries of the nation's top banking company, Citicorp, New York, ranked first, second, and fourth, respectively.

Citicorp Savings of Florida, Miami, was tops with a ratio of 28.8%. It had regulatory net worth of $919.6 million and total assets of $3.19 billion on June 30. A spokesman stated that the institution had been "capitalized heavily within the last six months."

Peter Lefferts, chairman of the Miami subsidiary, said: "We had always planned to keep the S&L well capitalized, because we believe that strength is one of our appeals." He added: "We certainly want to expand our presence as we develop the operating base, but that can be achieved with capital injections at the right time. We have nothing planned."

Citicorp Savings, San Francisco, was second. It had a 62.1% increase in its regulatory net worth to $812.2 million on June 30, from $501.1 million at yearend. Over the same period, its assets rose 7% to $4.2 billion. As a result, its net-worth-to-assets ratio rose to 19.46% from 12.85% at yearend. Its yearend ratio was the best among the top 300 thrifts on Dec. 31, 1984.

Citicorp Savings of Illinois, Chicago, had the fourth best ratio of 14.91%.

The third best ratio was posted by Citizens Savings Bank, Providence, R.I. The bank, a subsidiary of Citizens Financial Group Inc., went public over the first half of 1985, converting from a mutual to a stock savings bank and raising about $150 million in capital. As a result of the conversion, net worth rose 136% to $226.9 million at midyear, and its ratio rose to 18.45% from 9.24%, which was the fifth best ratio on Dec. 31, 1984.

Regulatory net worth includes permanent, reserve, or guarantee stock; paid-in surplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income.

The *American Banker* surveyed approximately 550 savings banks and savings and loans to identify and rank the top 300 thrifts in deposits and in assets. When thrifts do not provide the *American Banker* with data, other publicly available sources of information are used. Listed below are some of the more interesting findings from this year's survey.

- The savings institution with the largest gain in deposits over the first half of 1985 was Sunbelt Savings Association of Texas, Dallas. Its deposits rose 99.3% to $2.37 billion, to move up 84 places in rank to 54th position. Sunbelt, formerly located in Stephenville, moved its headquarters to Dallas after acquiring the $697 million-asset Texoma Savings Association, Sherman, and the $420 million-asset Bonham Savings & Loan Association on Feb. 7.
- The second largest deposit gainer was posted by 289th-ranked Hunter Savings Association, Cincinnati. Its deposits rose 53.5% to $700 million, after acquiring the failed Home State Savings Bank, Cincinnati, in June. Home State had about $560 million in assets.
- The institution with the largest decline in deposits over the first half of 1985 was Beverly Hills Savings & Loan Association, with a 21.9% drop in deposits to $1.79 billion. The institution, which ranked 85th in deposits at midyear, was seized by the Federal Home Loan Bank Board last April and was closed last month. Edwin J. Gray, chairman of the Bank Board, blamed the collapse of Beverly Hills Savings on a California law allowing thrifts to make high-risk investments.
- The next three largest declines in deposits were posted by California-based institutions. The nation's fifth largest savings institution, California Federal Savings & Loan Association, Los Angeles, had a 14.1% drop in deposits over the first six months of 1985 to $12.3 billion at midyear from $14.3 billion at yearend 1984, when it ranked fourth in deposits. Deposits fell 13.3% at 17th-ranked Gibraltar Savings, Beverly Hills, to $5.54 billion, from $6.38 billion six months earlier, when it ranked 12th. And American Savings & Loan Association, Stockton, had an 11.7% deposit drop.

In the case of California Federal, the deposit decline was subtantially higher than the decline in assets. Assets, which totaled $16.6 billion at midyear, were down only 3.2% from yearend. According to a spokesman for the institution, "we have been voluntarily running off brokered deposits and other forms of wholesale funds and have been replacing them with Federal Home Loan Bank advances and borrowings."

- PSFS, Philadelphia, the nation's largest savings bank, advanced one place in rank to fourth position among the nation's top thrifts with deposits of $12.5 billion, up 14% from $11 billion at yearend. On May 2, PSFS acquired three savings and loan associations with combined assets of $979 million. The acquisitions were: First Federal of Titusville, Fla.; Northern Virginia Savings & Loan Association, Arlington, and Capital City Federal Savings & Loan Association, Washington, D.C.
- Total deposits of the top 300 thrift institutions totaled $584.6 billion on June 30, up 10.3% from $530 billion for the top 300 thrifts on June 30, 1984, and up 3.9% from $562.7 billion for the top 300 thrifts on Dec. 31, 1984.
- Total assets of the top 300 thrift institutions in assets totaled $745 billion on June 30, up 11.6% from $667.4 billion for the top 300 thrifts on June 30, 1984.
- The number of stock savings institutions continues to grow. Among the top 300 thrifts at midyear, 207 were savings and loans. Of these 207 S&Ls, 109 were stock S&Ls and 98 were mutuals. A year earlier, there were 209 S&Ls ranked among the top 300, but only 93 were stock S&Ls and 116 were mutuals.

Among the 93 savings banks in the listing, 25 are stock and 68 are mutuals. A year earlier, among the 91 savings banks in the listing, 20 were stock institutions and 71 were mutuals. ■

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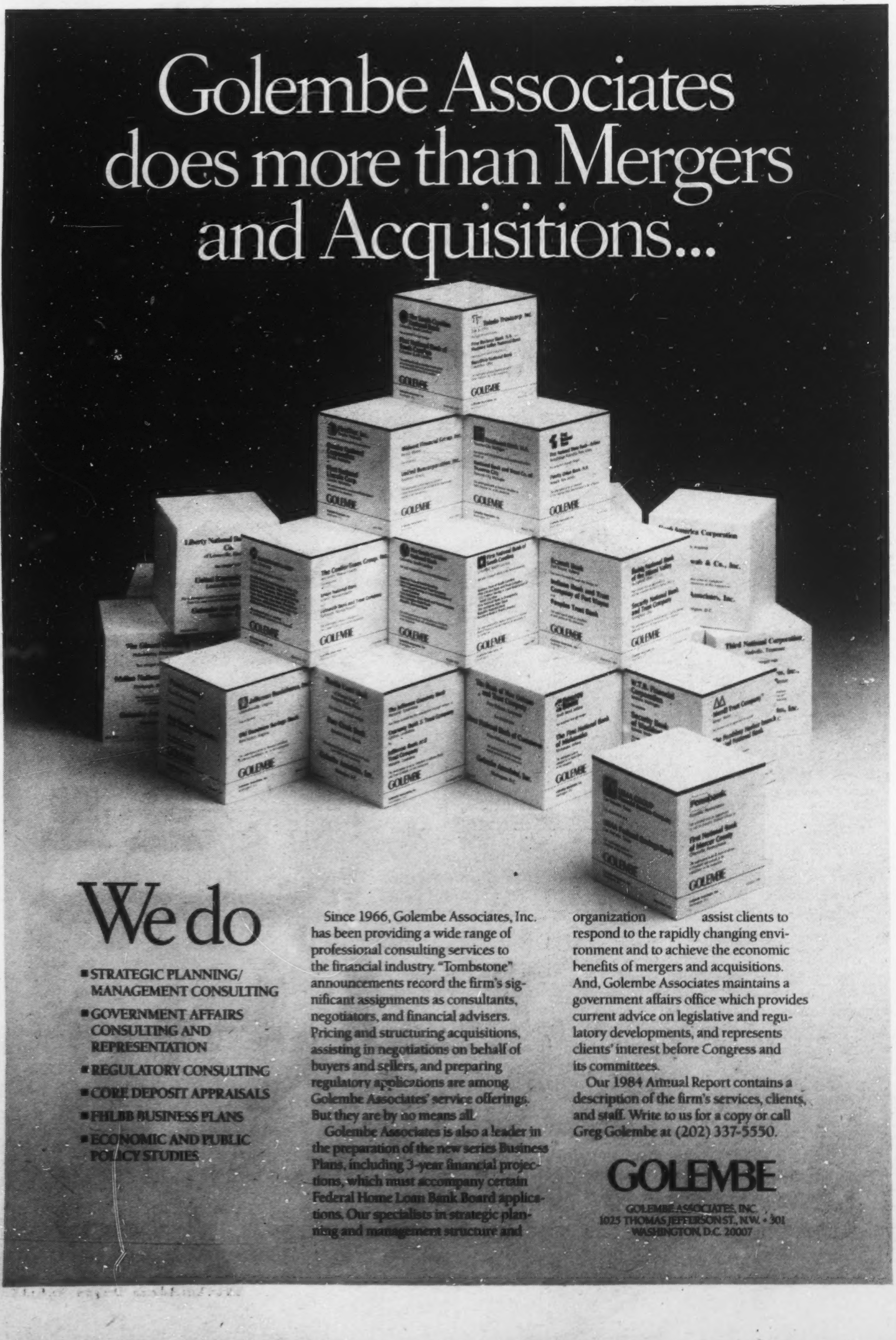

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# Top 300 Thrift Institutions in United States

## In Order of Deposits June 30, 1985, Compared with June 30, 1984 and Dec. 31, 1984

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | | Deposits June 30, 1985 | Deposits June 30, 1984 | Rank 6/30/84 | Gain | Deposits 12/31/84 | Rank 12/31/84 | Gain | Net Worth 6/30/85 | Net Worth to Assets (%) | Charter Type (a) | Insur. Type (b) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Home Savings of America, FA, Irwindale, Calif. | 19,347,182,000 | 17,149,240,790 | 2 | +1 | 18,593,857,000 | 2 | +1 | 916,575,000 | 3.75 | 4 | 2 |
| 2 | American Savings & Loan Assn., Stockton, Calif. | 17,943,388,000 | 25,241,249,312 | 1 | | 20,326,639,000 | 1 | | 303,028,000 | 1.09 | 4 | 2 |
| 3 | Great Western Savings, FS&LA, Beverly Hills | 17,011,369,124 | 14,773,049,347 | 3 | | 16,694,317,828 | 3 | | 948,230,752 | 4.36 | 4 | 2 |
| 4 | PSFS, Philadelphia | 12,506,138,000 | 9,869,193,000 | 5 | +1 | 10,966,927,000 | 5 | +1 | 1,133,252,000 | 7.22 | 2 | 1 |
| 5 | California Fed. Savings & Loan Assn., Los Angeles | 12,269,774,000 | 13,004,564,000 | 4 | | 14,283,599,000 | 4 | | 851,042,000 | 5.13 | 4 | 2 |
| 6 | Glendale Federal Savings & Loan Assn., Calif. | 10,546,856,000 | 7,968,795,012 | 7 | +1 | 8,904,922,000 | 7 | +1 | 668,499,000 | 5.05 | 4 | 2 |
| 7 | Goldome FSB, Buffalo, N.Y. | 9,846,434,667 | 9,015,183,000 | 6 | | 9,798,109,652 | 6 | | 408,675,563 | 3.60 | 1 | 1 |
| 8 | First Nationwide Savings, FS&LA, San Francisco | 7,720,564,000 | 6,460,536,344 | 9 | +1 | 6,560,300,000 | 11 | +3 | 386,086,000 | 3.63 | 4 | 2 |
| 9 | World Savings, FS&LA, Oakland, Calif. | 7,697,861,879 | 6,353,565,607 | 10 | +1 | 7,461,162,906 | 8 | | 448,843,137 | 3.93 | 4 | 2 |
| 10 | Empire of America FSB† | 7,345,000,000 | 6,159,295,582 | 11 | +1 | 6,918,804,000 | 9 | | (c) | .... | 1 | 2 |
| 11 | CrossLand Savings FSB, Brooklyn, New York | 7,198,948,000 | 6,930,034,000 | 8 | | 6,116,280,000 | 15 | +4 | 276,000,000 | 3.47 | 1 | 1 |
| 12 | Home Fed. Savings & Loan Assn. of San Diego, Calif. | 7,138,044,197 | 5,968,958,000 | 13 | +1 | 6,680,533,098 | 10 | | 666,463,922 | 6.93 | 4 | 2 |
| 13 | City Federal Savings & Loan Assn., Elizabeth, N.J. | 6,847,192,000 | 5,632,955,000 | 14 | +1 | 6,165,801,000 | 14 | +1 | 310,664,000 | 3.84 | 4 | 2 |
| 14 | Dime Savings Bank of New York FSB | 6,595,843,000 | 6,077,151,000 | 12 | | 6,359,067,000 | 13 | | 121,977,000 | 1.60 | 1 | 1 |
| 15 | Anchor Savings Bank FSB, Northport, N.Y. | 5,810,711,016 | 5,497,874,446 | 15 | | 5,850,961,000 | 16 | +1 | 288,782,413 | 4.28 | 1 | 2 |
| 16 | Imperial Savings Assn., San Diego, Calif. | 5,638,885,903 | 4,319,590,468 | 22 | +6 | 5,103,771,494 | 19 | +3 | 253,636,495 | 3.29 | 4 | 2 |
| 17 | Gibraltar Savings, Beverly Hills | 5,537,136,504 | 5,098,415,782 | 18 | +1 | 6,382,919,209 | 12 | | 353,262,000 | 4.51 | 4 | 2 |
| 18 | Talman Home Federal Savings & Loan Assn., Chicago | 5,355,588,000 | 5,108,558,000 | 17 | | 5,342,548,000 | 17 | | 130,356,000 | 2.07 | 3 | 2 |
| 19 | Great American First Savings Bank, San Diego, Calif. | 5,072,523,000 | 4,032,553,000 | 24 | +5 | 4,558,526,000 | 23r | +4 | 461,984,000 | 6.31 | 2 | 2 |
| 20 | Bowery Savings Bank, New York | 4,992,399,000 | 5,131,130,000 | 16 | | 5,110,298,000 | 18 | | 55,969,000 | 1.05 | 1 | 1 |
| 21 | Sears Savings Bank, Glendale, Calif. | 4,881,119,348 | 3,943,977,000 | 25 | +4 | 4,818,003,000 | 20 | | 181,912,196 | 3.08 | 2 | 2 |
| 22 | First Federal of Michigan, Detroit | 4,770,260,000 | 4,767,582,540 | 19 | | 4,800,965,564 | 21 | | 290,890,105 | 3.06 | 4 | 2 |
| 23 | Dollar-Dry Dock Savings Bank, Bronx, New York | 4,462,714,000 | 4,641,840,466 | 20 | | 4,522,606,000 | 23 | | 140,879,000 | 2.87 | 1 | 1 |
| 24 | Columbia Savings & Loan Assn., Beverly Hills | 4,420,978,000 | 3,367,941,000 | 28 | +4 | 4,024,572,000 | 24 | | 273,725,023 | 4.49 | 4 | 2 |
| 25 | Coast Savings & Loan Assn., Los Angeles | 4,419,957,655 | 4,520,097,157 | 21 | | 4,702,518,976 | 22 | | 417,003,413 | 6.62 | 3 | 2 |
| 26 | Standard Federal Bank, Troy, Mich. | 3,942,065,809 | 4,139,847,463 | 23 | | 3,918,460,787 | 26 | | 208,886,519 | 4.16 | 1 | 2 |
| 27 | Carteret Savings & Loan Assn., FA, Morristown, N.J. | 3,830,104,000 | 3,875,079,000 | 26 | | 3,985,635,000 | 25 | | 190,887,000 | 3.79 | 4 | 2 |
| 28 | People's Bank-Bridgeport, Conn. | 3,697,013,000 | 3,392,904,622 | 27 | | 3,443,536,000 | 29 | +1 | 269,558,000 | 6.56 | 1 | 1 |
| 29 | Citicorp Savings of Illinois, FS&LA, Chicago | 3,601,793,093 | 3,345,780,410 | 29 | | 3,559,917,467 | 27 | | 662,754,978 | 14.91 | 4 | 2 |
| 30 | Long Island Savings Bank FSB, Syosset, N.Y. | 3,544,568,000 | 3,258,308,000 | 30 | | 3,336,239,000 | 31 | +1 | 328,908,000 | 7.14 | 1 | 2 |
| 31 | Florida Federal Savings & Loan Assn., St. Petersburg | 3,439,523,385 | 3,045,688,000 | 36 | +5 | 3,376,338,000 | 30 | | 290,285,919 | 6.07 | 4 | 2 |
| 32 | First Federal Savings & Loan Assn., Phoenix, Ariz. | 3,378,352,318 | 2,438,520,433 | 45 | +13 | 2,885,414,754 | 43 | +11 | 243,553,403 | 5.12 | 4 | 2 |
| 33 | Washington Mutual Savings Bank, Seattle | 3,213,263,000 | 3,001,621,000 | 38 | +5 | 2,981,964,000 | 40 | +7 | 193,097,000 | 4.88 | 2 | 1 |
| 34 | First Federal Savings & Loan Assn., Rochester, N.Y. | 3,184,897,459 | 2,925,264,000 | 39 | +5 | 3,024,455,000 | 38 | +4 | 67,349,278 | 1.50 | 3 | 2 |
| 35 | Northeast Savings, FA, Hartford, Conn. | 3,176,089,000 | 3,046,655,000 | 35 | | 3,050,987,000 | 37 | +2 | 159,896,000 | 3.93 | 4 | 2 |
| 36 | Western Savings & Loan Assn., Phoenix, Ariz. | 3,150,300,450 | 2,534,051,156 | 44 | +8 | 2,895,056,421 | 42 | +6 | 223,259,269 | 5.18 | 4 | 2 |
| 37 | Community Federal Savings & Loan Assn., St. Louis, Mo. | 3,136,894,869 | 3,075,493,602 | 32 | | 3,165,279,000 | 33 | | 131,914,879 | 3.74 | 3 | 2 |
| 38 | Howard Savings Bank, Newark, N.J. | 3,135,174,000 | 3,078,007,000 | 31 | | 3,168,664,000 | 32 | | 224,292,000 | 6.17 | 2 | 1 |
| 39 | Twin City Federal Savings & Loan Assn., Minneapolis | 3,112,645,000 | 3,070,737,000 | 33 | | 3,083,666,000 | 36 | | 150,000,000 | 3.34 | 3 | 2 |
| 40 | Atlantic Financial Federal, Bala Cynwyd, Pa. | 3,095,596,000 | 2,126,587,000 | 60 | +20 | 2,790,839,000 | 45 | +5 | 156,175,000 | 4.08 | 4 | 2 |
| 41 | Emigrant Savings Bank, New York | 3,084,658,104 | 2,892,640,609 | 40 | | 3,001,955,639 | 39 | | 37,366,683 | 1.15 | 1 | 1 |
| 42 | Gibraltar Savings Assn., Houston | 3,058,489,000 | 3,069,374,421 | 34 | | 3,108,717,548 | 34 | | 385,423,000 | 9.17 | 4 | 2 |
| 43 | American Savings Bank FSB, New York | 3,039,754,000 | 3,030,367,772 | 37 | | 3,085,643,000 | 35 | | N.A. | N.A. | 1 | 1 |
| 44 | AmeriFirst Federal Savings & Loan Assn., Miami | 2,915,638,643 | 2,776,638,931 | 41 | | 2,922,750,955 | 41 | | 157,165,118 | 3.87 | 3 | 2 |
| 45 | Citicorp Savings, FS&LA, San Francisco | 2,876,304,228 | 2,142,505,348 | 59 | +14 | 2,809,688,727 | 44 | | 812,199,011 | 19.46 | 4 | 2 |
| 46 | Perpetual American Bank, FSB, McLean, Va. | 2,774,858,814 | 2,248,244,953 | 53 | +7 | 2,526,095,792 | 47 | +1 | 191,280,952 | 4.87 | 2 | 2 |
| 47 | CenTrust Savings Bank, Miami | 2,706,334,000 | 2,015,422,000 | 63 | +16 | 2,401,455,445 | 50 | +3 | 179,283,000 | 4.11 | 4 | 2 |
| 48 | United Savings Assn., Houston | 2,646,076,000 | 2,701,226,000 | 42 | | 2,298,866,888 | 57 | +9 | 176,224,000 | 3.98 | 4 | 2 |
| 49 | Manhattan Savings Bank, New York | 2,626,202,198 | 2,547,272,426 | 43 | | 2,581,639,512 | 46 | | 188,297,914 | 6.58 | 1 | 1 |
| 50 | First Texas Savings Assn., Dallas | 2,514,001,755 | 2,393,196,411 | 49 | | 2,442,481,242 | 48 | | 278,103,472 | 7.71 | 4 | 2 |
| 51 | Benjamin Franklin Federal S & L Assn., Portland, Ore. | 2,490,367,959 | 2,322,705,000 | 51 | | 2,346,573,804 | 54 | +3 | 127,673,437 | 3.30 | 3 | 2 |
| 52 | Farm & Home Savings Assn., Nevada, Mo. | 2,481,387,212 | 2,340,402,189 | 50 | | 2,400,475,427 | 51 | | 174,947,433 | 6.18 | 4 | 2 |
| 53 | Seamen's Bank for Savings FSB, New York | 2,429,496,000 | 2,165,311,000 | 57 | +4 | 2,355,542,000 | 53 | | 43,941,000 | 1.42 | 1 | 1 |
| 54 | Sunbelt Savings Assn., Dallas | 2,372,372,000 | 476,297,000 | 368 | +314 | 1,190,403,000 | 138 | +84 | 91,639,330 | 3.34 | 3 | 2 |
| 55 | University Savings Assn., Houston | 2,369,938,930 | 2,208,559,455 | 54 | | 2,363,947,000 | 52 | | 131,538,832 | 3.66 | 4 | 2 |
| 56 | Midland/Western Fed. Savings & Loan Assn, Denver | 2,346,481,000 | 2,413,636,260 | 47 | | 2,334,354,000 | 55 | | 282,523,000 | 9.08 | 4 | 2 |
| 57 | Transohio Savings Bank, FSB, Cleveland | 2,341,093,000 | 2,035,268,694 | 62 | +5 | 2,245,783,000 | 60 | +3 | N.A. | N.A. | 2 | 2 |
| 58 | Williamsburgh Savings Bank, Brooklyn, New York | 2,307,157,838 | 2,170,266,318 | 56 | | 2,300,590,638 | 56 | | 22,779,767 | 0.93 | 1 | 1 |
| 59 | Homestead Savings, FS&LA, San Francisco | 2,305,596,000 | 2,183,721,487 | 55 | | 2,228,480,000 | 61 | +2 | 81,792,000 | 2.46 | 4 | 2 |
| 60 | American Savings & Loan Assn. of Florida, Miami | 2,274,644,000 | 2,402,520,466 | 48 | | 2,416,006,000 | 49 | | 98,810,000 | 3.59 | 4 | 2 |
| 61 | Hudson City Savings Bank, Paramus, N.J. | 2,271,058,665 | 1,737,548,216 | 78 | +17 | 2,225,112,022 | 62 | +1 | 158,805,338 | 6.64 | 1 | 1 |
| 62 | Coral Gables Federal Savings & Loan Assn., Fla. | 2,245,643,181 | 2,154,771,600 | 58 | | 2,296,333,000 | 59 | | 94,646,211 | 3.87 | 3 | 2 |
| 63 | Green Point Savings Bank, Brooklyn, New York | 2,225,513,750 | 1,876,525,468 | 67 | +4 | 2,103,451,568 | 67 | +4 | 160,921,720 | 6.59 | 1 | 1 |
| 64 | Rochester Community Savings Bank, N.Y. | 2,209,019,000 | 2,420,205,000 | 46 | | 2,201,006,370 | 63 | | 74,081,000 | 2.52 | 1 | 1 |
| 65 | Lincoln Savings & Loan Assn., Irvine, Calif. | 2,162,178,000 | 1,133,850,967 | 140 | +75 | 1,679,000,000 | 85 | +20 | 108,338,000 | 4.29 | 4 | 2 |
| 66 | Lincoln Savings Bank FSB, Brooklyn, New York | 2,078,810,377 | 1,941,392,115 | 65 | | 2,154,055,133 | 64 | | 17,715,502 | 0.77 | 1 | 1 |
| 67 | Georgia Federal Bank, FSB, Atlanta | 2,076,319,000 | 2,039,986,151 | 61 | | 2,055,296,824 | 69 | +2 | 160,313,000 | 6.55 | 2 | 2 |
| 68 | Fidelity Federal S & L Assn., Glendale, Calif. | 2,070,975,000 | 1,751,372,000 | 71 | +3 | 1,926,143,000 | 75 | +7 | 120,734,000 | 4.00 | 4 | 2 |
| 69 | Society for Savings, Hartford, Conn. | 2,062,977,000 | 1,945,295,000 | 64 | | 2,020,219,000 | 71 | +2 | 147,571,000 | 5.83 | 2 | 1 |
| 70 | Valley Federal S & L Assn., Van Nuys, Calif. | 2,042,518,000 | 1,853,271,000 | 69 | | 2,050,902,000 | 70 | | 84,926,000 | 3.34 | 4 | 2 |
| 71 | Greater New York Savings Bank, New York | 2,033,194,198 | 1,868,485,965 | 68 | | 1,991,091,274 | 72 | +1 | 45,481,736 | 1.82 | 1 | 1 |
| 72 | American Savings & Loan Assn., Salt Lake City, Utah | 2,023,784,000 | 1,746,837,000 | 74 | +2 | 1,911,753,000 | 76 | +4 | 70,447,000 | 2.79 | 4 | 2 |
| 73 | Dollar Bank FSB, Pittsburgh | 2,004,250,686 | 1,315,803,910 | 106 | +33 | 2,127,140,616 | 65 | | 169,985,122 | 7.08 | 1 | 2 |
| 74 | Citicorp Savings of Florida, FS&LA, Miami | 1,980,604,000 | 1,702,925,141 | 82 | +8 | 2,105,317,531 | 66 | | 919,560,000 | 28.80 | 4 | 2 |
| 75 | Santa Barbara Savings & Loan Assn., Calif. | 1,980,103,000 | 2,285,015,000 | 52 | | 2,094,538,000 | 68 | | 32,751,000 | 1.23 | 4 | 2 |
| 76 | Freedom Savings & Loan Assn., Tampa, Fla. | 1,964,262,000 | 1,744,231,000 | 76 | | 1,894,108,000 | 78 | +2 | 41,960,000 | 1.61 | 4 | 2 |
| 77 | East River Savings Bank, New York | 1,961,733,401 | 1,896,480,679 | 66 | | 1,932,401,253 | 73 | | 48,150,249 | 2.36 | 1 | 1 |
| 78 | Chevy Chase Savings & Loan Assn., Md. | 1,950,881,000 | .......... | ... | | .......... | ... | | N.A. | N.A. | 3 | 2 |
| 79 | Capitol Federal Savings & Loan Assn., Topeka, Kan. | 1,934,702,000 | 1,748,856,676 | 72 | | 1,819,278,219 | 80 | +1 | 166,024,000 | 7.41 | 3 | 2 |
| 80 | Columbia Savings, FS&LA, Denver | 1,924,881,000 | 1,727,012,348 | 79 | | 1,898,095,191 | 77 | | 105,637,000 | 4.18 | 4 | 2 |
| 81 | Guarantee Savings, FS&LA, Fresno, Calif. | 1,904,687,000 | 1,711,315,202 | 81 | | 1,927,217,097 | 74 | | 79,702,000 | 3.12 | 4 | 2 |
| 82 | Downey Savings & Loan Assn., Costa Mesa, Calif. | 1,886,470,323 | 1,641,429,000 | 86 | +4 | 1,759,613,000 | 82 | | 112,576,204 | 4.90 | 4 | 2 |
| 83 | First Federal Savings & Loan Assn., Pittsburgh | 1,884,729,981 | 1,781,100,000 | 70 | | 1,845,000,000 | 79 | | 62,931,388 | 2.89 | 3 | 2 |
| 84 | St. Paul Federal Bank for Savings, Chicago | 1,856,842,741 | 1,747,243,978 | 73 | | 1,800,825,708 | 81 | | 60,276,000 | 2.92 | 1 | 2 |
| 85 | Beverly Hills Savings, FS&LA | 1,794,000,000 | 1,745,707,000 | 75 | | 2,297,249,000 | 58 | | N.A. | N.A. | 3 | 2 |
| 86 | Astoria Federal Savings & Loan Assn., Queens, New York | 1,770,621,055 | 1,643,159,420 | 85 | | 1,668,396,570 | 87 | +1 | 127,446,749 | 5.71 | 3 | 2 |
| 87 | Dallas Federal Savings & Loan Assn. | 1,756,878,383 | 1,544,456,000 | 89 | +2 | 1,700,063,000 | 83 | | 79,770,897 | 3.58 | 4 | 2 |
| 88 | Fulton Federal Savings & Loan Assn., Atlanta | 1,748,997,000 | 1,594,731,000 | 87 | | 1,666,902,000 | 89 | +1 | 24,039,000 | 1.24 | 3 | 2 |
| 89 | Hill Financial Savings Assn., Red Hill, Pa. | 1,727,600,619 | 1,433,057,853 | 97 | +8 | 1,574,467,975 | 95 | +6 | 82,854,859 | 3.66 | 3 | 2 |
| 90 | Old Stone Bank FSB, Providence, R.I. | 1,715,735,000 | .......... | ... | | 1,680,178,000 | 84 | | 145,208,000 | 6.57 | 4 | 2 |
| 91 | Pacific First Federal Savings Bank, Tacoma, Wash. | 1,712,570,626 | 1,650,281,375 | 84 | | 1,674,915,000 | 86 | | 195,584,824 | 7.49 | 2 | 2 |
| 92 | Citizens Federal Savings & Loan Assn., Dayton, Ohio | 1,702,839,223 | 1,743,377,682 | 77 | | 1,644,191,882 | 90 | | 60,891,080 | 3.22 | 3 | 2 |
| 93 | Central Savings & Loan Assn., San Diego, Calif. | 1,631,862,585 | 1,724,423,000 | 80 | | 1,667,327,166 | 88 | | 15,046,961 | 0.64 | 3 | 2 |
| 94 | San Antonio Savings Assn., Tex. | 1,622,287,711 | 1,320,881,768 | 105 | +11 | 1,537,500,891 | 98 | +4 | 95,051,998 | 4.40 | 3 | 2 |
| 95 | Broadview Savings & Loan Co., Cleveland | 1,617,416,000 | 1,539,630,000 | 90 | | 1,591,730,213 | 93 | | N.A. | N.A. | 4 | 2 |
| 96 | Albany Savings Bank FSB, N.Y. | 1,612,846,638 | 1,653,739,692 | 83 | | 1,598,429,779 | 92 | | 61,697,188 | 3.56 | 1 | 2 |
| 97 | Great Lakes Federal S & L Assn., Ann Arbor, Mich. | 1,598,158,341 | 1,498,813,000 | 92 | | 1,577,771,899 | 94 | | 83,892,073 | 3.71 | 4 | 2 |
| 98 | Atlantic Federal S & L Assn., Fort Lauderdale, Fla. | 1,585,340,000 | 1,409,951,670 | 101 | +3 | 1,542,787,000 | 97 | | 55,919,000 | 3.24 | 4 | 2 |
| 99 | Bell Federal Savings & Loan Assn., Chicago | 1,576,240,265 | 1,566,612,818 | 88 | | 1,563,623,893 | 96 | | 82,724,561 | 4.85 | 3 | 2 |
| 100 | Mercury Savings, FS&LA, Huntington Beach, Calif. | 1,565,454,000 | 1,414,806,307 | 99 | | 1,605,262,000 | 91 | | 69,227,000 | 3.42 | 4 | 2 |

The bulk of the data are from American Banker's questionnaire which asks for total deposits and savings accounts, excluding all escrowed accounts. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-insurplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income. **(a) — Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **(b) — Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured. **(†)—** Rank is based on consolidated deposits for the following three savings institutions of the Empire of America financial services network: Empire of America FSB, Buffalo ($4.89 billion in deposits); Empire of America FSB, Fort Worth, Tex. ($2.44 billion in deposits); and Empire of America FSB, Houston, Tex. ($31.7 million in deposits). **(c) —** At midyear, the regulatory net worth for Empire of America FSB, Buffalo was $195,813,000; for Empire of America FSB, Fort Worth, Tex. it was $170,508,000; and for Empire of America FSB, Houston, Tex. it was $1,846,000. **(r) —** Based on revised deposits received after publication on 2/28/85. Rank that the institution would have had, if the revised deposits were used.

# Top 300 Thrift Institutions in United States

## In Order of Deposits June 30, 1985, Compared with June 30, 1984 and Dec. 31, 1984

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | | Deposits June 30, 1985 | Deposits June 30, 1984 | Rank 6/30/84 | Gain | Deposits 12/31/84 | Rank 12/31/84 | Gain | Net Worth 6/30/85 | Net Worth to Assets (%) | Charter Type (a) | Insur. Type (b) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 101 | Beneficial Savings Bank, Philadelphia | 1,556,061,000 | 1,510,263,700 | 91 | | 1,535,636,000 | 99 | | 37,471,000 | 2.28 | 1 | 1 |
| 102 | Bloomington Federal Savings & Loan Assn., Ill. | 1,548,932,921 | 1,160,429,850 | 133 | +31 | 1,223,728,192 | 136 | +34 | 36,886,681 | 2.13 | 3 | 2 |
| 103 | Decatur Federal Savings & Loan Assn., Ga. | 1,540,027,000 | 1,447,081,299 | 95 | | 1,491,282,860 | 101 | | 49,725,000 | 2.82 | 3 | 2 |
| 104 | Pioneer Federal Savings & Loan Assn., Clearwater, Fla. | 1,535,699,000 | 1,498,291,000 | 93 | | 1,489,705,000 | 102 | | N.A. | N.A. | 3 | 2 |
| 105 | Apple Bank For Savings, New York | 1,534,302,000 | 1,453,998,000 | 94 | | 1,472,099,000 | 105 | | 89,198,000 | 5.32 | 1 | 1 |
| 106 | Lyons Savings & Loan Assn., Hinsdale, Ill. | 1,531,876,114 | 1,253,474,000 | 114 | +8 | 1,418,823,558 | 107 | +1 | 21,676,980 | 1.34 | 3 | 2 |
| 107 | Goldome Savings Bank, St. Petersburg, Fla. | 1,525,730,368 | .......... | ... | | 1,528,857,432 | 100 | | 57,088,659 | 3.30 | 2 | 2 |
| 108 | Lamar Savings Assn., Austin, Tex. | 1,517,911,000 | 1,248,668,000 | 117 | +9 | 1,410,635,000 | 108 | | 34,020,000 | 2.10 | 4 | 2 |
| 109 | San Jacinto Savings Assn., Houston | 1,511,819,000 | 756,560,192 | 218 | +109 | 1,126,815,605 | 155 | +46 | N.A. | N.A. | 4 | 2 |
| 110 | Benjamin Franklin Savings Assn., Houston | 1,510,766,806 | 1,187,267,026 | 128 | +18 | 1,475,841,000 | 103 | | 38,452,905 | 2.20 | 4 | 2 |
| 111 | Sunrise Savings & Loan Assn., West Palm Beach, Fla. | 1,496,456,000 | 1,132,174,000 | 143 | +32 | 1,381,362,000 | 111 | | N.A. | N.A. | 4 | 2 |
| 112 | Far West Federal Bank, Portland, Ore. | 1,494,873,000 | 1,429,643,695 | 98 | | 1,473,547,000 | 104 | | 29,713,000 | 1.43 | 1 | 2 |
| 113 | Midwest Federal Savings & Loan Assn., Minneapolis | 1,486,098,121 | 1,410,968,670 | 100 | | 1,453,260,933 | 106 | | 110,596,106 | 4.57 | 3 | 2 |
| 114 | Independent American Savings Assn. Irving, Tex. | 1,467,058,000 | .......... | ... | | 1,043,826,000 | 168 | +54 | 39,551,000 | 2.55 | 4 | 2 |
| 115 | San Francisco Federal Savings & Loan Assn. | 1,454,040,229 | 1,182,678,717 | 129 | +14 | 1,334,168,000 | 115 | | 54,688,866 | 3.53 | 3 | 2 |
| 116 | Far West Savings & Loan Assn., Newport Beach, Calif. | 1,422,790,000 | 1,438,893,265 | 96 | | 1,369,905,000 | 112 | | 132,850,000 | 6.02 | 4 | 2 |
| 117 | First Federal Savings of Arkansas, FA, Little Rock | 1,388,437,000 | 1,271,016,000 | 112 | | 1,404,079,000 | 109 | | 61,041,000 | 3.53 | 3 | 2 |
| 118 | Southwest Savings & Loan Assn., Phoenix, Ariz. | 1,382,281,700 | 1,199,675,134 | 126 | +8 | 1,295,523,000 | 123 | +5 | 62,509,877 | 3.39 | 4 | 2 |
| 119 | Bright Banc Savings Assn., Dallas | 1,375,247,000 | .......... | ... | | .......... | ... | | 117,082,000 | 5.45 | 4 | 2 |
| 120 | United First Fed. Savings & Loan Assn., Sarasota, Fla. | 1,373,302,247 | 1,263,827,000 | 113 | | 1,288,620,397 | 125 | +5 | 70,447,984 | 4.47 | 4 | 2 |
| 121 | Citizens Federal Savings & Loan Assn., Miami | 1,369,144,435 | 1,354,846,217 | 104 | | 1,315,025,197 | 120 | | 105,343,473 | 5.42 | 4 | 2 |
| 122 | Commercial Federal Savings & Loan Assn., Omaha, Neb. | 1,361,274,678 | 1,296,992,371 | 108 | | 1,312,940,000 | 121 | | 78,540,728 | 3.11 | 4 | 2 |
| 123 | Cardinal Federal Savings Bank, Cleveland | 1,355,025,196 | 1,201,292,000 | 125 | +2 | 1,280,606,530 | 127 | +4 | 37,090,558 | 2.41 | 1 | 2 |
| 124 | Eureka Federal Savings & Loan Assn., San Carlos, Calif. | 1,352,879,000 | 1,151,795,735 | 134 | +10 | 1,329,619,000 | 116 | | N.A. | N.A. | 3 | 2 |
| 125 | Chase Federal Savings & Loan Assn., Miami | 1,348,604,964 | 1,369,144,007 | 103 | | 1,335,395,000 | 114 | | N.A. | N.A. | 3 | 2 |
| 126 | Empire Savings Building & Loan Assn., Denver | 1,342,850,278 | 1,166,396,029 | 132 | +6 | 1,248,479,295 | 132 | +6 | 79,817,577 | 3.98 | 4 | 2 |
| 127 | Fortune Federal Savings & Loan Assn., Clearwater, Fla. | 1,337,487,000 | 1,293,592,431 | 110 | | 1,284,161,279 | 126 | | 76,026,000 | 4.02 | 4 | 2 |
| 128 | First Southern Fed. Savings & Loan Assn., Mobile, Ala. | 1,335,497,842 | 1,065,454,904 | 151 | +23 | 1,185,811,927 | 140 | +12 | 57,849,000 | 3.46 | 4 | 2 |
| 129 | Ohio Savings Assn., Cleveland | 1,329,325,000 | 1,376,830,952 | 102 | | 1,319,261,315 | 119 | | 65,653,000 | 4.45 | 4 | 2 |
| 130 | Firstsouth FA, Pine Bluff, Ark. | 1,317,934,981 | 1,092,939,000 | 148 | +18 | 1,206,834,187 | 137 | +7 | 63,625,627 | 3.48 | 4 | 2 |
| 131 | Baltimore Federal Financial, FSA | 1,316,437,000 | 1,213,476,243 | 123 | | 1,232,592,538 | 134 | +3 | 49,390,000 | 2.92 | 3 | 2 |
| 132 | Leader Federal Savings & Loan Assn., Memphis, Tenn. | 1,313,160,016 | 1,251,582,551 | 115 | | 1,289,589,815 | 124 | | 58,237,130 | 3.54 | 3 | 2 |
| 133 | First Federal Savings & Loan Assn., Minneapolis | 1,312,394,546 | 1,296,937,163 | 109 | | 1,326,033,283 | 117 | | 68,897,625 | 4.34 | 3 | 2 |
| 134 | Bell Savings & Loan Assn., San Mateo, Calif. | 1,312,217,000 | 1,240,638,094 | 118 | | 1,387,727,000 | 110 | | N.A. | N.A. | 4 | 2 |
| 135 | First Federal Savings & Loan Assn., Greenville, S.C. | 1,304,342,192 | 1,195,336,912 | 127 | | 1,309,478,000 | 122 | | 49,900,508 | 3.05 | 4 | 2 |
| 136 | Pima Savings & Loan Assn., Tucson, Ariz. | 1,301,750,000 | 918,219,592 | 179 | +43 | 1,110,334,633 | 159 | +23 | 96,423,671 | 5.39 | 4 | 2 |
| 137 | Pacific Savings Bank, Costa Mesa, Calif. | 1,273,542,439 | 1,206,884,096 | 124 | | 1,353,952,468 | 113 | | 51,349,938 | 3.15 | 1 | 2 |
| 138 | Sacramento Savings & Loan Assn., Calif. | 1,272,108,394 | 989,814,901 | 161 | +23 | 1,160,494,081 | 146 | +8 | 62,397,301 | 4.04 | 4 | 2 |
| 139 | Gill Savings Assn., Hondo, Tex. | 1,269,881,889 | 934,997,243 | 172 | +33 | 1,151,893,391 | 148 | +9 | 42,519,692 | 2.91 | 4 | 2 |
| 140 | Germantown Savings Bank, Bala Cynwyd, Pa. | 1,268,994,744 | 1,222,470,000 | 121 | | 1,244,135,888 | 133 | | 33,669,173 | 2.41 | 1 | 1 |
| 141 | Southern California Savings, FS&LA, Beverly Hills | 1,265,912,000 | 1,224,961,000 | 120 | | 1,260,689,000 | 130 | | N.A. | N.A. | 4 | 2 |
| 142 | Third Federal Savings & Loan Assn., Cleveland | 1,262,202,490 | 1,104,070,766 | 145 | +3 | 1,184,826,941 | 141 | | 98,809,595 | 7.03 | 3 | 2 |
| 143 | Horizon Financial, FA, Southampton, Pa. | 1,250,908,000 | 1,216,666,000 | 122 | | 1,230,917,000 | 135 | | 34,422,000 | 2.02 | 3 | 2 |
| 144 | Gem Savings Assn., Dayton, Ohio | 1,249,806,557 | 1,300,000,000 | 107 | | 1,273,000,000 | 128 | | 28,615,821 | 1.90 | 3 | 2 |
| 145 | Security Savings & Loan Assn., Milwaukee, Wis. | 1,246,413,893 | 1,278,685,925 | 111 | | 1,270,522,845 | 129 | | 120,912,136 | 8.51 | 3 | 2 |
| 146 | Dominion Federal Savings & Loan Assn., McLean, Va. | 1,236,974,515 | 761,268,907 | 216 | +70 | 1,027,284,560 | 170 | +24 | 40,486,032 | 3.05 | 4 | 2 |
| 147 | Minnesota Federal Savings & Loan Assn., St. Paul | 1,230,259,000 | 1,132,973,900 | 141 | | 1,190,005,115 | 139 | | 55,506,000 | 4.20 | 3 | 2 |
| 148 | Honolulu Federal Savings & Loan Assn., Hawaii | 1,228,821,145 | 1,249,648,163 | 116 | | 1,258,952,757 | 131 | | 26,534,577 | 1.61 | 3 | 2 |
| 149 | Sooner Federal Savings & Loan Assn., Tulsa, Okla. | 1,221,747,000 | 1,177,564,000 | 131 | | 1,320,000,000 | 118 | | 77,649,000 | 5.23 | 4 | 2 |
| 150 | Peoples Westchester Savings Bank, Tarrytown, N.Y. | 1,219,182,000 | 1,132,397,019 | 142 | | 1,178,300,756 | 143 | | 28,204,000 | 2.16 | 1 | 1 |
| 151 | Boston Five Cents Savings Bank FSB | 1,217,990,000 | 1,063,070,699 | 152 | +1 | 1,110,310,000 | 160 | +9 | 121,590,000 | 7.79 | 2 | 1 |
| 152 | Home Federal Savings & Loan Assn., Tucson, Ariz. | 1,213,863,000 | 746,013,000 | 220 | +68 | 1,140,958,097 | 151 | | 70,893,000 | 3.47 | 4 | 2 |
| 153 | Loyola Federal Savings & Loan Assn., Baltimore | 1,198,567,779 | 1,077,825,396 | 150 | | 1,111,301,646 | 158 | +5 | 69,779,375 | 4.59 | 3 | 2 |
| 154 | Roosevelt Federal Savings & Loan Assn., Chesterfield, Mo. | 1,197,749,932 | 1,036,240,436 | 157 | +3 | 1,114,584,000 | 157 | +3 | 37,506,082 | 2.78 | 3 | 2 |
| 155 | East New York Savings Bank, New York | 1,196,061,167 | 1,124,760,100 | 144 | | 1,168,847,294 | 144 | | 73,774,417 | 5.49 | 1 | 1 |
| 156 | Hollywood Federal Savings & Loan Assn., Fla. | 1,190,533,183 | 1,102,210,516 | 146 | | 1,155,272,076 | 147 | | 36,875,390 | 2.66 | 3 | 2 |
| 157 | Provident Savings Bank, Jersey City, N.J. | 1,179,850,000 | 1,134,297,000 | 139 | | 1,148,212,434 | 149 | | 67,394,000 | 5.36 | 1 | 1 |
| 158 | Mutual Bank FSB, Boston | 1,175,322,000 | 1,151,551,395 | 135 | | 1,165,237,682 | 145 | | 70,771,000 | 5.53 | 1 | 1 |
| 159 | Guardian Savings & Loan Assn., Dallas | 1,169,146,000 | 948,903,000 | 169 | +10 | 1,020,984,000 | 172 | +13 | N.A. | N.A. | 3 | 2 |
| 160 | Home Federal Bank of Florida FSB, St. Petersburg | 1,168,943,000 | 1,178,303,000 | 130 | | 1,184,426,000 | 142 | | 95,388,000 | 6.67 | 4 | 2 |
| 161 | Financial Fed. Savings & Loan Assn., Miami Lakes, Fla. | 1,168,939,920 | 1,134,306,400 | 138 | | 1,147,083,574 | 150 | | 31,018,859 | 2.41 | 3 | 2 |
| 162 | Flagler Federal Savings & Loan Assn., Miami | 1,161,792,551 | 921,688,000 | 175 | +13 | 1,126,373,472 | 156 | | 39,860,768 | 2.94 | 3 | 2 |
| 163 | Western Savings Assn., Gatesville, Tex. | 1,141,398,000 | 531,362,000 | 328 | +165 | 876,640,000 | 203 | +40 | N.A. | N.A. | 3 | 2 |
| 164 | Syracuse Savings Bank, N.Y. | 1,137,903,516 | 1,143,132,596 | 137 | | 1,135,093,497 | 154 | | 40,262,803 | 3.35 | 1 | 1 |
| 165 | Onondaga Savings Bank, Syracuse, N.Y. | 1,137,084,000 | 1,149,747,315 | 136 | | 1,136,239,196 | 153 | | 48,211,000 | 4.03 | 1 | 1 |
| 166 | Albuquerque Federal Savings & Loan Assn., N.M. | 1,135,512,333 | 973,746,054 | 162 | | 1,095,213,921 | 161 | | 71,613,294 | 4.66 | 4 | 2 |
| 167 | Cragin Federal Savings & Loan Assn., Chicago | 1,132,165,119 | 965,906,199 | 164 | | 1,023,877,608 | 171 | +4 | 60,100,403 | 3.81 | 3 | 2 |
| 168 | Investors Savings & Loan Assn., Millburn, N.J. | 1,127,267,131 | 957,256,241 | 168 | | 993,509,740 | 176 | +8 | 69,937,713 | 3.79 | 3 | 2 |
| 169 | Jamaica Savings Bank FSB, Lynbrook, N.Y. | 1,123,952,688 | 1,096,081,306 | 147 | | 1,085,056,286 | 163 | | 140,686,945 | 10.90 | 1 | 1 |
| 170 | Independence Savings Bank, Brooklyn, New York | 1,122,997,758 | 1,078,440,308 | 149 | | 1,087,467,896 | 162 | | 56,158,910 | 4.68 | 1 | 1 |
| 171 | Columbia Banking Federal S & L Assn., Rochester, N.Y. | 1,100,963,000 | 1,039,440,976 | 156 | | 1,079,924,312 | 164 | | 25,499,000 | 2.04 | 3 | 2 |
| 172 | Pathway Financial, FA, Chicago | 1,095,175,000 | 1,014,709,860 | 158 | | 1,050,192,277 | 167 | | N.A. | N.A. | 3 | 2 |
| 173 | Fidelity New York, FA, Floral Park, N.Y. | 1,084,204,871 | 381,401,710 | ... | | 1,041,078,810 | 169 | | 55,190,335 | 3.77 | 3 | 2 |
| 174 | Security First Fed. S & L Assn., Daytona Beach, Fla. | 1,074,670,283 | 1,042,674,276 | 155 | | 1,075,108,329 | 165 | | 24,216,245 | 1.99 | 3 | 2 |
| 175 | Landmark Savings Assn., Pittsburgh | 1,072,875,000 | 1,013,053,450 | 159 | | 1,071,260,000 | 166 | | 53,468,000 | 3.87 | 4 | 2 |
| 176 | First Federal Savings & Loan Assn., Lincoln, Neb. | 1,069,486,733 | 970,344,000 | 163 | | 990,313,803 | 177 | +1 | 40,322,438 | 3.14 | 3 | 2 |
| 177 | First Federal Savings & Loan Assn., Toledo, Ohio | 1,053,674,368 | 964,971,347 | 166 | | 1,011,502,859 | 173 | | 44,713,219 | 3.93 | 3 | 2 |
| 178 | Bay View Fed. Savings & Loan Assn., San Mateo, Calif. | 1,042,016,000 | 1,046,818,420 | 154 | | 930,512,000 | 191 | +13 | 45,661,000 | 3.50 | 3 | 2 |
| 179 | Silverado Banking Savings & Loan Assn., Denver | 1,038,881,000 | .......... | ... | | 705,469,532 | 265 | +86 | 63,924,000 | 4.61 | 4 | 2 |
| 180 | Metropolitan Federal Bank FSB, Fargo, N.D. | 1,029,260,000 | 900,111,518 | 183 | +3 | 959,671,000 | 182 | +2 | 67,951,000 | 4.45 | 2 | 2 |
| 181 | St. Louis Federal Savings & Loan Assn., Clayton | 1,023,518,000 | 945,281,754 | 170 | | 986,113,000 | 178 | | N.A. | N.A. | 3 | 2 |
| 182 | New Haven Savings Bank, Conn. | 1,003,746,400 | 916,242,652 | 180 | | 944,563,044 | 187 | +5 | 82,969,039 | 6.89 | 1 | 1 |
| 183 | Connecticut Savings Bank, New Haven | 1,003,135,000 | 897,841,000 | 184 | +1 | 950,577,494 | 185 | +2 | 71,264,752 | 6.51 | 1 | 1 |
| 184 | Neworld Bank for Savings, Boston | 1,000,000,000 | 995,220,000 | 160 | | 1,009,321,506 | 174 | | 96,909,000 | 8.36 | 2 | 1 |
| 185 | CrossLand Savings, FSLA, Bradenton, Fla. | 994,619,000 | 943,361,768 | 171 | | 1,003,536,580 | 175 | | N.A. | N.A. | 4 | 2 |
| 186 | Horizon Federal Savings Bank, Wilmette, Ill. | 986,971,000 | 886,970,005 | 186 | | 953,330,088 | 184 | | 11,651,000 | 1.03 | 1 | 2 |
| 187 | Citizens Savings Bank FSB, Providence, R.I. | 983,633,118 | 895,339,059 | 185 | | 927,796,254 | 192 | +5 | 226,889,090 | 18.45 | 2 | 1 |
| 188 | Security Savings & Loan Assn., Scottsdale, Ariz. | 979,189,456 | 725,639,564 | 229 | +41 | 823,689,059 | 220 | +32 | 39,236,481 | 3.51 | 4 | 2 |
| 189 | First Federal Bank of Connecticut, New Haven | 968,392,903 | 926,697,168 | 173 | | 946,718,677 | 186 | | 38,304,993 | 3.72 | 1 | 2 |
| 190 | Collective Federal S & L Assn., Egg Harbor City, N.J. | 963,009,276 | 768,870,000 | 212 | +22 | 865,038,792 | 206 | +16 | 38,965,000 | 3.29 | 4 | 2 |
| 191 | Pomona First Fed. Savings & Loan Assn., Calif. | 957,519,821 | 862,433,000 | 190 | | 921,196,329 | 194 | +3 | 43,352,975 | 4.21 | 3 | 2 |
| 192 | The First, F.A., Orlando, Fla. | 954,854,791 | 879,888,523 | 189 | | 933,824,940 | 190 | | 33,565,699 | 2.90 | 3 | 2 |
| 193 | Mid-America Federal Savings & Loan Assn., Columbus, Ohio | 954,368,000 | 920,623,000 | 178 | | 963,657,327 | 181 | | 49,299,000 | 4.08 | 3 | 2 |
| 194 | First Savings Association of Wisconsin, Milwaukee | 951,606,825 | 923,343,000 | 174 | | 972,871,000 | 179 | | 18,414,235 | 1.62 | 4 | 2 |
| 195 | Diamond Savings & Loan Co., Findlay, Ohio | 950,592,336 | 857,773,039 | 191 | | 911,273,000 | 196 | +1 | 30,286,135 | 2.72 | 4 | 2 |
| 196 | Pelican Homestead & Savings Assn., Metairie, La. | 948,188,000 | 806,108,309 | 204 | +8 | 936,059,000 | 189 | | 21,665,000 | 2.21 | 3 | 2 |
| 197 | Union Fed. Savings & Loan Assn., Los Angeles | 946,276,974 | 785,573,900 | 209 | +12 | 843,370,466 | 211 | +14 | 71,185,581 | 5.67 | 4 | 2 |
| 198 | Guaranty Federal Savings & Loan Assn., Galveston, Tex. | 945,585,000 | 505,863,000 | 344 | +146 | 616,718,000 | 314 | +116 | N.A. | N.A. | 3 | 2 |
| 199 | American Charter Federal S & L Assn., Lincoln, Neb. | 945,423,000 | 904,061,000 | 182 | | 942,964,172 | 188 | | 32,144,000 | 2.37 | 3 | 2 |
| 200 | Lincoln Federal Savings & Loan Assn., Westfield, N.J. | 944,441,600 | 963,512,000 | 167 | | 959,313,000 | 183 | | 13,190,490 | 1.04 | 3 | 2 |

The bulk of the data are from American Banker's questionnaire which asks for total deposits and savings accounts, excluding all escrowed accounts. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-insurplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income.(a) — **Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. (b) — **Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured.

# Top 300 Thrift Institutions in United States

## In Order of Deposits June 30, 1985, Compared with June 30, 1984 and Dec. 31, 1984

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | | Deposits June 30, 1985 | Deposits June 30, 1984 | Rank 6/30/84 | Gain | Deposits 12/31/84 | Rank 12/31/84 | Gain | Net Worth 6/30/85 | Net Worth to Assets (%) | Charter Type (a) | Insur. Type (b) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 201 | Buckeye Federal Savings & Loan Assn., Columbus, Ohio | 943,131,463 | 920,746,000 | 177 | | 909,397,533 | 197 | | 38,202,013 | 3.09 | 4 | 2 |
| 202 | Columbia First Federal S & L Assn., Washington, D.C. | 935,756,269 | 814,570,697 | 201 | | 893,381,472 | 200 | | 34,238,462 | 2.66 | 3 | 2 |
| 203 | Commonwealth Savings Assn., Houston | 934,485,992 | 739,504,000 | 224 | +21 | 735,420,008 | 249 | +46 | 64,672,169 | 5.20 | 4 | 2 |
| 204 | Detroit & Northern Savings, FA, Hancock, Mich | 932,105,000 | 883,685,894 | 188 | | 924,227,000 | 193 | | 76,837,000 | 5.33 | 4 | 2 |
| 205 | Coast Federal Savings & Loan Assn., Sarasota, Fla | 927,820,000 | 965,827,000 | 165 | | 971,003,203 | 180 | | 75,183,000 | 6.67 | 4 | 2 |
| 206 | Ridgewood Savings Bank, Queens, New York | 923,943,627 | 920,957,581 | 176 | | 915,721,031 | 195 | | 72,801,011 | 6.87 | 1 | 1 |
| 207 | Vernon Savings & Loan Assn., Tex | 909,014,311 | 594,970,000 | 298 | +91 | 820,214,000 | 221 | +14 | 68,960,835 | 6.69 | 4 | 2 |
| 208 | Provident Institution for Savings, Boston | 907,068,000 | 836,364,000 | 194 | | 855,286,000 | 208 | | 96,581,000 | 7.94 | 2 | 1 |
| 209 | Peoples Heritage Savings Bank, Portland, Me | 906,816,000 | .......... | ... | | .......... | ... | | 65,356,000 | 6.50 | 1 | 1 |
| 210 | Nevada Savings & Loan Assn., Las Vegas | 903,995,000 | 830,895,000 | 195 | | 871,349,616 | 204 | | 74,026,000 | 6.54 | 4 | 2 |
| 211 | Western Fed. Savings & Loan Assn., Marina Del Rey, Calif. | 902,768,449 | 744,366,000 | 222 | +11 | 806,430,403 | 227 | +16 | 78,264,349 | 5.52 | 4 | 2 |
| 212 | State Savings Bank, Columbus, Ohio | 898,935,382 | 817,996,530 | 198 | | 885,841,500 | 201 | | 64,103,742 | 5.26 | 4 | 2 |
| 213 | Banking Center, Waterbury, Conn. | 898,675,000 | 839,395,000 | 193 | | 840,728,326 | 214 | +1 | 77,502,000 | 7.71 | 1 | 1 |
| 214 | Naples Federal Savings & Loan Assn., Fla. | 893,814,000 | 791,334,000 | 208 | | 841,263,049 | 212 | | 55,415,000 | 4.88 | 4 | 2 |
| 215 | Maine Savings Bank, Portland | 891,402,335 | 820,386,636 | 197 | | 840,760,000 | 213 | | 69,329,927 | 6.82 | 2 | 1 |
| 216 | First Western Savings Assn., Las Vegas, Nev. | 891,358,000 | 622,699,000 | 280 | +64 | 862,763,000 | 207 | | 45,363,000 | 4.18 | 4 | 2 |
| 217 | Commonwealth Savings & Loan Assn., Ft. Lauderdale, Fla. | 886,673,000 | 590,264,000 | 301 | +84 | 850,381,000 | 209 | | 21,251,000 | 2.28 | 4 | 2 |
| 218 | Dixie Savings & Loan Assn., New Orleans, La. | 883,494,606 | 715,559,000 | 236 | +18 | 820,213,812 | 222 | +4 | 97,314,624 | 8.10 | 4 | 2 |
| 219 | Household Bank FSB, Westminster, Calif. | 883,308,000 | .......... | ... | | 587,319,000 | 324 | +105 | 37,601,000 | 3.61 | 2 | 2 |
| 220 | Anchor Savings & Loan Assn., Madison, Wis. | 879,810,260 | 738,193,072 | 225 | +5 | 827,767,650 | 218 | | 37,347,487 | 3.63 | 3 | 2 |
| 221 | Hamburg Savings Bank, Brooklyn, New York | 879,693,120 | 884,791,166 | 187 | | 896,568,000 | 199 | | 54,821,135 | 5.49 | 1 | 1 |
| 222 | First Federal Savings & Loan Assn., Jacksonville, Fla. | 875,923,537 | 816,870,640 | 199 | | 884,217,342 | 202 | | 18,719,957 | 1.84 | 3 | 2 |
| 223 | Roosevelt Savings Bank, Garden City, N.Y. | 874,645,193 | 848,650,412 | 192 | | 868,793,400 | 205 | | 28,024,594 | 2.95 | 1 | 1 |
| 224 | Franklin Savings Assn., Ottawa, Kan. | 870,238,370 | 693,355,000 | 243 | +19 | 775,528,000 | 233 | +9 | 57,055,216 | 4.06 | 4 | 2 |
| 225 | Columbia Savings & Loan Assn., Fair Lawn, N.J. | 866,793,855 | 801,747,664 | 206 | | 837,228,113 | 216 | | 33,746,059 | 3.28 | 3 | 2 |
| 226 | Great American Federal S & L Assn., Oak Park, Ill. | 862,099,353 | 904,319,897 | 181 | | 896,750,610 | 198 | | 31,287,648 | 2.83 | 3 | 2 |
| 227 | Provident Bank of Maryland, Baltimore | 861,280,000 | 783,929,098 | 210 | | 798,900,000 | 228 | +1 | 82,965,000 | 8.74 | 1 | 1 |
| 228 | City Savings & Loan Assn., San Angelo, Tex. | 857,263,000 | 688,385,000 | 248 | +20 | 786,976,000 | 230 | +2 | N.A. | N.A. | 4 | 2 |
| 229 | National Permanent Bank, FSB, Washington, D.C. | 852,237,000 | 759,752,130 | 217 | | 811,541,384 | 225 | | N.A. | N.A. | 1 | 1 |
| 230 | American Diversified Savings Bank, Costa Mesa, Calif. | 851,997,783 | .......... | ... | | 736,891,000 | 248 | +18 | 27,915,512 | 3.06 | 2 | 2 |
| 231 | American Fed. S & L Assn of Iowa, Des Moines | 846,539,829 | 804,117,184 | 205 | | 840,579,819 | 215 | | 38,144,652 | 3.53 | 3 | 2 |
| 232 | Morris County Savings Bank, Morristown, N.J. | 844,313,000 | 814,138,000 | 202 | | 830,277,000 | 217 | | 35,094,000 | 3.82 | 2 | 1 |
| 233 | Commonwealth Federal S & L Assn., Norristown, Pa. | 843,152,000 | 815,641,602 | 200 | | 826,570,000 | 219 | | 49,061,000 | 4.79 | 3 | 2 |
| 234 | State Savings & Loan Assn., Lubbock, Tex. | 837,006,000 | 748,547,182 | 219 | | 788,025,000 | 229 | | N.A. | N.A. | 4 | 2 |
| 235 | First Federal Savings Bank, Cleveland | 835,629,535 | 702,676,623 | 241 | +6 | 723,597,710 | 257 | +22 | 48,016,029 | 4.93 | 1 | 2 |
| 236 | Sandia Federal Savings & Loan Assn., Albuquerque, N.M. | 832,854,000 | 495,695,000 | 349 | +113 | 544,687,000 | 355 | +119 | 26,632,000 | 2.90 | 4 | 2 |
| 237 | Mid America Federal Savings & Loan Assn., Cicero, Ill. | 831,457,768 | 720,617,298 | 234 | | 773,512,027 | 235 | | 23,122,207 | 2.42 | 3 | 2 |
| 238 | Wilmington Savings Fund Society FSB, Del. | 829,582,000 | 801,729,000 | 207 | | 814,519,000 | 224 | | 35,419,000 | 3.56 | 1 | 1 |
| 239 | Savers Fed. Savings & Loan Assn., Little Rock, Ark. | 826,283,814 | 768,693,530 | 213 | | 845,654,984 | 210 | | 38,606,809 | 4.14 | 4 | 2 |
| 240 | Blue Valley Fed. Savings & Loan Assn., Kansas City, Mo. | 819,396,944 | 604,622,631 | 292 | +52 | 718,342,428 | 261 | +21 | 21,348,862 | 2.43 | 3 | 2 |
| 241 | Crestmont Federal Savings & Loan Assn., Maplewood, N.J. | 813,191,209 | 691,063,160 | 245 | +4 | 814,620,840 | 223 | | 20,033,289 | 2.17 | 3 | 2 |
| 242 | Queen City Savings & Loan Assn., Plainfield, N.J. | 805,807,620 | 649,317,006 | 265 | +23 | 738,834,072 | 247 | +5 | 19,483,263 | 2.17 | 3 | 2 |
| 243 | Duval Fed. Savings & Loan Assn., Jacksonville, Fla. | 803,729,782 | 640,000,000 | 273 | +30 | 721,061,000 | 258 | +15 | 38,527,000 | 3.97 | 3 | 2 |
| 244 | Eagle Savings Assn., Cincinnati | 802,304,860 | 813,804,024 | 203 | | 810,544,162 | 226 | | 25,144,926 | 2.77 | 4 | 2 |
| 245 | Capitol Federal Savings & Loan Assn., Aurora, Colo. | 801,039,650 | 597,278,556 | 295 | +50 | 681,692,601 | 274 | +29 | 71,719,776 | 7.04 | 4 | 2 |
| 246 | Mutual Savings & Loan Assn. of Wisconsin, Milwaukee | 798,569,911 | 771,753,767 | 211 | | 773,532,054 | 234 | | 53,778,636 | 5.97 | 3 | 2 |
| 247 | Great Financial Federal S & L Assn., Louisville, Ky. | 798,175,479 | 765,396,634 | 215 | | 784,068,000 | 232 | | 66,070,765 | 7.19 | 3 | 2 |
| 248 | Great Southern Federal Savings Bank, Savannah, Ga. | 794,425,000 | 730,017,314 | 228 | | 786,274,319 | 231 | | 38,372,000 | 3.81 | 2 | 2 |
| 249 | American Savings Bank, Springfield, Ill. | 790,148,322 | 742,201,761 | 223 | | 770,657,841 | 237 | | 11,846,961 | 1.14 | 1 | 2 |
| 250 | First Federal Savings Bank, Santurce, P.R. | 786,156,775 | 767,398,000 | 214 | | 772,328,715 | 236 | | 93,186,078 | 7.61 | 1 | 2 |
| 251 | South Boston Savings Bank, Boston | 785,221,000 | 655,225,000 | 260 | +9 | 720,228,000 | 259 | +8 | 88,710,000 | 9.70 | 2 | 1 |
| 252 | United Savings of America, FS&LA, Chicago | 781,883,610 | 708,459,000 | 239 | | 751,414,000 | 239 | | 18,330,026 | 2.20 | 3 | 2 |
| 253 | Eastern Savings Bank, Scarsdale, N.Y. | 777,200,403 | 730,972,776 | 227 | | 765,466,000 | 238 | | 9,813,631 | 1.24 | 1 | 1 |
| 254 | Columbia Federal Savings Bank, Queens, New York | 776,248,077 | 723,080,207 | 232 | | 747,221,948 | 242 | | 40,773,544 | 4.61 | 1 | 2 |
| 255 | Mainland Savings Assn., Houston | 772,147,439 | 452,380,000 | 392 | +137 | 617,588,351 | 313 | +58 | 21,994,355 | 2.43 | 4 | 2 |
| 256 | First American Savings Bank FSB, Greensboro, N.C. | 772,000,000 | 705,597,922 | 240 | | 749,677,157 | 240 | | 16,000,000 | 1.88 | 1 | 1 |
| 257 | Butterfield Savings & Loan Assn., Temecula, Calif. | 767,973,000 | 561,946,000 | 311 | +54 | 746,149,338 | 243 | | N.A. | N.A. | 4 | 2 |
| 258 | American Federal Bank FSB, Greenville, S.C. | 762,188,000 | 710,969,486 | 237 | | 748,945,000 | 241 | | 13,375,451 | 1.37 | 1 | 2 |
| 259 | Southwest Savings & Loan Assn., Los Angeles | 753,377,602 | 546,283,468 | 317 | +58 | 709,745,704 | 263 | +4 | 23,866,266 | 2.70 | 4 | 2 |
| 260 | United Postal Savings Assn., St. Louis, Mo. | 752,518,268 | 651,323,231 | 261 | +1 | 699,138,859 | 267 | +7 | 51,869,601 | 5.23 | 3 | 2 |
| 261 | Continental Federal Savings & Loan Assn., Fairfax, Va. | 752,444,000 | 690,425,078 | 246 | | 725,399,992 | 255 | | N.A. | N.A. | 3 | 2 |
| 262 | Security Federal Savings & Loan Assn., Columbia, S.C. | 750,213,000 | 708,640,569 | 238 | | 741,464,000 | 245 | | 15,052,000 | 1.83 | 3 | 2 |
| 263 | First Federal Savings Bank of California, Santa Monica | 749,966,000 | 626,431,000 | 276 | +13 | 710,526,000 | 262 | | 63,636,000 | 5.51 | 2 | 2 |
| 264 | Washington Federal Savings & Loan Assn., Seattle | 744,668,000 | 662,350,000 | 255 | | 692,530,000 | 269 | +5 | 126,852,000 | 12.50 | 4 | 2 |
| 265 | First Federal Savings Bank & Trust, Pontiac, Mich. | 741,578,739 | 694,587,093 | 242 | | 723,939,239 | 256 | | 28,285,783 | 2.48 | 1 | 2 |
| 266 | Fidelity Federal Savings & Loan Assn., Nashville, Tenn | 741,368,912 | 723,897,590 | 231 | | 742,880,718 | 244 | | 35,857,971 | 4.51 | 3 | 2 |
| 267 | Murray Savings, FS&LA, Dallas | 740,990,000 | .......... | ... | | 522,132,000 | 373 | +106 | N.A. | N.A. | 3 | 2 |
| 268 | Skokie Federal Savings & Loan Assn., Ill. | 740,500,000 | 624,345,965 | 278 | +10 | 666,317,329 | 281 | +13 | 12,600,000 | 1.49 | 4 | 2 |
| 269 | Westchester Federal Savings Bank, New Rochelle, N.Y. | 740,086,804 | 587,062,161 | 306 | +37 | 658,657,972 | 289 | +20 | 48,160,960 | 5.12 | 2 | 2 |
| 270 | First Home Federal Savings & Loan Assn., Greensboro, N.C. | 733,944,000 | 691,377,000 | 244 | | 730,919,000 | 251 | | 31,525,000 | 3.71 | 3 | 2 |
| 271 | Ensign Bank FSB, Hialeah, Fla. | 731,489,000 | 647,573,992 | 268 | | 727,821,748 | 253 | | N.A. | N.A. | 2 | 2 |
| 272 | Roslyn Savings Bank, N.Y. | 728,217,670 | 722,803,035 | 233 | | 734,221,938 | 250 | | 63,837,093 | 7.37 | 1 | 1 |
| 273 | Jersey Shore Savings & Loan Assn., Toms River, N.J. | 725,363,534 | 609,680,000 | 289 | +16 | 647,800,250 | 296 | +23 | 14,539,724 | 1.83 | 3 | 2 |
| 274 | Queens County Savings Bank, Queens, New York | 724,794,327 | 724,726,582 | 230 | | 719,183,269 | 260 | | 41,446,632 | 5.32 | 1 | 1 |
| 275 | Washington Federal S & L Assn., Washington, D.C. | 724,568,175 | 615,302,614 | 286 | +11 | 673,767,839 | 276 | +1 | 27,873,839 | 3.28 | 3 | 2 |
| 276 | People Heritage Federal S & L Assn., Marysville, Kan. | 722,911,000 | .......... | ... | | 563,975,000 | 338 | +62 | N.A. | N.A. | 3 | 2 |
| 277 | Cumberland Federal Savings & Loan Assn., Louisville, Ky. | 722,822,131 | 745,256,000 | 221 | | 730,647,368 | 252 | | 20,996,497 | 2.32 | 3 | 2 |
| 278 | Standard Federal Savings & Loan Assn., Gaithersburg, Md. | 722,178,182 | 737,312,538 | 226 | | 727,578,212 | 254 | | 16,902,157 | 1.76 | 4 | 2 |
| 279 | Springfield Institution for Savings, Mass. | 717,818,000 | 649,162,000 | 266 | | 687,649,083 | 271 | | 73,422,000 | 8.83 | 1 | 1 |
| 280 | First Federal Savings & Loan Assn., Austin, Tex. | 717,784,983 | 466,108,664 | 379 | +99 | 527,259,861 | 365 | +85 | 49,476,606 | 5.79 | 4 | 2 |
| 281 | Standard Federal Savings & Loan Assn., Chicago | 714,427,386 | 650,015,099 | 262 | | 672,437,792 | 277 | | 35,995,021 | 4.63 | 3 | 2 |
| 282 | Equitable Federal Savings & Loan Assn., Lancaster, Ohio | 706,018,000 | 642,255,052 | 271 | | 739,069,000 | 246 | | N.A. | N.A. | 3 | 2 |
| 283 | City Federal Savings & Loan Assn., Birmingham, Ala. | 702,896,000 | 660,861,321 | 256 | | 687,746,188 | 270 | | 9,038,000 | 1.12 | 3 | 2 |
| 284 | Frontier Fed. Savings & Loan Assn., Ponca City, Okla. | 702,786,000 | 641,483,000 | 272 | | 683,234,000 | 273 | | N.A. | N.A. | 3 | 2 |
| 285 | United Federal Savings Bank of Iowa, Des Moines | 702,187,815 | 622,649,465 | 281 | | 657,849,717 | 291 | +6 | 10,631,671 | 1.17 | 1 | 2 |
| 286 | Metropolitan Federal S & L Assn., Nashville, Tenn. | 701,077,891 | 648,150,623 | 267 | | 703,120,000 | 266 | | 49,444,340 | 5.37 | 3 | 2 |
| 287 | Commodore Savings Assn., Stamford, Tex. | 700,305,000 | .......... | ... | | 546,869,000 | 352 | +65 | N.A. | N.A. | 3 | 2 |
| 288 | Commerce Savings Assn., Dallas | 700,304,747 | 562,277,000 | 310 | +22 | 671,857,266 | 278 | | 22,625,693 | 3.05 | 4 | 2 |
| 289 | Hunter Savings Assn., Cincinnati | 700,000,000 | 417,431,000 | ... | | 455,916,000 | ... | | 75,000,000 | 8.33 | 4 | 2 |
| 290 | Berkeley Fed. Savings & Loan Assn., Millburn, N.J. | 699,394,821 | 589,611,213 | 304 | +14 | 663,482,380 | 284 | | 18,602,949 | 2.10 | 3 | 2 |
| 291 | Capital Savings Bank FA, Olympia, Wash. | 694,151,000 | 689,038,000 | 247 | | 708,518,187 | 264 | | N.A. | N.A. | 1 | 2 |
| 292 | Central Federal Savings, FSB, Long Beach, N.Y. | 691,500,590 | 608,057,000 | 290 | | 666,592,000 | 280 | | 4,375,442 | 0.51 | 1 | 2 |
| 293 | Richmond Hill Savings Bank, Floral Park, N.Y. | 689,672,000 | 656,873,220 | 258 | | 670,459,300 | 279 | | 31,721,000 | 4.23 | 1 | 1 |
| 294 | Home Federal Savings Bank of Tennessee, Knoxville | 679,512,923 | 659,268,505 | 257 | | 664,736,722 | 282 | | 41,493,307 | 5.49 | 1 | 2 |
| 295 | Unifirst Bank for Savings FA, Jackson, Miss. | 676,686,112 | 681,898,019 | 250 | | 680,455,000 | 275 | | 22,910,062 | 3.08 | 1 | 2 |
| 296 | Security Savings & Loan Assn., Vineland, N.J. | 675,690,672 | 624,803,238 | 277 | | 642,800,926 | 300 | +4 | 23,561,403 | 3.04 | 3 | 2 |
| 297 | Mechanics & Farmers Savings Bank FSB, Bridgeport, Conn. | 674,734,668 | 671,896,024 | 251 | | 664,125,783 | 283 | | 42,138,888 | 5.04 | 1 | 1 |
| 298 | Alabama Federal Savings & Loan Assn., Tuscaloosa | 674,524,162 | 562,642,969 | 309 | +11 | 640,671,394 | 302 | +4 | 20,077,943 | 2.73 | 3 | 2 |
| 299 | Home Unity Savings & Loan Assn., Lafayette Hill, Pa. | 673,853,000 | 576,556,899 | 307 | +8 | 632,256,255 | 305 | +6 | 19,143,000 | 2.37 | 3 | 2 |
| 300 | Olympic Federal, Berwyn, Ill. | 673,606,000 | 504,346,433 | 347 | +47 | 644,830,264 | 298 | | 17,078,000 | 2.27 | 3 | 2 |

The bulk of the data are from American Banker's questionnaire which asks for total deposits and savings accounts, excluding all escrowed accounts. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-insurplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income.**(a) — Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **(b) — Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured.

# Top 300 Thrifts in United States

## In Order of Assets June 30, 1985

Compiled by **American Banker** Copyright 1985

| Rank 6/85 | | Assets 6/30/85 |
|---|---|---|
| 1 | American Savings & Loan Assn., Stockton, Calif. | 27,731,287,000 |
| 2 | Home Savings of America, FA, Irwindale, Calif. | 24,428,428,000 |
| 3 | Great Western Savings, FS&LA, Beverly Hills | 21,756,121,933 |
| 4 | California Fed. Savings & Loan Assn., Los Angeles | 16,596,682,000 |
| 5 | PSFS, Philadelphia | 15,703,315,000 |
| 6 | Glendale Federal Savings & Loan Assn., Calif. | 13,234,888,000 |
| 7 | World Savings, FS&LA, Oakland, Calif. | 11,420,926,980 |
| 8 | Goldome FSB, Buffalo, N.Y. | 11,353,424,563 |
| 9 | First Nationwide Savings, FS&LA, San Francisco | 10,642,701,000 |
| 10 | Home Fed. Savings & Loan Assn. of San Diego, Calif. | 9,619,267,673 |
| 11 | First Federal of Michigan, Detroit | 9,510,408,000 |
| 12 | Empire of America FSB, Buffalo, N.Y. | 8,516,830,000 |
| 13 | City Federal Savings & Loan Assn., Elizabeth, N.J. | 8,092,684,000 |
| 14 | CrossLand Savings FSB, Brooklyn, New York | 7,943,471,000 |
| 15 | Gibraltar Savings, Beverly Hills | 7,833,102,054 |
| 16 | Imperial Savings Assn., San Diego, Calif. | 7,698,765,595 |
| 17 | Dime Savings Bank of New York FSB | 7,606,815,000 |
| 18 | Great American First Savings Bank, San Diego, Calif. | 7,325,814,000 |
| 19 | Anchor Savings Bank FSB, Northport, N.Y. | 6,747,829,844 |
| 20 | Talman Home Federal Savings & Loan Assn., Chicago | 6,312,111,000 |
| 21 | Coast Savings & Loan Assn., Los Angeles | 6,297,859,981 |
| 22 | Columbia Savings & Loan Assn., Beverly Hills | 6,092,451,000 |
| 23 | Sears Savings Bank, Glendale, Calif. | 5,907,295,304 |
| 24 | Bowery Savings Bank, New York | 5,321,271,000 |
| 25 | Carteret Savings & Loan Assn., FA, Morristown, N.J. | 5,042,876,000 |
| 26 | Standard Federal Bank, Troy, Mich. | 5,021,592,159 |
| 27 | Dollar-Dry Dock Savings Bank, Bronx, New York | 4,915,433,000 |
| 28 | Florida Federal Savings & Loan Assn., St. Petersburg | 4,782,813,329 |
| 29 | First Federal Savings & Loan Assn., Phoenix, Ariz. | 4,754,948,936 |
| 30 | Long Island Savings Bank FSB, Syosset, N.Y. | 4,605,540,000 |
| 31 | Twin City Federal Savings & Loan Assn., Minneapolis | 4,496,289,000 |
| 32 | First Federal Savings & Loan Assn., Rochester, N.Y. | 4,496,208,438 |
| 33 | Citicorp Savings of Illinois, FS&LA, Chicago | 4,445,017,642 |
| 34 | United Savings Assn., Houston | 4,428,817,000 |
| 35 | CenTrust Savings Bank, Miami | 4,358,427,000 |
| 36 | Western Savings & Loan Assn., Phoenix, Ariz. | 4,314,034,834 |
| 37 | Gibraltar Savings Assn., Houston | 4,200,972,000 |
| 38 | Citicorp Savings, FS&LA, San Francisco | 4,173,112,987 |
| 39 | People's Bank-Bridgeport, Conn. | 4,111,946,000 |
| 40 | Northeast Savings, FA, Hartford, Conn. | 4,068,047,000 |
| 41 | AmeriFirst Federal Savings & Loan Assn., Miami | 4,056,195,781 |
| 42 | Washington Mutual Savings Bank, Seattle | 3,955,736,000 |
| 43 | Perpetual American Bank, FSB, McLean, Va. | 3,926,259,102 |
| 44 | Benjamin Franklin Federal S & L Assn., Portland, Ore. | 3,865,850,666 |
| 45 | Atlantic Financial Federal, Bala Cynwyd, Pa. | 3,830,153,000 |
| 46 | Howard Savings Bank, Newark, N.J. | 3,635,691,000 |
| 47 | First Texas Savings Assn., Dallas | 3,606,386,014 |
| 48 | University Savings Assn., Houston | 3,595,270,319 |
| 49 | American Savings Bank FSB, New York | 3,589,024,000 |
| 50 | Community Federal Savings & Loan Assn., St. Louis, Mo. | 3,525,400,626 |
| 51 | Homestead Savings, FS&LA, San Francisco | 3,320,203,000 |
| 52 | Emigrant Savings Bank, New York | 3,238,373,920 |
| 53 | Citicorp Savings of Florida, FS&LA, Miami | 3,192,632,000 |
| 54 | Midland/Western Fed. Savings & Loan Assn, Denver | 3,112,737,000 |
| 55 | Seamen's Bank for Savings FSB, New York | 3,096,598,000 |
| 56 | Fidelity Federal S & L Assn., Glendale, Calif. | 3,015,188,000 |
| 57 | Rochester Community Savings Bank, N.Y. | 2,941,399,000 |
| 58 | Transohio Savings Bank, FSB, Cleveland | 2,894,252,000 |
| 59 | Manhattan Savings Bank, New York | 2,862,711,381 |
| 60 | Farm & Home Savings Assn., Nevada, Mo. | 2,832,316,874 |
| 61 | American Savings & Loan Assn. of Florida, Miami | 2,750,345,000 |
| 62 | Sunbelt Savings Assn., Dallas | 2,746,940,000 |
| 63 | Beverly Hills Savings, FS&LA | 2,736,000,000 |
| 64 | Santa Barbara Savings & Loan Assn., Calif. | 2,672,231,000 |
| 65 | Pacific First Federal Savings Bank, Tacoma, Wash. | 2,612,641,136 |
| 66 | Freedom Savings & Loan Assn., Tampa, Fla. | 2,611,292,000 |
| 67 | Guarantee Savings, FS&LA, Fresno, Calif. | 2,552,020,000 |
| 68 | Valley Federal S & L Assn., Van Nuys, Calif. | 2,544,782,000 |
| 69 | Hudson City Savings Bank, Paramus, N.J. | 2,541,175,008 |
| 70 | Society for Savings, Hartford, Conn. | 2,530,987,000 |
| 71 | Commercial Federal Savings & Loan Assn., Omaha, Neb. | 2,527,474,916 |
| 72 | American Savings & Loan Assn., Salt Lake City, Utah | 2,527,438,000 |
| 73 | Lincoln Savings & Loan Assn., Irvine, Calif. | 2,527,378,000 |
| 74 | Columbia Savings, FS&LA, Denver | 2,526,705,000 |
| 75 | Greater New York Savings Bank, New York | 2,502,377,179 |
| 76 | Williamsburgh Savings Bank, Brooklyn, New York | 2,448,722,476 |
| 77 | Georgia Federal Bank, FSB, Atlanta | 2,447,877,000 |
| 78 | Coral Gables Federal Savings & Loan Assn., Fla. | 2,445,685,240 |
| 79 | Green Point Savings Bank, Brooklyn, New York | 2,440,491,228 |
| 80 | Midwest Federal Savings & Loan Assn., Minneapolis | 2,420,753,470 |
| 81 | Dollar Bank FSB, Pittsburgh | 2,401,269,309 |
| 82 | Central Savings & Loan Assn., San Diego, Calif. | 2,339,721,228 |
| 83 | Downey Savings & Loan Assn., Costa Mesa, Calif. | 2,295,490,135 |
| 84 | Lincoln Savings Bank FSB, Brooklyn, New York | 2,287,429,740 |
| 85 | Hill Financial Savings Assn., Red Hill, Pa. | 2,263,669,812 |
| 86 | Great Lakes Federal S & L Assn., Ann Arbor, Mich. | 2,258,926,005 |
| 87 | Capitol Federal Savings & Loan Assn., Topeka, Kan. | 2,239,274,000 |
| 88 | Astoria Federal Savings & Loan Assn., Queens, New York | 2,233,665,483 |
| 89 | Dallas Federal Savings & Loan Assn. | 2,228,649,000 |
| 90 | Guardian Savings & Loan Assn., Dallas | 2,225,342,000 |
| 91 | Old Stone Bank FSB, Providence, R.I. | 2,209,976,000 |
| 92 | Far West Savings & Loan Assn., Newport Beach, Calif. | 2,206,348,000 |
| 93 | San Jacinto Savings Assn., Houston | 2,183,406,000 |
| 94 | First Federal Savings & Loan Assn., Pittsburgh | 2,179,651,421 |
| 95 | San Antonio Savings Assn., Tex. | 2,159,653,753 |
| 96 | Bright Banc Savings Assn., Dallas | 2,149,708,000 |
| 97 | Chevy Chase Savings & Loan Assn., Md. | 2,136,198,000 |
| 98 | Broadview Savings & Loan Co., Cleveland | 2,113,934,000 |
| 99 | Far West Federal Bank, Portland, Ore. | 2,075,281,000 |
| 100 | St. Paul Federal Bank for Savings, Chicago | 2,061,716,864 |
| 101 | Home Federal Savings & Loan Assn., Tucson, Ariz. | 2,043,991,000 |
| 102 | East River Savings Bank, New York | 2,039,203,271 |
| 103 | Mercury Savings, FS&LA, Huntington Beach, Calif. | 2,023,312,000 |
| 104 | Empire Savings Building & Loan Assn., Denver | 2,007,048,419 |
| 105 | Citizens Federal Savings & Loan Assn., Miami | 1,943,645,167 |
| 106 | Fulton Federal Savings & Loan Assn., Atlanta | 1,934,015,000 |
| 107 | Fortune Federal Savings & Loan Assn., Clearwater, Fla. | 1,890,792,000 |
| 108 | Pioneer Federal Savings & Loan Assn., Clearwater, Fla. | 1,888,984,000 |
| 109 | Citizens Federal Savings & Loan Assn., Dayton, Ohio | 1,888,981,771 |
| 110 | Investors Savings & Loan Assn., Millburn, N.J. | 1,845,672,163 |
| 111 | Southwest Savings & Loan Assn., Phoenix, Ariz. | 1,843,534,917 |
| 112 | Firstsouth FA, Pine Bluff, Ark. | 1,830,742,216 |
| 113 | Chase Federal Savings & Loan Assn., Miami | 1,828,031,956 |
| 114 | Pima Savings & Loan Assn., Tucson, Ariz. | 1,788,347,000 |
| 115 | Decatur Federal Savings & Loan Assn., Ga. | 1,762,733,000 |
| 116 | Benjamin Franklin Savings Assn., Houston | 1,749,728,497 |
| 117 | Bloomington Federal Savings & Loan Assn., Ill. | 1,734,940,467 |
| 118 | Albany Savings Bank FSB, N.Y. | 1,733,388,988 |
| 119 | First Federal Savings of Arkansas, FA, Little Rock | 1,730,746,000 |
| 120 | Goldome Savings Bank, St. Petersburg, Fla. | 1,730,144,922 |
| 121 | Atlantic Federal S & L Assn., Fort Lauderdale, Fla. | 1,725,014,000 |
| 122 | Bell Federal Savings & Loan Assn., Chicago | 1,704,884,202 |
| 123 | Horizon Financial, FA, Southampton, Pa. | 1,701,652,000 |
| 124 | Baltimore Federal Financial, FSA | 1,688,921,000 |
| 125 | Apple Bank For Savings, New York | 1,677,346,000 |
| 126 | Eureka Federal Savings & Loan Assn., San Carlos, Calif. | 1,677,239,000 |
| 127 | First Southern Fed. Savings & Loan Assn., Mobile, Ala. | 1,669,603,000 |
| 128 | Bell Savings & Loan Assn., San Mateo, Calif. | 1,659,457,000 |
| 129 | Honolulu Federal Savings & Loan Assn., Hawaii | 1,646,738,683 |
| 130 | Leader Federal Savings & Loan Assn., Memphis, Tenn. | 1,645,297,166 |
| 131 | Beneficial Savings Bank, Philadelphia | 1,644,135,000 |
| 132 | First Federal Savings & Loan Assn., Greenville, S.C. | 1,633,735,809 |
| 133 | Pacific Savings Bank, Costa Mesa, Calif. | 1,628,009,502 |
| 134 | Lamar Savings Assn., Austin, Tex. | 1,618,947,000 |
| 135 | Lyons Savings & Loan Assn., Hinsdale, Ill. | 1,615,053,224 |
| 136 | First Federal Savings & Loan Assn., Minneapolis | 1,588,867,087 |
| 137 | Cragin Federal Savings & Loan Assn., Chicago | 1,579,160,283 |
| 138 | United First Fed. Savings & Loan Assn., Sarasota, Fla. | 1,577,094,533 |
| 139 | Boston Five Cents Savings Bank FSB | 1,560,031,000 |
| 140 | Independent American Savings Assn. Irving, Tex. | 1,551,219,000 |
| 141 | Western Savings Assn., Gatesville, Tex. | 1,550,663,000 |
| 142 | San Francisco Federal Savings & Loan Assn. | 1,549,170,109 |
| 143 | Sacramento Savings & Loan Assn., Calif. | 1,545,423,626 |
| 144 | Cardinal Federal Savings Bank, Cleveland | 1,541,455,542 |
| 145 | Albuquerque Federal Savings & Loan Assn., N.M. | 1,535,947,943 |
| 146 | Metropolitan Federal Bank FSB, Fargo, N.D. | 1,528,322,000 |
| 147 | Loyola Federal Savings & Loan Assn., Baltimore | 1,520,880,983 |
| 148 | Sunrise Savings & Loan Assn., West Palm Beach, Fla. | 1,512,320,000 |
| 149 | Gem Savings Assn., Dayton, Ohio | 1,508,700,238 |
| 150 | Sooner Federal Savings & Loan Assn., Tulsa, Okla. | 1,483,856,000 |
| 151 | Ohio Savings Assn., Cleveland | 1,476,258,000 |
| 152 | Southern California Savings, FS&LA, Beverly Hills | 1,467,390,000 |
| 153 | Fidelity New York, FA, Floral Park, N.Y. | 1,463,651,549 |
| 154 | Gill Savings Assn., Hondo, Tex. | 1,459,342,004 |
| 155 | Detroit & Northern Savings, FA, Hancock, Mich | 1,442,656,000 |
| 156 | Home Federal Bank of Florida FSB, St. Petersburg | 1,429,589,000 |
| 157 | Security Savings & Loan Assn., Milwaukee, Wis. | 1,420,761,612 |
| 158 | Western Fed. Savings & Loan Assn., Marina Del Rey, Calif. | 1,417,702,280 |
| 159 | Franklin Savings Assn., Ottawa, Kan. | 1,406,012,040 |
| 160 | Third Federal Savings & Loan Assn., Cleveland | 1,405,516,685 |
| 161 | Germantown Savings Bank, Bala Cynwyd, Pa. | 1,395,840,746 |
| 162 | Silverado Banking Savings & Loan Assn., Denver | 1,388,088,000 |
| 163 | Hollywood Federal Savings & Loan Assn., Fla. | 1,385,151,381 |
| 164 | Landmark Savings Assn., Pittsburgh | 1,381,069,000 |
| 165 | Flagler Federal Savings & Loan Assn., Miami | 1,357,205,122 |
| 166 | American Charter Federal S & L Assn., Lincoln, Neb. | 1,354,248,000 |
| 167 | Roosevelt Federal Savings & Loan Assn., Chesterfield, Mo. | 1,348,401,786 |
| 168 | East New York Savings Bank, New York | 1,342,635,655 |
| 169 | Dominion Federal Savings & Loan Assn., McLean, Va. | 1,328,997,160 |
| 170 | Minnesota Federal Savings & Loan Assn., St. Paul | 1,321,338,000 |
| 171 | Bay View Fed. Savings & Loan Assn., San Mateo, Calif. | 1,305,790,000 |
| 172 | Peoples Westchester Savings Bank, Tarrytown, N.Y. | 1,304,904,000 |
| 173 | Jamaica Savings Bank FSB, Lynbrook, N.Y. | 1,291,106,234 |
| 174 | Financial Fed. Savings & Loan Assn., Miami Lakes, Fla. | 1,286,181,340 |
| 175 | Columbia First Federal S & L Assn., Washington, D.C. | 1,285,750,921 |
| 176 | First Federal Savings & Loan Assn., Lincoln, Neb. | 1,284,669,780 |
| 177 | Mutual Bank FSB, Boston | 1,280,206,000 |
| 178 | Lincoln Federal Savings & Loan Assn., Westfield, N.J. | 1,264,922,881 |
| 179 | Provident Savings Bank, Jersey City, N.J. | 1,257,846,000 |
| 180 | Union Fed. Savings & Loan Assn., Los Angeles | 1,255,292,598 |
| 181 | Columbia Banking Federal S & L Assn., Rochester, N.Y. | 1,252,135,000 |
| 182 | Commonwealth Savings Assn., Houston | 1,244,668,086 |
| 183 | People Heritage Federal S & L Assn., Marysville, Kan. | 1,240,590,000 |
| 184 | Buckeye Federal Savings & Loan Assn., Columbus, Ohio | 1,236,085,905 |

# Top 300 Thrifts in United States

## In Order of Assets June 30, 1985

Compiled by **American Banker** Copyright 1985

| Rank 6/85 | | Assets 6/30/85 |
|---|---|---|
| 185 | Citizens Savings Bank FSB, Providence, R.I. | 1,230,082,113 |
| 186 | National Permanent Bank, FSB, Washington, D.C. | 1,228,273,000 |
| 187 | First Federal Savings Bank, Santurce, P.R. | 1,224,976,801 |
| 188 | Pathway Financial, FA, Chicago | 1,223,727,000 |
| 189 | State Savings Bank, Columbus, Ohio | 1,219,533,673 |
| 190 | Security First Fed. S & L Assn., Daytona Beach, Fla. | 1,218,726,701 |
| 191 | Provident Institution for Savings, Boston | 1,216,810,000 |
| 192 | Mid-America Federal Savings & Loan Assn., Columbus, Ohio | 1,209,428,000 |
| 193 | New Haven Savings Bank, Conn. | 1,204,325,110 |
| 194 | Dixie Savings & Loan Assn., New Orleans, La. | 1,201,822,920 |
| 195 | Syracuse Savings Bank, N.Y. | 1,201,324,876 |
| 196 | Independence Savings Bank, Brooklyn, New York | 1,200,856,896 |
| 197 | Onondaga Savings Bank, Syracuse, N.Y. | 1,196,983,000 |
| 198 | Guaranty Federal Savings & Loan Assn., Galveston, Tex. | 1,195,546,000 |
| 199 | Collective Federal S & L Assn., Egg Harbor City, N.J. | 1,183,513,218 |
| 200 | Neworld Bank for Savings, Boston | 1,159,615,000 |
| 201 | The First, F.A., Orlando, Fla. | 1,157,860,402 |
| 202 | First Federal Savings Bank of California, Santa Monica | 1,155,959,000 |
| 203 | First Federal Savings Bank & Trust, Pontiac, Mich. | 1,141,260,378 |
| 204 | First Savings Association of Wisconsin, Milwaukee | 1,136,521,345 |
| 205 | First Federal Savings & Loan Assn., Toledo, Ohio | 1,136,312,717 |
| 206 | Horizon Federal Savings Bank, Wilmette, Ill. | 1,136,285,000 |
| 207 | Naples Federal Savings & Loan Assn., Fla. | 1,136,120,000 |
| 208 | Nevada Savings & Loan Assn., Las Vegas | 1,132,098,000 |
| 209 | Coast Federal Savings & Loan Assn., Sarasota, Fla. | 1,128,014,000 |
| 210 | Security Savings & Loan Assn., Scottsdale, Ariz. | 1,116,385,571 |
| 211 | Diamond Savings & Loan Co., Findlay, Ohio | 1,113,768,217 |
| 212 | Great American Federal S & L Assn., Oak Park, Ill. | 1,105,476,885 |
| 213 | CrossLand Savings, FSLA, Bradenton, Fla. | 1,101,835,000 |
| 214 | Connecticut Savings Bank, New Haven | 1,094,000,000 |
| 215 | First Western Savings Assn., Las Vegas, Nev. | 1,086,000,000 |
| 216 | American Fed. S & L Assn of Iowa, Des Moines | 1,081,533,399 |
| 217 | St. Louis Federal Savings & Loan Assn., Clayton | 1,076,373,000 |
| 218 | Ridgewood Savings Bank, Queens, New York | 1,060,311,783 |
| 219 | Household Bank FSB, Westminster, Calif. | 1,041,241,000 |
| 220 | American Savings Bank, Springfield, Ill. | 1,040,589,743 |
| 221 | Vernon Savings & Loan Assn., Tex. | 1,031,573,749 |
| 222 | Pomona First Fed. Savings & Loan Assn., Calif. | 1,030,189,269 |
| 223 | First Federal Bank of Connecticut, New Haven | 1,028,819,527 |
| 224 | Columbia Savings & Loan Assn., Fair Lawn, N.J. | 1,028,761,545 |
| 225 | Anchor Savings & Loan Assn., Madison, Wis. | 1,027,718,770 |
| 226 | Commonwealth Federal S & L Assn., Norristown, Pa. | 1,024,900,000 |
| 227 | First Federal Savings & Loan Assn., Jacksonville, Fla. | 1,018,415,474 |
| 228 | Capitol Federal Savings & Loan Assn., Aurora, Colo. | 1,018,170,498 |
| 229 | Maine Savings Bank, Portland | 1,016,985,116 |
| 230 | Washington Federal Savings & Loan Assn., Seattle | 1,015,187,000 |
| 231 | Savings Bank of Puget Sound, Seattle | 1,013,015,000 |
| 232 | Great Southern Federal Savings Bank, Savannah, Ga. | 1,007,054,000 |
| 233 | Peoples Heritage Savings Bank, Portland, Me. | 1,004,962,000 |
| 234 | Banking Center, Waterbury, Conn. | 1,004,599,000 |
| 235 | Caguas Federal Savings Bank, P.R. | 1,000,344,632 |
| 236 | Hamburg Savings Bank, Brooklyn, New York | 999,326,607 |
| 237 | Wilmington Savings Fund Society FSB, Del. | 994,870,000 |
| 238 | United Postal Savings Assn., St. Louis, Mo. | 992,457,944 |
| 239 | Pelican Homestead & Savings Assn., Metairie, La. | 978,309,000 |
| 240 | First Federal Savings Bank, Cleveland | 974,826,295 |
| 241 | American Federal Bank FSB, Greenville, S.C. | 973,885,000 |
| 242 | Duval Fed. Savings & Loan Assn., Jacksonville, Fla. | 970,552,000 |
| 243 | Standard Federal Savings & Loan Assn., Gaithersburg, Md. | 961,046,950 |
| 244 | Mid America Federal Savings & Loan Assn., Cicero, Ill. | 956,237,219 |
| 245 | Roosevelt Savings Bank, Garden City, N.Y | 949,777,838 |
| 246 | Provident Bank of Maryland, Baltimore | 949,079,000 |
| 247 | Westchester Federal Savings Bank, New Rochelle, N.Y. | 940,653,929 |
| 248 | Savers Fed. Savings & Loan Assn., Little Rock, Ark. | 933,354,461 |
| 249 | Ensign Bank FSB, Hialeah, Fla. | 931,926,000 |
| 250 | Commonwealth Savings & Loan Assn., Ft. Lauderdale, Fla. | 931,231,000 |
| 251 | Crestmont Federal Savings & Loan Assn., Maplewood, N.J. | 923,639,228 |
| 252 | Metropolitan Federal S & L Assn., Nashville, Tenn. | 921,128,869 |
| 253 | Great Financial Federal S & L Assn., Louisville, Ky. | 919,352,258 |
| 254 | Sandia Federal Savings & Loan Assn., Albuquerque, N.M. | 919,272,000 |
| 255 | Morris County Savings Bank, Morristown, N.J. | 918,568,000 |
| 256 | South Boston Savings Bank, Boston | 914,395,000 |
| 257 | American Diversified Savings Bank, Costa Mesa, Calif. | 911,320,395 |
| 258 | Continental Federal Savings & Loan Assn., Fairfax, Va. | 907,628,000 |
| 259 | Eagle Savings Assn., Cincinnati | 906,493,245 |
| 260 | Mainland Savings Assn., Houston | 906,234,708 |
| 261 | United Federal Savings Bank of Iowa, Des Moines | 905,603,336 |
| 262 | Cumberland Federal Savings & Loan Assn., Louisville, Ky. | 903,254,989 |
| 263 | Mutual Savings & Loan Assn. of Wisconsin, Milwaukee | 901,280,066 |
| 264 | Hunter Savings Assn., Cincinnati | 900,000,000 |
| 265 | Queen City Savings & Loan Assn., Plainfield, N.J. | 898,415,793 |
| 266 | State Savings & Loan Assn., Lubbock, Tex. | 892,915,000 |
| 267 | Home Owners Federal Savings & Loan Assn., Boston | 889,790,000 |
| 268 | Berkeley Fed. Savings & Loan Assn., Millburn, N.J. | 885,869,560 |
| 269 | Southwest Savings & Loan Assn., Los Angeles | 884,428,580 |
| 270 | Columbia Federal Savings Bank, Queens, New York | 884,287,171 |
| 271 | Blue Valley Fed. Savings & Loan Assn., Kansas City, Mo. | 878,711,842 |
| 272 | Midwest Federal Savings Bank, Minot, N.D. | 871,704,000 |
| 273 | City Savings & Loan Assn., San Angelo, Tex. | 869,894,000 |
| 274 | Roslyn Savings Bank, N.Y. | 865,729,735 |
| 275 | Olney Savings Assn., Tex. | 865,260,000 |
| 276 | American Pioneer Savings Bank, Orlando, Fla. | 862,877,000 |
| 277 | First Federal Savings & Loan Assn., Austin, Tex. | 854,609,664 |
| 278 | Central Federal Savings, FSB, Long Beach, N.Y. | 852,504,887 |
| 279 | First American Savings Bank FSB, Greensboro, N.C. | 852,000,000 |
| 280 | Frontier Fed. Savings & Loan Assn., Ponca City, Okla. | 850,233,000 |
| 281 | First Home Federal Savings & Loan Assn., Greensboro, N.C. | 849,964,000 |
| 282 | Washington Federal S & L Assn., Washington, D.C. | 849,611,546 |
| 283 | Mutual Savings & Loan Assn., Bay City, Mich. | 848,872,146 |
| 284 | Harbor Federal Savings & Loan Assn., Fort Pierce, Fla. | 846,840,634 |
| 285 | Skokie Federal Savings & Loan Assn., Ill. | 845,100,000 |
| 286 | Murray Savings, FS&LA, Dallas | 845,070,000 |
| 287 | First Federal Savings & Loan Assn., Flourtown, Pa. | 840,440,914 |
| 288 | Mechanics & Farmers Savings Bank FSB, Bridgeport, Conn. | 835,425,215 |
| 289 | United Savings of America, FS&LA, Chicago | 834,855,230 |
| 290 | First Indiana Federal Savings Bank, Indianapolis | 834,128,000 |
| 291 | Local Federal Savings & Loan Assn., Oklahoma City | 832,608,000 |
| 292 | ComFed Savings Bank, Lowell, Mass. | 832,275,000 |
| 293 | First Fidelity Savings & Loan Assn., Orlando, Fla. | 831,797,000 |
| 294 | Springfield Institution for Savings, Mass. | 831,637,000 |
| 295 | Continental Fed. Savings & Loan Assn., Oklahoma City | 829,930,000 |
| 296 | Security Federal Savings & Loan Assn., Columbia, S.C. | 823,749,000 |
| 297 | American Savings Assn. of Kansas, FS&LA, Wichita | 815,880,000 |
| 298 | Atlantic Permanent Federal S & L Assn., Norfolk, Va. | 814,886,863 |
| 299 | Alamo Savings Assn., San Antonio, Tex. | 811,753,000 |
| 300 | Home Unity Savings & Loan Assn., Lafayette Hill, Pa. | 808,562,000 |

# Top 300 Thrifts in Geographical Order

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | | Total Deposits 6/30/85 |
|---|---|---|
| | **Alabama** | |
| 128 | First Southern Fed. Savings & Loan Assn., Mobile | 1,335,497,842 |
| 283 | City Federal Savings & Loan Assn., Birmingham | 702,896,000 |
| 298 | Alabama Federal Savings & Loan Assn., Tuscaloosa | 674,524,162 |
| | **Arizona** | |
| 32 | First Federal Savings & Loan Assn., Phoenix | 3,378,352,318 |
| 36 | Western Savings & Loan Assn., Phoenix | 3,150,300,450 |
| 118 | Southwest Savings & Loan Assn., Phoenix | 1,382,281,700 |
| 136 | Pima Savings & Loan Assn., Tucson | 1,301,750,000 |
| 152 | Home Federal Savings & Loan Assn., Tucson | 1,213,863,000 |
| 188 | Security Savings & Loan Assn., Scottsdale | 979,189,456 |
| | **Arkansas** | |
| 117 | First Federal Savings of Arkansas, FA, Little Rock | 1,388,437,000 |
| 130 | Firstsouth FA, Pine Bluff | 1,317,934,981 |
| 239 | Savers Fed. Savings & Loan Assn., Little Rock | 826,283,814 |
| | **California** | |
| 1 | Home Savings of America, FA, Irwindale | 19,347,182,000 |
| 2 | American Savings & Loan Assn., Stockton | 17,943,388,000 |
| 3 | Great Western Savings, FS&LA, Beverly Hills | 17,011,369,124 |
| 5 | California Fed. Savings & Loan Assn., Los Angeles | 12,269,774,000 |
| 6 | Glendale Federal Savings & Loan Assn. | 10,546,856,000 |
| 8 | First Nationwide Savings, FS&LA, San Francisco | 7,720,564,000 |
| 9 | World Savings, FS&LA, Oakland | 7,697,861,879 |
| 12 | Home Fed. Savings & Loan Assn. of San Diego | 7,138,044,197 |
| 16 | Imperial Savings Assn., San Diego | 5,638,885,903 |
| 17 | Gibraltar Savings, Beverly Hills | 5,537,136,504 |
| 19 | Great American First Savings Bank, San Diego | 5,072,523,000 |
| 21 | Sears Savings Bank, Glendale | 4,881,119,348 |
| 24 | Columbia Savings & Loan Assn., Beverly Hills | 4,420,978,000 |
| 25 | Coast Savings & Loan Assn., Los Angeles | 4,419,957,655 |
| 45 | Citicorp Savings, FS&LA, San Francisco | 2,876,304,228 |
| 59 | Homestead Savings, FS&LA, San Francisco | 2,305,596,000 |
| 65 | Lincoln Savings & Loan Assn., Irvine | 2,162,178,000 |
| 68 | Fidelity Federal S & L Assn., Glendale | 2,070,975,000 |
| 70 | Valley Federal S & L Assn., Van Nuys | 2,042,518,000 |
| 75 | Santa Barbara Savings & Loan Assn. | 1,980,103,000 |
| 81 | Guarantee Savings, FS&LA, Fresno | 1,904,687,000 |
| 82 | Downey Savings & Loan Assn., Costa Mesa | 1,886,470,323 |
| 85 | Beverly Hills Savings, FS&LA | 1,794,000,000 |
| 93 | Central Savings & Loan Assn., San Diego | 1,631,862,585 |
| 100 | Mercury Savings, FS&LA, Huntington Beach | 1,565,454,000 |
| 115 | San Francisco Federal Savings & Loan Assn. | 1,454,040,229 |
| 116 | Far West Savings & Loan Assn., Newport Beach | 1,422,790,000 |
| 124 | Eureka Federal Savings & Loan Assn., San Carlos | 1,352,879,000 |
| 134 | Bell Savings & Loan Assn., San Mateo | 1,312,217,000 |
| 137 | Pacific Savings Bank, Costa Mesa | 1,273,542,439 |
| 138 | Sacramento Savings & Loan Assn. | 1,272,108,394 |
| 141 | Southern California Savings, FS&LA, Beverly Hills | 1,265,912,000 |
| 178 | Bay View Fed. Savings & Loan Assn., San Mateo | 1,042,016,000 |
| 191 | Pomona First Fed. Savings & Loan Assn. | 957,519,821 |
| 197 | Union Fed. Savings & Loan Assn., Los Angeles | 946,276,974 |
| 211 | Western Fed. Savings & Loan Assn., Marina Del Rey | 902,768,449 |
| 219 | Household Bank FSB, Westminster | 883,308,000 |
| 230 | American Diversified Savings Bank, Costa Mesa | 851,997,783 |
| 257 | Butterfield Savings & Loan Assn., Temecula | 767,973,000 |
| 259 | Southwest Savings & Loan Assn., Los Angeles | 753,377,602 |
| 263 | First Federal Savings Bank of California, Santa Monica | 749,966,000 |
| | **Colorado** | |
| 56 | Midland/Western Fed. Savings & Loan Assn, Denver | 2,346,481,000 |
| 80 | Columbia Savings, FS&LA, Denver | 1,924,881,000 |
| 126 | Empire Savings Building & Loan Assn., Denver | 1,342,850,278 |
| 179 | Silverado Banking Savings & Loan Assn., Denver | 1,038,881,000 |
| 245 | Capitol Federal Savings & Loan Assn., Aurora | 801,039,650 |
| | **Connecticut** | |
| 28 | People's Bank-Bridgeport | 3,697,013,000 |
| 35 | Northeast Savings, FA, Hartford | 3,176,089,000 |
| 69 | Society for Savings, Hartford | 2,062,977,000 |
| 182 | New Haven Savings Bank | 1,003,746,400 |
| 183 | Connecticut Savings Bank, New Haven | 1,003,135,000 |
| 189 | First Federal Bank of Connecticut, New Haven | 968,392,903 |
| 213 | Banking Center, Waterbury | 898,675,000 |
| 297 | Mechanics & Farmers Savings Bank FSB, Bridgeport | 674,734,668 |
| | **Delaware** | |
| 238 | Wilmington Savings Fund Society FSB | 829,582,000 |
| | **District of Columbia** | |
| 202 | Columbia First Federal S & L Assn., Washington, D.C. | 935,756,269 |
| 229 | National Permanent Bank, FSB, Washington, D.C. | 852,237,000 |
| 275 | Washington Federal S & L Assn., Washington, D.C. | 724,568,175 |
| | **Florida** | |
| 31 | Florida Federal Savings & Loan Assn., St. Petersburg | 3,439,523,385 |
| 44 | AmeriFirst Federal Savings & Loan Assn., Miami | 2,915,638,643 |
| 47 | CenTrust Savings Bank, Miami | 2,706,334,000 |
| 60 | American Savings & Loan Assn. of Florida, Miami | 2,274,644,000 |
| 62 | Coral Gables Federal Savings & Loan Assn. | 2,245,643,181 |
| 74 | Citicorp Savings of Florida, FS&LA, Miami | 1,980,604,000 |
| 76 | Freedom Savings & Loan Assn., Tampa | 1,964,262,000 |
| 98 | Atlantic Federal S & L Assn., Fort Lauderdale | 1,585,340,000 |
| 104 | Pioneer Federal Savings & Loan Assn., Clearwater | 1,535,699,000 |
| 107 | Goldome Savings Bank, St. Petersburg | 1,525,730,368 |
| 111 | Sunrise Savings & Loan Assn., West Palm Beach | 1,496,456,000 |
| 120 | United First Fed. Savings & Loan Assn., Sarasota | 1,373,302,247 |
| 121 | Citizens Federal Savings & Loan Assn., Miami | 1,369,144,435 |
| 125 | Chase Federal Savings & Loan Assn., Miami | 1,348,604,964 |
| 127 | Fortune Federal Savings & Loan Assn., Clearwater | 1,337,487,000 |
| 156 | Hollywood Federal Savings & Loan Assn. | 1,190,533,183 |
| 160 | Home Federal Bank of Florida FSB, St. Petersburg | 1,168,943,000 |
| 161 | Financial Fed. Savings & Loan Assn., Miami Lakes | 1,168,939,920 |
| 162 | Flagler Federal Savings & Loan Assn., Miami | 1,161,792,551 |
| 174 | Security First Fed. S & L Assn., Daytona Beach | 1,074,670,283 |
| 185 | CrossLand Savings, FSLA, Bradenton | 994,619,000 |
| 192 | The First, F.A., Orlando | 954,854,791 |
| 205 | Coast Federal Savings & Loan Assn., Sarasota | 927,820,000 |
| 214 | Naples Federal Savings & Loan Assn. | 893,814,000 |
| 217 | Commonwealth Savings & Loan Assn., Ft. Lauderdale | 886,673,000 |
| 222 | First Federal Savings & Loan Assn., Jacksonville | 875,923,537 |
| 243 | Duval Fed. Savings & Loan Assn., Jacksonville | 803,729,782 |
| 271 | Ensign Bank FSB, Hialeah | 731,489,000 |
| | **Georgia** | |
| 67 | Georgia Federal Bank, FSB, Atlanta | 2,076,319,000 |
| 88 | Fulton Federal Savings & Loan Assn., Atlanta | 1,748,997,000 |
| 103 | Decatur Federal Savings & Loan Assn. | 1,540,027,000 |
| 248 | Great Southern Federal Savings Bank, Savannah | 794,425,000 |
| | **Hawaii** | |
| 148 | Honolulu Federal Savings & Loan Assn. | 1,228,821,145 |
| | **Illinois** | |
| 18 | Talman Home Federal Savings & Loan Assn., Chicago | 5,355,588,000 |
| 29 | Citicorp Savings of Illinois, FS&LA, Chicago | 3,601,793,093 |
| 84 | St. Paul Federal Bank for Savings, Chicago | 1,856,842,741 |
| 99 | Bell Federal Savings & Loan Assn., Chicago | 1,576,240,265 |
| 102 | Bloomington Federal Savings & Loan Assn. | 1,548,932,921 |
| 106 | Lyons Savings & Loan Assn., Hinsdale | 1,531,876,114 |
| 167 | Cragin Federal Savings & Loan Assn., Chicago | 1,132,165,119 |
| 172 | Pathway Financial, FA, Chicago | 1,095,175,000 |
| 186 | Horizon Federal Savings Bank, Wilmette | 986,971,000 |
| 226 | Great American Federal S & L Assn., Oak Park | 862,099,353 |
| 237 | Mid America Federal Savings & Loan Assn., Cicero | 831,457,768 |
| 249 | American Savings Bank, Springfield | 790,148,322 |
| 252 | United Savings of America, FS&LA, Chicago | 781,883,610 |
| 268 | Skokie Federal Savings & Loan Assn. | 740,500,000 |
| 281 | Standard Federal Savings & Loan Assn., Chicago | 714,427,386 |
| 300 | Olympic Federal, Berwyn | 673,606,000 |
| | **Iowa** | |
| 231 | American Fed. S & L Assn of Iowa, Des Moines | 846,539,829 |
| 285 | United Federal Savings Bank of Iowa, Des Moines | 702,187,815 |
| | **Kansas** | |
| 79 | Capitol Federal Savings & Loan Assn., Topeka | 1,934,702,000 |
| 224 | Franklin Savings Assn., Ottawa | 870,238,370 |
| 276 | People Heritage Federal S & L Assn., Marysville | 722,911,000 |
| | **Kentucky** | |
| 247 | Great Financial Federal S & L Assn., Louisville | 798,175,479 |
| 277 | Cumberland Federal Savings & Loan Assn., Louisville | 722,822,131 |
| | **Louisiana** | |
| 196 | Pelican Homestead & Savings Assn., Metairie | 948,188,000 |
| 218 | Dixie Savings & Loan Assn., New Orleans | 883,494,606 |
| | **Maine** | |
| 209 | Peoples Heritage Savings Bank, Portland | 906,816,000 |
| 215 | Maine Savings Bank, Portland | 891,402,335 |
| | **Maryland** | |
| 78 | Chevy Chase Savings & Loan Assn. | 1,950,881,000 |
| 131 | Baltimore Federal Financial, FSA | 1,316,437,000 |
| 153 | Loyola Federal Savings & Loan Assn., Baltimore | 1,198,567,779 |
| 227 | Provident Bank of Maryland, Baltimore | 861,280,000 |
| 278 | Standard Federal Savings & Loan Assn., Gaithersburg | 722,178,182 |
| | **Massachusetts** | |
| 151 | Boston Five Cents Savings Bank FSB | 1,217,990,000 |
| 158 | Mutual Bank FSB, Boston | 1,175,322,000 |
| 184 | Neworld Bank for Savings, Boston | 1,000,000,000 |
| 208 | Provident Institution for Savings, Boston | 907,068,000 |
| 251 | South Boston Savings Bank, Boston | 785,221,000 |
| 279 | Springfield Institution for Savings | 717,818,000 |
| | **Michigan** | |
| 22 | First Federal of Michigan, Detroit | 4,770,260,000 |
| 26 | Standard Federal Bank, Troy | 3,942,065,809 |
| 97 | Great Lakes Federal S & L Assn., Ann Arbor | 1,598,158,341 |
| 204 | Detroit & Northern Savings, FA, Hancock | 932,105,000 |
| 265 | First Federal Savings Bank & Trust, Pontiac | 741,578,739 |
| | **Minnesota** | |
| 39 | Twin City Federal Savings & Loan Assn., Minneapolis | 3,112,645,000 |
| 113 | Midwest Federal Savings & Loan Assn., Minneapolis | 1,486,098,121 |
| 133 | First Federal Savings & Loan Assn., Minneapolis | 1,312,394,546 |
| 147 | Minnesota Federal Savings & Loan Assn., St. Paul | 1,230,259,000 |
| | **Mississippi** | |
| 295 | Unifirst Bank for Savings FA, Jackson | 676,686,112 |
| | **Missouri** | |
| 37 | Community Federal Savings & Loan Assn., St. Louis | 3,136,894,869 |
| 52 | Farm & Home Savings Assn., Nevada | 2,481,387,212 |
| 154 | Roosevelt Federal Savings & Loan Assn., Chesterfield | 1,197,749,932 |
| 181 | St. Louis Federal Savings & Loan Assn., Clayton | 1,023,518,000 |
| 240 | Blue Valley Fed. Savings & Loan Assn., Kansas City | 819,396,944 |
| 260 | United Postal Savings Assn., St. Louis | 752,518,268 |
| | **Nebraska** | |
| 122 | Commercial Federal Savings & Loan Assn., Omaha | 1,361,274,678 |
| 176 | First Federal Savings & Loan Assn., Lincoln | 1,069,486,733 |
| 199 | American Charter Federal S & L Assn., Lincoln | 945,423,000 |
| | **Nevada** | |
| 210 | Nevada Savings & Loan Assn., Las Vegas | 903,995,000 |
| 216 | First Western Savings Assn., Las Vegas | 891,358,000 |
| | **New Jersey** | |
| 13 | City Federal Savings & Loan Assn., Elizabeth | 6,847,192,000 |
| 27 | Carteret Savings & Loan Assn., FA, Morristown | 3,830,104,000 |
| 38 | Howard Savings Bank, Newark | 3,135,174,000 |
| 61 | Hudson City Savings Bank, Paramus | 2,271,058,665 |
| 157 | Provident Savings Bank, Jersey City | 1,179,850,000 |
| 168 | Investors Savings & Loan Assn., Millburn | 1,127,267,131 |
| 190 | Collective Federal S & L Assn., Egg Harbor City | 963,009,276 |
| 200 | Lincoln Federal Savings & Loan Assn., Westfield | 944,441,600 |
| 225 | Columbia Savings & Loan Assn., Fair Lawn | 866,793,855 |

# Top 300 Thrifts in Geographical Order

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | | Total Deposits 6/30/85 |
|---|---|---|
| 232 | Morris County Savings Bank, Morristown | 844,313,000 |
| 241 | Crestmont Federal Savings & Loan Assn., Maplewood | 813,191,209 |
| 242 | Queen City Savings & Loan Assn., Plainfield | 805,807,620 |
| 273 | Jersey Shore Savings & Loan Assn., Toms River | 725,363,534 |
| 290 | Berkeley Fed. Savings & Loan Assn., Millburn | 699,394,821 |
| 296 | Security Savings & Loan Assn., Vineland | 675,690,672 |
| | **New Mexico** | |
| 166 | Albuquerque Federal Savings & Loan Assn. | 1,135,512,333 |
| 236 | Sandia Federal Savings & Loan Assn., Albuquerque | 832,854,000 |
| | **New York** | |
| 7 | Goldome FSB, Buffalo | 9,846,434,667 |
| 10 | Empire of America FSB, Buffalo | 7,364,463,000 |
| 11 | CrossLand Savings FSB, Brooklyn, New York | 7,198,948,000 |
| 14 | Dime Savings Bank of New York FSB | 6,595,843,000 |
| 15 | Anchor Savings Bank FSB, Northport | 5,810,711,016 |
| 20 | Bowery Savings Bank, New York | 4,992,399,000 |
| 23 | Dollar-Dry Dock Savings Bank, Bronx, New York | 4,462,714,000 |
| 30 | Long Island Savings Bank FSB, Syosset | 3,544,568,000 |
| 34 | First Federal Savings & Loan Assn., Rochester | 3,184,897,459 |
| 41 | Emigrant Savings Bank, New York | 3,084,658,104 |
| 43 | American Savings Bank FSB, New York | 3,039,754,000 |
| 49 | Manhattan Savings Bank, New York | 2,626,202,198 |
| 53 | Seamen's Bank for Savings FSB, New York | 2,429,496,000 |
| 58 | Williamsburgh Savings Bank, Brooklyn, New York | 2,307,157,838 |
| 63 | Green Point Savings Bank, Brooklyn, New York | 2,225,513,750 |
| 64 | Rochester Community Savings Bank | 2,209,019,000 |
| 66 | Lincoln Savings Bank FSB, Brooklyn, New York | 2,078,810,377 |
| 71 | Greater New York Savings Bank, New York | 2,033,194,198 |
| 77 | East River Savings Bank, New York | 1,961,733,401 |
| 86 | Astoria Federal Savings & Loan Assn., Queens, New York | 1,770,621,055 |
| 96 | Albany Savings Bank FSB | 1,612,846,638 |
| 105 | Apple Bank For Savings, New York | 1,534,302,000 |
| 150 | Peoples Westchester Savings Bank, Tarrytown | 1,219,182,000 |
| 155 | East New York Savings Bank, New York | 1,196,061,167 |
| 164 | Syracuse Savings Bank | 1,137,903,516 |
| 165 | Onondaga Savings Bank, Syracuse | 1,137,084,000 |
| 169 | Jamaica Savings Bank FSB, Lynbrook | 1,123,952,688 |
| 170 | Independence Savings Bank, Brooklyn, New York | 1,122,997,758 |
| 171 | Columbia Banking Federal S & L Assn., Rochester | 1,100,963,000 |
| 173 | Fidelity New York, FA, Floral Park | 1,084,204,871 |
| 206 | Ridgewood Savings Bank, Queens, New York | 923,943,627 |
| 221 | Hamburg Savings Bank, Brooklyn, New York | 879,693,120 |
| 223 | Roosevelt Savings Bank, Garden City | 874,645,193 |
| 253 | Eastern Savings Bank, Scarsdale | 777,200,403 |
| 254 | Columbia Federal Savings Bank, Queens, New York | 776,248,077 |
| 269 | Westchester Federal Savings Bank, New Rochelle | 740,086,804 |
| 272 | Roslyn Savings Bank | 728,217,670 |
| 274 | Queens County Savings Bank, Queens, New York | 724,794,327 |
| 292 | Central Federal Savings, FSB, Long Beach | 691,500,590 |
| 293 | Richmond Hill Savings Bank, Floral Park | 689,672,000 |
| | **North Carolina** | |
| 256 | First American Savings Bank FSB, Greensboro | 772,000,000 |
| 270 | First Home Federal Savings & Loan Assn., Greensboro | 733,944,000 |
| | **North Dakota** | |
| 180 | Metropolitan Federal Bank FSB, Fargo | 1,029,260,000 |
| | **Ohio** | |
| 57 | Transohio Savings Bank, FSB, Cleveland | 2,341,093,000 |
| 92 | Citizens Federal Savings & Loan Assn., Dayton | 1,702,839,223 |
| 95 | Broadview Savings & Loan Co., Cleveland | 1,617,416,000 |
| 123 | Cardinal Federal Savings Bank, Cleveland | 1,355,025,196 |
| 129 | Ohio Savings Assn., Cleveland | 1,329,326,000 |
| 142 | Third Federal Savings & Loan Assn., Cleveland | 1,262,202,490 |
| 144 | Gem Savings Assn., Dayton | 1,249,806,557 |
| 177 | First Federal Savings & Loan Assn., Toledo | 1,053,674,368 |
| 193 | Mid-America Federal Savings & Loan Assn., Columbus | 954,368,000 |
| 195 | Diamond Savings & Loan Co., Findlay | 950,592,336 |
| 201 | Buckeye Federal Savings & Loan Assn., Columbus | 943,131,463 |
| 212 | State Savings Bank, Columbus | 898,935,382 |
| 235 | First Federal Savings Bank, Cleveland | 835,629,535 |
| 244 | Eagle Savings Assn., Cincinnati | 802,304,860 |
| 282 | Equitable Federal Savings & Loan Assn., Lancaster | 706,018,000 |
| 289 | Hunter Savings Assn., Cincinnati | 700,000,000 |
| | **Oklahoma** | |
| 149 | Sooner Federal Savings & Loan Assn., Tulsa | 1,221,747,000 |
| 284 | Frontier Fed. Savings & Loan Assn., Ponca City | 702,786,000 |

| Rank 6/30/85 | | Total Deposits 6/30/85 |
|---|---|---|
| | **Oregon** | |
| 51 | Benjamin Franklin Federal S & L Assn., Portland | 2,490,367,959 |
| 112 | Far West Federal Bank, Portland | 1,494,873,000 |
| | **Pennsylvania** | |
| 4 | PSFS, Philadelphia | 12,506,138,000 |
| 40 | Atlantic Financial Federal, Bala Cynwyd | 3,095,596,000 |
| 73 | Dollar Bank FSB, Pittsburgh | 2,004,250,686 |
| 83 | First Federal Savings & Loan Assn., Pittsburgh | 1,884,729,981 |
| 89 | Hill Financial Savings Assn., Red Hill | 1,727,600,619 |
| 101 | Beneficial Savings Bank, Philadelphia | 1,556,061,000 |
| 140 | Germantown Savings Bank, Bala Cynwyd | 1,268,994,744 |
| 143 | Horizon Financial, FA, Southampton | 1,250,908,000 |
| 175 | Landmark Savings Assn., Pittsburgh | 1,072,875,000 |
| 233 | Commonwealth Federal S & L Assn., Norristown | 843,152,000 |
| 299 | Home Unity Savings & Loan Assn., Lafayette Hill | 673,853,000 |
| | **Puerto Rico** | |
| 250 | First Federal Savings Bank, Santurce | 786,156,775 |
| | **Rhode Island** | |
| 90 | Old Stone Bank FSB, Providence | 1,715,735,000 |
| 187 | Citizens Savings Bank FSB, Providence | 983,633,118 |
| | **South Carolina** | |
| 135 | First Federal Savings & Loan Assn., Greenville | 1,304,342,192 |
| 258 | American Federal Bank FSB, Greenville | 762,188,000 |
| 262 | Security Federal Savings & Loan Assn., Columbia | 750,213,000 |
| | **Tennessee** | |
| 132 | Leader Federal Savings & Loan Assn., Memphis | 1,313,160,016 |
| 266 | Fidelity Federal Savings & Loan Assn., Nashville | 741,368,912 |
| 286 | Metropolitan Federal S & L Assn., Nashville | 701,077,891 |
| 294 | Home Federal Savings Bank of Tennessee, Knoxville | 679,512,923 |
| | **Texas** | |
| 42 | Gibraltar Savings Assn., Houston | 3,058,489,000 |
| 48 | United Savings Assn., Houston | 2,646,076,000 |
| 50 | First Texas Savings Assn., Dallas | 2,514,001,755 |
| 54 | Sunbelt Savings Assn., Dallas | 2,372,372,000 |
| 55 | University Savings Assn., Houston | 2,369,938,930 |
| 87 | Dallas Federal Savings & Loan Assn. | 1,756,878,383 |
| 94 | San Antonio Savings Assn. | 1,622,287,711 |
| 108 | Lamar Savings Assn., Austin | 1,517,911,000 |
| 109 | San Jacinto Savings Assn., Houston | 1,511,819,000 |
| 110 | Benjamin Franklin Savings Assn., Houston | 1,510,766,806 |
| 114 | Independent American Savings Assn. Irving | 1,467,058,000 |
| 119 | Bright Banc Savings Assn., Dallas | 1,375,247,000 |
| 139 | Gill Savings Assn., Hondo | 1,269,881,889 |
| 159 | Guardian Savings & Loan Assn., Dallas | 1,169,146,000 |
| 163 | Western Savings Assn., Gatesville | 1,141,398,000 |
| 198 | Guaranty Federal Savings & Loan Assn., Galveston | 945,585,000 |
| 203 | Commonwealth Savings Assn., Houston | 934,485,992 |
| 207 | Vernon Savings & Loan Assn. | 909,014,311 |
| 228 | City Savings & Loan Assn., San Angelo | 857,263,000 |
| 234 | State Savings & Loan Assn., Lubbock | 837,006,000 |
| 255 | Mainland Savings Assn., Houston | 772,147,439 |
| 267 | Murray Savings, FS&LA, Dallas | 740,990,000 |
| 280 | First Federal Savings & Loan Assn., Austin | 717,784,983 |
| 287 | Commodore Savings Assn., Stamford | 700,305,000 |
| 288 | Commerce Savings Assn., Dallas | 700,304,747 |
| | **Utah** | |
| 72 | American Savings & Loan Assn., Salt Lake City | 2,023,784,000 |
| | **Virginia** | |
| 46 | Perpetual American Bank, FSB, McLean | 2,774,858,814 |
| 146 | Dominion Federal Savings & Loan Assn., McLean | 1,236,974,515 |
| 261 | Continental Federal Savings & Loan Assn., Fairfax | 752,444,000 |
| | **Washington** | |
| 33 | Washington Mutual Savings Bank, Seattle | 3,213,263,000 |
| 91 | Pacific First Federal Savings Bank, Tacoma | 1,712,570,626 |
| 264 | Washington Federal Savings & Loan Assn., Seattle | 744,668,000 |
| 291 | Capital Savings Bank FA, Olympia | 694,151,000 |
| | **Wisconsin** | |
| 145 | Security Savings & Loan Assn., Milwaukee | 1,246,413,893 |
| 194 | First Savings Association of Wisconsin, Milwaukee | 951,606,825 |
| 220 | Anchor Savings & Loan Assn., Madison | 879,810,260 |
| 246 | Mutual Savings & Loan Assn. of Wisconsin, Milwaukee | 798,569,911 |

# Summary of Thrift Survey Findings

Compiled by *American Banker* Copyright 1985

## The Top 10 Deposit Gainers Among the Top 300 Thrifts

| | (Dollar Amounts in Millions) | Deposits 6/30/85 | Deposits 12/31/84 | Percent Increase | Thrift Rank |
|---|---|---|---|---|---|
| 1 | Sunbelt Savings Assn., Dallas | 2,372.4 | 1,190.4 | 99.3 | 54 |
| 2 | Hunter Savings Assn., Cincinnati | 700.0 | 455.9 | 53.5 | 289 |
| 3 | Guaranty Fed. Savings & Loan Assn., Galveston, Tex. | 945.6 | 616.7 | 53.3 | 198 |
| 4 | Sandia Fed. Savings & Loan Assn., Albuquerque, N.M. | 832.9 | 544.7 | 52.9 | 236 |
| 5 | Household Bank FSB, Westminster, Calif. | 883.3 | 587.3 | 50.4 | 219 |
| 6 | Silverado Banking Savings & Loan Assn., Denver | 1,038.9 | 705.5 | 47.3 | 179 |
| 7 | Great American First Savings Bank, San Diego, Calif. | 5,072.5 | 3,559.0 | 42.5 | 19 |
| 8 | Murray Savings, FS&LA, Dallas | 741.0 | 522.1 | 41.9 | 267 |
| 9 | Independent American Savings Assn., Irving, Tex. | 1,467.1 | 1,043.8 | 40.5 | 114 |
| 10 | First Federal Savings & Loan Assn., Austin, Tex. | 717.8 | 527.3 | 36.1 | 280 |

## The Top 10 Net Worth-to-Assets Ratios Among the Top 300

| | (Dollar Amounts in Millions) | Net Worth 6/30/85 | Assets 6/30/85 | Percent % | Deposit Rank |
|---|---|---|---|---|---|
| 1 | Citicorp Savings of Florida, FS&LA, Miami | 919.6 | 3,192.6 | 28.80 | 74 |
| 2 | Citicorp Savings, FS&LA, San Francisco | 812.2 | 4,173.1 | 19.46 | 45 |
| 3 | Citizens Savings Bank, Providence, R.I. | 226.9 | 1,230.1 | 18.45 | 187 |
| 4 | Citicorp Savings of Illinois, FS&LA, Chicago | 662.8 | 4,445.0 | 14.91 | 29 |
| 5 | Washington Fed. Savings & Loan Assn., Seattle | 126.9 | 1,015.2 | 12.50 | 264 |
| 6 | Jamaica Savings Bank FSB, Lynbrook, N.Y. | 140.7 | 1,291.1 | 10.90 | 169 |
| 7 | South Boston Savings Bank, Boston | 88.7 | 914.4 | 9.70 | 251 |
| 8 | Gibraltar Savings Assn., Houston | 385.4 | 4,201.0 | 9.17 | 42 |
| 9 | Midland/Western Fed. Savings & Loan Assn., Denver | 282.5 | 3,112.7 | 9.08 | 56 |
| 10 | Springfield Institution for Savings, Mass. | 73.4 | 831.6 | 8.83 | 279 |

## The 10 Largest Deposit Losers Among the Top 300 Thrifts

| | (Dollar Amounts in Millions) | Deposits 6/30/85 | Deposits 12/31/84 | Percent Decrease | Thrift Rank |
|---|---|---|---|---|---|
| 1 | Beverly Hills Savings, FS&LA | 1,794.0 | 2,297.2 | 21.9 | 85 |
| 2 | California Fed. Savings & Loan Assn., Los Angeles | 12,269.8 | 14,283.6 | 14.1 | 5 |
| 3 | Gibraltar Savings, Beverly Hills | 5,537.1 | 6,382.9 | 13.3 | 17 |
| 4 | American Savings & Loan Assn., Stockton, Calif. | 17,943.4 | 20,326.6 | 11.7 | 2 |
| 5 | Sooner Fed. Savings & Loan Assn., Tulsa, Okla. | 1,221.7 | 1,320.0 | 7.4 | 149 |
| 6 | Coast Savings & Loan Assn., Los Angeles | 4,420.0 | 4,702.5 | 6.0 | 25 |
| 7 | Pacific Savings Bank, Costa Mesa, Calif. | 1,273.5 | 1,354.0 | 5.9 | 137 |
| 8 | Citicorp Savings of Florida, FS&LA, Miami | 1,980.6 | 2,105.3 | 5.9 | 74 |
| 9 | American Savings & Loan of Florida, Miami | 2,274.6 | 2,416.0 | 5.9 | 60 |
| 10 | Dollar Bank FSB, Pittsburgh | 2,004.3 | 2,127.1 | 5.8 | 73 |

## The 10 Lowest Net Worth-to-Asset Ratios Among the Top 300

| | (Dollar Amounts in Millions) | Net Worth 6/30/85 | Assets 6/30/85 | Percent % | Deposit Rank |
|---|---|---|---|---|---|
| 1 | Central Federal Savings, FSB, Long Beach, N.Y. | 4.4 | 852.5 | 0.51 | 292 |
| 2 | Central Savings & Loan Assn., San Diego, Calif. | 15.0 | 2,339.7 | 0.64 | 93 |
| 3 | Lincoln Savings Bank FSB, Brooklyn, New York | 17.7 | 2,287.4 | 0.77 | 66 |
| 4 | Williamsburgh Savings Bank, Brooklyn, New York | 22.8 | 2,448.7 | 0.93 | 58 |
| 5 | Horizon Federal Savings Bank, Wilmette, Ill. | 11.7 | 1,136.3 | 1.03 | 186 |
| 6 | Lincoln Fed. Savings & Loan Assn., Westfield, N.J. | 13.2 | 1,264.9 | 1.04 | 200 |
| 7 | Bowery Savings Bank, New York | 56.0 | 5,321.3 | 1.05 | 20 |
| 8 | American Savings & Loan Assn., Stockton, Calif. | 303.0 | 27,731.3 | 1.09 | 2 |
| 9 | City Fed. Savings & Loan Assn., Birmingham., Ala. | 9.0 | 803.5 | 1.12 | 283 |
| 10 | American Savings Bank, Springfield, Ill. | 11.8 | 1,040.6 | 1.14 | 249 |

## State Totals of the Top 300 Thrifts

| No. of Thrifts | | Total Deposits | No. of Thrifts | | Total Deposits | No. of Thrifts | | Total Deposits |
|---|---|---|---|---|---|---|---|---|
| 3 | Alabama | $2,712,918,004 | 2 | Louisiana | 1,831,682,606 | 16 | Ohio | 18,702,362,410 |
| 6 | Arizona | 11,405,736,924 | 2 | Maine | 1,798,218,335 | 2 | Oklahoma | 1,924,533,000 |
| 3 | Arkansas | 3,532,655,795 | 5 | Maryland | 6,049,343,961 | 2 | Oregon | 3,985,240,959 |
| 41 | California | 169,074,480,437 | 6 | Massachusetts | 5,803,419,000 | 11 | Pennsylvania | 27,884,159,030 |
| 5 | Colorado | 7,454,132,928 | 5 | Michigan | 11,984,167,889 | 1 | Puerto Rico | 786,156,77515 |
| 8 | Connecticut | 13,484,762,971 | 4 | Minnesota | 7,141,396,667 | 2 | Rhode Island | 2,699,368,118 |
| 1 | Delaware | 829,582,000 | 1 | Mississippi | 676,686,112 | 3 | South Carolina | 2,816,743,192 |
| 3 | District of Columbia | 2,512,561,444 | 6 | Missouri | 9,411,465,225 | 4 | Tennessee | 3,435,119,742 |
| 28 | Florida | 41,932,215,270 | 3 | Nebraska | 3,376,184,411 | 25 | Texas | 35,418,157,946 |
| 4 | Georgia | 6,159,768,000 | 2 | Nevada | 1,795,353,000 | 1 | Utah | 2,023,784,000 |
| 1 | Hawaii | 1,228,821,145 | 15 | New Jersey | 25,728,651,383 | 3 | Virginia | 4,764,277,329 |
| 16 | Illinois | 24,079,706,692 | 2 | New Mexico | 1,968,366,333 | 4 | Washington | 6,364,652,626 |
| 2 | Iowa | 1,548,727,644 | 40 | New York | 98,842,637,512 | 4 | Wisconsin | 3,876,400,889 |
| 3 | Kansas | 3,527,851,370 | 2 | North Carolina | 1,505,944,000 | | | |
| 2 | Kentucky | 1,520,997,610 | 1 | North Dakota | 1,029,260,000 | | **Totals for Top 300 Thrifts** | **$584,628,650,684** |

## Breakdown of Top 300 Thrifts by Charter Type

| | *— Savings & Loans —* | | | *—Savings Banks —* | | |
|---|---|---|---|---|---|---|
| *Date* | *Total Number* | *Mutual S&Ls* | *Stock S&Ls* | *Total Number* | *Mutual Sav Bks.* | *Stock Sav Bks.* |
| June 30, 1985 | 207 | 98 | 109 | 93 | 68 | 25 |
| Dec. 31, 1984 | 205 | 105 | 100 | 95 | 71 | 24 |
| June 30, 1984 | 209 | 116 | 93 | 91 | 71 | 20 |
| Dec. 31, 1983 | 207 | 123 | 84 | 93 | 80 | 13 |

## Breakdown of Top 300 Thrifts by Deposit Insurer

| *Date* | *FDIC* | *FSLIC* | *State* |
|---|---|---|---|
| June 30, 1985 | 56 | 246 | 0 |
| Dec. 31, 1984 | 57 | 242 | 1 |
| June 30, 1984 | 65 | 234 | 1 |
| Dec. 31, 1983 | 65 | 233 | 2 |

# American

The Daily Financial Services Newspaper

VOL. CL NO. 164 Thursday, August 22, 1985 150th Year

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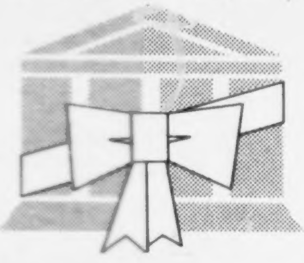
## TODAY

AN AMERICAN BANKER
SPECIAL REPORT



**Stable and Falling:** The number of new state thrifts that opened for business in the first half of this year — 34 — was the same as in 1984, but the number of new commercial bank openings declined to 149 in the first half of this year, from 183 the year before, according to an *American Banker* survey of new financial institutions... 9

**Who Opened Up in the First Half**... 10

**Profiles:** New banks range from the one born in a log cabin in Clearwater River Valley, Mont., to an infant institution in cosmopolitan Miami, Fla. In between is a labor-owned bank in Albuquerque, N.M.......... 16

**PRICEY MARKET:** If Security Pacific Corp.'s experience is any indication, out-of-state banks seeking to acquire institutions in Arizona will likely find the prices dear............ 1

**HIGH WIRE ACT:** Confidence men posing as Federal Reserve employees have been telephoning banks and corporations trying to get information to initiate fraudulent wire transfers.......... 1

**CENTENNIAL SEIZURE:** Regulators seized control of Centennial Savings and Loan Association, Santa Rosa, Calif., and began an investigation...1

**OLIGOPOLISTS?** Citicorp accused the securities industry of trying to "protect its extraordinarily profitable oligopoly."........ 2

**INTERNATIONAL BRIEFING:** Brazil's bank advisory committee agreed to recommend to the country's 700 international bank creditors an extension for trade and interbank facilities........ 2

**SPECIALIZED FUNDS:** Fidelity Investments will add seven new mutual funds, each with a portfolio of stocks from a specific industry...... 2

**WESTSIDE LOSS:** Westside Bancorp., Seattle, reported a loss of $32.7 million for the quarter ended June 30, leaving the thrift holding company with a negative net worth of $29.5 million........ 3

**COMMUNITY S&L UPDATE:** Community Savings & Loan Association officers and its Epic real estate subsidiaries continued to negotiate with potential buyers or merger partners........ 3

**In the News**........ 3

**What Analysts Say**........ 3

**COMMENT:** Fifty years ago this week, the Banking Act of 1935 transformed the Federal Reserve into a true central bank........ 4

**BACK PAGE:** Flying got Dick Smart into banking........ 24

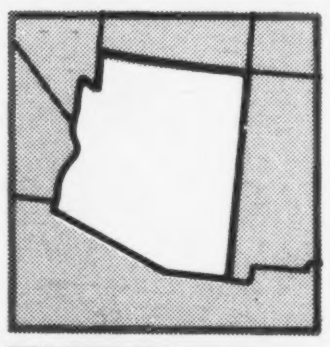
**Numero Uno**........ 24

# Arizona Banks Likely to Be Costly

## Security Pacific's Purchase Heralds Seller's Market in Hot Clime

By BART FRAUST

The acquisition cannot be completed for another 14 months, but Security Pacific Corp. believes that by the time it gets to Phoenix, Arizona Bancwest Corp. will be waiting.



ARIZONA

And why shouldn't it wait? There's $480 million in cash — worth well over twice its book value and 20 times its 1984 earnings — payable to Arizona Bancwest shareholders when the Los Angeles banking giant arrives in Phoenix.

High entry fees are likely to be the norm in Arizona for a variety of reasons, including:

- A liberal interstate banking law that opens Arizona banks for bidding to banks from anywhere in the United States.
- A robust economy.
- The scarcity of banks in the state.
- A favorable earnings outlook for Arizona's largest bank holding companies.

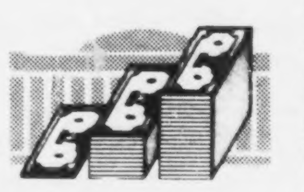
This is the second acquisition of a large Arizona depository institution in the last

➸ Arizona: Page 18

# Board Vows to Aid Criminal Probes Following Seizure of California S&L

By ROBERT LUKE

LOS ANGELES — Federal Home Loan Bank Board officials said they will cooperate with state and federal law enforcement agencies in any investigation of possible criminal violations at Centennial Savings and Loan Association in Santa Rosa, Calif., which regulators seized late Tuesday.



Thrifts

The Bank Board also announced plans to conduct its own probe of the $404.6 million-asset thrift to determine if lawsuits should be brought to recover losses sustained by the Federal Savings and Loan Insurance Corp. when the institution collapsed.

Regulators said an examination of the association, which is still under way, revealed many federal regulation violations, including violation of the limit on loans to one customer.

Centennial Savings is the latest in a string of troubled thrifts seized by federal regulators in recent months. Last week, a Bank Board official said the agency was trying to speed up the process of taking action against about 50 institutions that are insolvent or only marginally solvent.

Centennial also is the sixth insolvent institution this year that has been handled under the Bank Board's new policy of management consignment. Under this procedure, the Bank Board has chartered a new federal mutual association of the same name to take over the failed institution and resume operations.

At the same time, the FSLIC has hired a team of managers from Great Western Savings and Loan Association, Beverly Hills, to handle Centennial's

➸ Centennial: Page 23

# Fed Warning On West Coast Wire Fraud

## Says Con Artists Phone Firms To Get Access to Secret Data

By TOM FERRIS

NEW YORK — Con artists posing as Federal Reserve employees have been telephoning banks and corporations trying to get information to initiate fraudulent wire transfers, the Federal Reserve Bank of San Francisco has warned.

A letter sent last week to banks in its district revealed that several attempts to get secret data were made in recent months.

"We must be alert to all efforts to penetrate" funds-transfer systems, the San Francisco Fed wrote.

In some cases, callers claiming to work for the Fed asked corporate officers for passwords and other information needed to authorize funds transfers over the telephone, the letter said. Other times, someone identifying himself as a branch officer telephoned a bank's wire-transfer department to request a funds transfer from the head office to a valid account in another district.

None of the fraudulent attempts was successful, said Richard T. Griffith, first vice president of the San Francisco Fed, in a telephone interview. He said he was not aware of any arrests, but noted that the Federal Bureau of Investigation is probing the incidents.

Schemes to send fraudulent wire transfers are not rare, Mr. Griffith said. But between May and July, "we became aware of four or five attempts, and that is more than usual."

The common thread was the ruse of posing as a Fed employee. Telephone callers, claiming to be installing an ad-

➸ Alert: Page 6

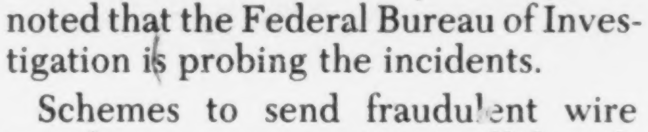
"There is nothing sinister in so arranging one's affairs to keep taxes as low as possible. Everybody does so, rich and poor; and all do right, for nobody owes any public duty to pay more than the law demands: taxes are enforced exactions, not voluntary contributions. To demand more in the name of morals is mere cant."

Judge Learned Hand

NUVEEN

John Nuveen & Co. Incorporated, Investment Bankers
Chicago, New York and Principal Cities

Indianapolis' past has a future.



Two Indianapolis landmarks, Circle Theatre and Union Station, have bright futures thanks to the Regional Center Planning Committee's guidelines for downtown development. The key to the Center's progress stems from citizen participation in the downtown planning process. This public/private partnership is responsible for the stimulation of downtown revitalization, a factor in our city winning the All America City Award. Indiana's largest bank, American Fletcher, is proud to be a part of Indianapolis, planning for tomorrow today.

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INDIANAPOLIS

AN AMERICAN BANKER SPECIAL REPORT

PULL OUT AND SAVE

# Rate of State Thrift Openings Stable, But Commercial Bank Start-Ups Fall

## *Insurance Moratorium Is No Deterrent; Comptroller's Denial Rate Is Up*

By MARK BASCH

NEW YORK

DESPITE A MORATORIUM on deposit insurance applications for state-chartered thrift institutions in Florida, California, and Texas, the number of new state thrifts that opened for business in the first half of this year was the same as in 1984.

Meanwhile, the number of new commercial bank openings declined to 149 in the first half of this year, from 183 the year before, according to an *American Banker* survey of new financial institutions.

The survey shows that that 34 new state-chartered thrifts opened up in the first six months of 1985, the same as in the year-earlier period. In addition, 13 new federally chartered thrifts opened in 1985, compared with only four a year earlier.

In the three states affected by the moratorium, only California had fewer state thrift openings this year. Twelve new savings institutions opened in California, down from 19 in the first half of 1984.

But seven new state-chartered thrifts opened in Texas this year, up from two the year before. And Florida had five new state-chartered savings institutions, up from three in 1984.

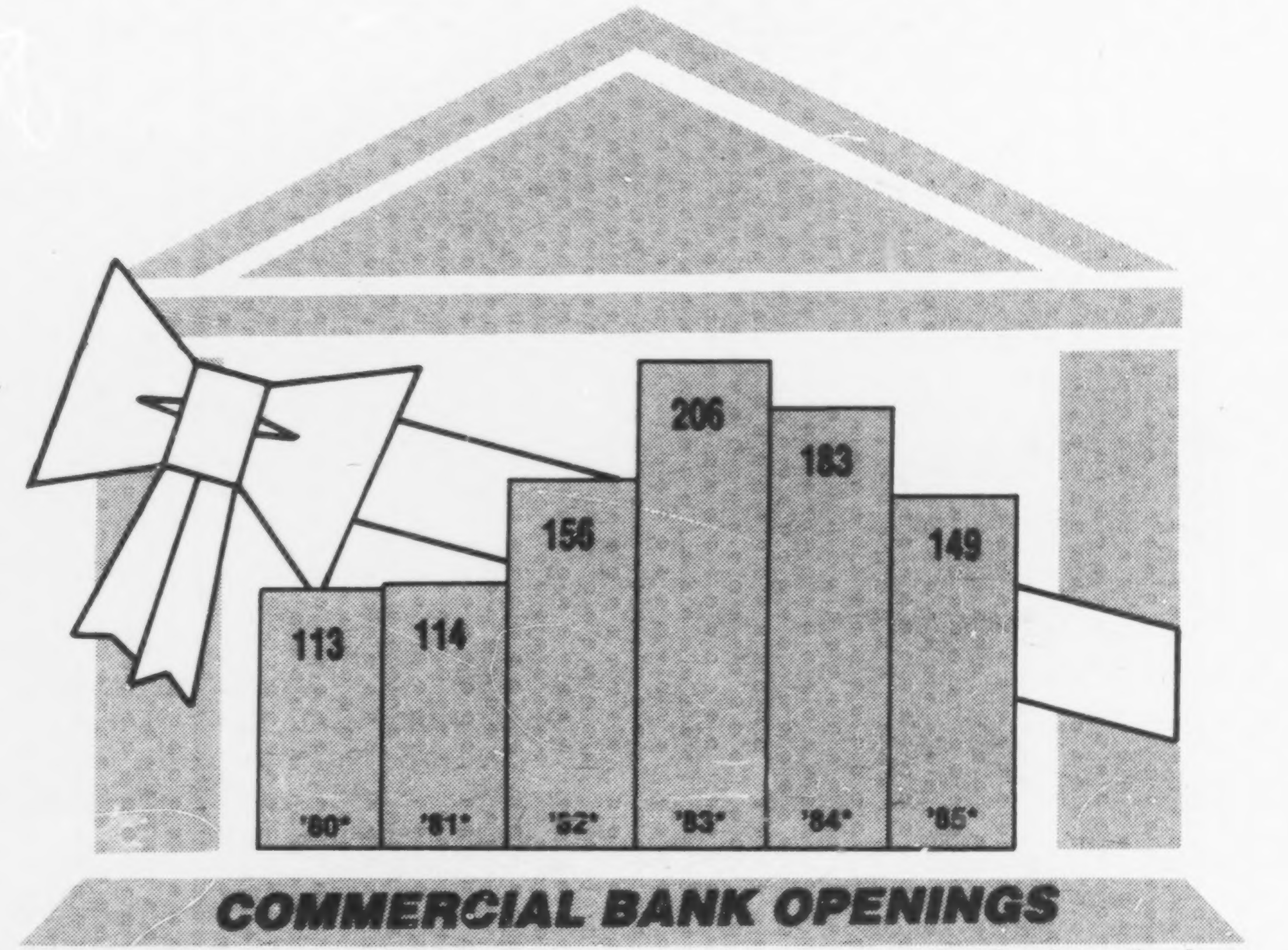
Earlier this year, the Federal Home Loan Bank Board stopped processing deposit insurance applications for new state-chartered thrifts in the three states in a dispute over state examinations of the new thrifts. The Bank Board has reached agreements with state regulators in Florida and Texas that ended the moratorium, but no agreement has been announced in California.

But even if the moratorium is lifted, California might still see a slowdown in new state-chartered savings and loans. "I seriously have my doubts that it will make a lot of difference," said Ronald B. Matson, a Los Angeles savings and loan consultant.

Mr. Matson said that, although there is a huge backlog of thrift applications in California, "over one-half of the new charter [applications] are inactive."

He said that as of May 30 there were 68 new charter applications pending in the state; 64 that had been approved by the state but had not been submitted to the Bank Board for approval of deposit insurance; 45 awaiting approval for insurance by the Bank Board, and 18 that had received conditional approval for insurance, but had not opened.

Most of the new federally chartered thrift openings this year have been in the Bank Board's southeast district, where nine new federal institutions opened. This included six new federally chartered institutions in Florida.



*for first six months of year

***The downward part of the cycle actually began last year. The number of new bank openings declined from 206 in the first half of 1983 to 183 in the same period in 1984. Previous to that, the number of openings had increased each year since 1980.***

The pace of new commercial bank openings has been decreasing this year, led by a slowdown in Texas, home of nearly half the new federally chartered commercial banks in recent years. "About a month ago, they hit a stone wall," said John B. Sartain, a Dallas consultant who specializes in new banks.

Forty-six new national banks opened in Texas, compared with 61 in 1984, while nine new state banks opened, up from seven the year before.

Florida was second in new commercial bank openings with 19, up from 18 the year before. California was third with 12 new banks, down from 27 in 1984.

One of the reasons for the lower number of openings is that the rate of application denials by the Comptroller of the Currency has increased, Mr. Sartain said.

He said that the denial rate in the Comptroller's southwest district has been about 40% this year, up from 23% last year. That figure is significantly higher than the 1982 denial rate of 1.5%, and the 1983 rate of 9.7%.

Nationally, the denial rate has been about 22% this year.

"The Comptroller's office is worried about new banks," he said. "A large number of banks formed in the last three or four years have gotten in trouble."

In examining new bank applications, the Comptroller's office has been more careful in checking on the people applying for new banks and on whether the area may be already overbanked, he said.

Mr. Matson also points out that many of problem thrift institutions turn out to be new institutions. In a recent report, he said, "it has been cited that 60% of the current significant regulatory problems in California result from associations that were either chartered or experienced a change of control in the 1980s."

Mr. Sartain does not see the increase in denials for commercial banks as a temporary trend. "I think it's in the wind for quite awhile," he said.

### A Cyclical Theory

Deborah Bateman, a Phoenix consultant on new banks, sees the decline in new bank openings as part of a cyclical trend. While the number of new banks increased each year from 1980 to 1984, Ms. Bateman said de novo activity is on a downswing that may not turn around until 1990.

"As the number of new banks increase, the market becomes saturated," Ms. Bateman said. "Investors become less available," and "good CEOs may not be available."

"On the downside [of the cycle], you've got your mergers and acquisitions," rather than new bank activity, she said.

The downward part of the cycle actually began last year. The number of new bank openings declined from 206 in the first half of 1983 to 183 in the same period in 1984. Previous to that, the number of openings had increased each year since 1980.

Ms. Bateman said the current down cycle may last five to seven years, and then de novo activity will "start all over again."

New credit union activity is also on a downswing this year. The number of new credit unions chartered by the National Credit Union Administration declined sharply to 16 in the first six months of this year, compared with 57 in the first half of 1984.

JoAnn Ewalt, spokeswoman for the NCUA, said the decline can be attributed to a lack of need for new credit unions. "People have greater latitude in joining other credit unions," she said. "In many cases, there's no need to start up a new one." ■

## List Drawn from Governmental, Private Data Sources

The *American Banker* listing of new financial institutions was compiled from several sources:

The commercial bank listings were drawn from data supplied by the Comptroller of the Currency, the Federal Reserve Board, state banking departments, and individual new banks.

The thrift listings were compiled from data supplied by the Federal Home Loan Bank Board, state savings and loan departments, and individual new thrifts.

The credit union listing was compiled from data published by the National Credit Union Administration.

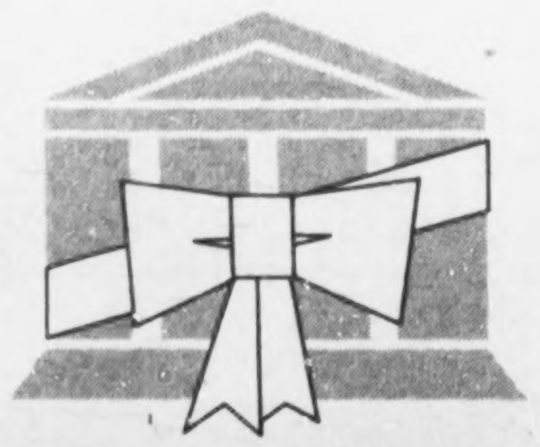
The institutions are listed by name and city. The second line of the listing has the mailing address, followed by the zip code. The third line has the name of an officer of the institution, followed by the telephone number.

The *American Banker* will continue to publish listings of new financial institutions periodically. While every effort is made to compile as complete a list as possible from sources listed above, some institutions may be missed.

Any new institutions that wish to be included in future listings, or institutions that were missed in this listing, should send the following information to the *American Banker:* name of the bank, address, phone number, date opened, initial capitalization, and the name of the bank president.

The information should be sent to: Mark Basch, Staff Writer, *American Banker,* One State Street Plaza, New York, N.Y., 10004.

**— Joseph F. Perez contributed to the research for this listing.**



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AN AMERICAN BANKER SPECIAL REPORT

# Who Opened Bank Doors in First Half of 1985

| Alabama | Date Opened | Initial Capital |
|---|---|---|
| **New South Federal Savings Bank,** Irondale<br>2000 Crestwood Blvd, 35210<br>A. Winston Porter, president, (205) 951-1000 | April 16 | $3,000,000 |
| **Valley State Bank,** Russellville<br>Box 1234, 35653<br>Dennis Upchurch, president, (205) 332-3600 | April 1 | $1,500,000 |

| Arizona | Date Opened | Initial Capital |
|---|---|---|
| **Columbia Bank,** Avondale<br>11 West Van Buren, 85323<br>Ben de St. Croix, president, (602) 932-1155 | March 18 | $2,000,000 |
| **First Business Bank,** Phoenix<br>2828 North Central Ave., 85004<br>Jack Wertheim, president, (602) 266-2600 | April 15 | $4,630,000 |
| **Sentinel Savings & Loan Association,** Phoenix<br>5055 N. 32nd St., 85018<br>David A. Dennerline, president, (602) 957-9579 | Jan. 2 | $4,200,000 |
| **Union Savings & Loan Association,** Phoenix<br>1846 E. Camelback Rd.<br>M. Elliot Riviere, president, (602) 274-1000 | March 20 | $3,000,000 |
| **Fidelity Bank,** Scotsdale<br>7139 East Shey Blvd., 85254<br>Tom Nachod, president, (602) 951-9600 | June 3 | $2,600,000 |
| **Tuscon Savings & Loan,** Tucson<br>6298 E. Grant Rd., 85712<br>Don Kroh, president, (602) 721-9334 | Jan. 14 | $3,000,000 |

| Arkansas | Date Opened | Initial Capital |
|---|---|---|
| **First National Bank,** Clinton<br>Highway 65B and 65N<br>John F. Peterson, president, (501) 745-8200 | April 8 | $1,300,000 |

| California | Date Opened | Initial Capital |
|---|---|---|
| **Eastern Savings Bank,** Alhambra<br>328 W. Valley Blvd., 91803<br>Richard A. Arthur, president, (818) 308-9388 | March 25 | $2,000,000 |
| **Stockdale Savings and Loan Association,** Bakersfield<br>5151 Stockdale Highway, 93309<br>Charles White, president, (805) 833-9394 | Feb. 23 | $2,000,000 |
| **California Professional Savings and Loan Association,** Beverly Hills<br>8601 Wilshire Blvd., 90211<br>William Powell, president, (213) 657-0901 | April 18 | $2,547,000 |
| **Burlingame Bank and Trust Co.,** Burlingame<br>350 Primrose Rd.<br>Jeffrey W. Gardiner, president, (415) 348-2500 | March 28 | $4,250,000 |
| **Seapointe Savings and Loan Association,** Carlsbad<br>2504 El Camino Real, Suite C, 92008<br>Stan Reed, president, (619) 729-0994 | April 18 | $3,020,750 |
| **Clear Lake National Bank,** Clearlake<br>Box 1840, 95422<br>Brandt N. Peterson, president, (707) 995-0329 | April 22 | $1,775,820 |
| **Concord Commercial Bank,** Concord<br>2118 Willow Pass Rd.<br>J. Nolan Stockton, president, (415) 798-2233 | April 29 | $5,089,180 |

| CALIFORNIA | Date Opened | Initial Capital |
|---|---|---|
| **Cupertino National Bank,** Cupertino<br>Box 1350, 95015<br>C. Donald Allen Jr., president, (408) 996-1144 | May 10 | $3,000,000 |
| **Downey National Bank,** Encinatas<br>Box 159, 90241<br>C. Richard Holmes, president, (213) 862-2311 | June 17 | $3,000,000 |
| **U.S. Community Savings Bank,** Encinatas<br>515 Encinatas Blvd., 92024<br>Harold Grimstad, president, (619) 753-4663 | Jan. 4 | $2,000,000 |
| **Financial Savings and Loan Association,** Fresno<br>1100 West Shaw Ave., 93711<br>Donald J. Schafer, president, (209) 432-7500 | June 25 | $3,000,000 |
| **Beach Savings and Loan Association,** Huntington Beach<br>10045 Adams Ave., 92646<br>Alfred Puchner, president, (714) 964-6636 | June 13 | $2,000,000 |
| **Century City Savings and Loan Association,** Los Angeles<br>1875 Century Park East, 90067<br>Jack Stube, president, (213) 277-5270 | April 1 | $2,000,000 |
| **Citicorp Trust NA,** Los Angeles<br>444 South Flower St.<br>Alexander M. Anderson, president, (213) 745-3500 | March 11 | $1,200,000 |
| **John Muir National Bank,** Martinez<br>Box 551, 94553<br>Martin R. Sorenson, president, (415) 229-0803 | Feb. 4 | $3,158,600 |
| **The Vintage Bank,** Napa<br>1808 Soscol Ave.<br>Frank A. Rowley, president, (707) 257-8585 | Jan. 21 | $3,330,910 |
| **Pioneer Savings and Loan,** Newport Beach<br>120 Newport Center Dr., 92660<br>Robert J. Pelletier, president, (714) 644-8200 | Jan. 4 | $2,000,000 |
| **Novato National Bank,** Novato<br>Box 825, 94947<br>Henry B. Jamison, president, (415) 898-2265 | April 1 | $4,000,000 |
| **Malaga Savings and Loan Association,** Palos Verdes Estates<br>2514 Via Tejon, 90274<br>R. Eric P. Allan, president, (213) 373-9831 | March 14 | $3,000,000 |
| **Country National Bank,** Redding<br>Box 4381, 96049<br>Gerald E. Mosher, president, (916) 223-3307 | March 11 | $2,500,000 |
| **Mission Savings and Loan Association,** Riverside<br>4860 La Sierra Ave., 92505<br>Andrew Herrity, president, (714) 359-4700 | May 7 | $3,008,000 |
| **Commerce Savings Bank,** Sacramento<br>1545 River Park Dr., 95815<br>John T. Jones, president, (916) 922-9500 | May 6 | $4,000,000 |
| **National Bank of the Redwoods,** Santa Rosa<br>21 Santa Rosa Ave., 95404-4903<br>Patrick R. Kilkenny, president, (707) 579-2233 | Jan. 24 | $4,006,550 |
| **Sonoma National Bank,** Santa Rosa<br>801 Fourth St., 95404<br>Carleton G. Flynn, president, (707) 579-2265 | Jan. 25 | $2,800,000 |

| Colorado | Date Opened | Initial Capital |
|---|---|---|
| **The First National Bank of Castle Rock,** Castle Rock<br>120 South Wilcox St., 80104<br>W. Paul Summers, president, (303) 688-2222 | Feb. 11 | $1,000,000 |

## State Breakdown Of Who Opened Doors in the First Half

| | National Banks | National Thrifts | National Credit Unions | State Banks | State Thrifts |
|---|---|---|---|---|---|
| Alabama | 0 | 1 | 0 | 1 | 0 |
| Alaska | 0 | 0 | 0 | 0 | 0 |
| Arizona | 0 | 0 | 0 | 3 | 3 |
| Arkansas | 1 | 0 | 0 | 0 | 0 |
| California | 9 | 0 | 2 | 3 | 12 |
| Colorado | 6 | 0 | 0 | 2 | 0 |
| Connecticut | 1 | 0 | 0 | 2 | 1 |
| Delaware | 0 | 0 | 0 | 1 | 0 |
| Florida | 10 | 6 | 1 | 9 | 5 |
| Georgia | 2 | 0 | 0 | 2 | 2 |
| Hawaii | 0 | 0 | 0 | 0 | 0 |
| Idaho | 0 | 0 | 0 | 0 | 0 |
| Illinois | 1 | 0 | 2 | 0 | 0 |
| Indiana | 0 | 0 | 1 | 0 | 0 |
| Iowa | 0 | 0 | 0 | 0 | 0 |
| Kansas | 4 | 0 | 0 | 0 | 0 |
| Kentucky | 0 | 0 | 0 | 0 | 0 |
| Louisiana | 1 | 1 | 0 | 0 | 0 |
| Maine | 0 | 0 | 0 | 0 | 0 |
| Maryland | 1 | 0 | 0 | 0 | 2 |
| Massachusetts | 0 | 0 | 0 | 1 | 0 |
| Michigan | 1 | 0 | 0 | 1 | 0 |
| Minnesota | 0 | 0 | 0 | 0 | 0 |
| Mississippi | 0 | 0 | 0 | 0 | 0 |
| Missouri | 1 | 0 | 0 | 2 | 0 |
| Montana | 0 | 0 | 0 | 1 | 0 |
| Nebraska | 1 | 0 | 0 | 0 | 0 |
| Nevada | 0 | 0 | 0 | -0 | 0 |
| New Hampshire | 0 | 0 | 0 | 1 | 0 |
| New Jersey | 1 | 0 | 0 | 1 | 0 |
| New Mexico | 2 | 0 | 0 | 0 | 1 |
| New York | 0 | 0 | 3 | 2 | 0 |
| North Carolina | 0 | 0 | 0 | 2 | 0 |
| North Dakota | 0 | 0 | 0 | 0 | 0 |
| Ohio | 0 | 0 | 1 | 1 | 0 |
| Oklahoma | 4 | 0 | 0 | 0 | 0 |
| Oregon | 0 | 0 | 0 | 0 | 0 |
| Pennsylvania | 2 | 0 | 2 | 3 | 0 |
| Rhode Island | 0 | 0 | 0 | 0 | 0 |
| South Carolina | 2 | 0 | 0 | 0 | 0 |
| South Dakota | 0 | 0 | 0 | 0 | 0 |
| Tennessee | 1 | 0 | 0 | 1 | 0 |
| Texas | 46 | 3 | 0 | 9 | 7 |
| Utah | 0 | 0 | 0 | 0 | 0 |
| Vermont | 0 | 0 | 0 | 0 | 0 |
| Virginia | 0 | 2 | 1 | 3 | 1 |
| Washington | 0 | 0 | 0 | 0 | 0 |
| West Virginia | 0 | 0 | 3 | 0 | 0 |
| Wisconsin | 0 | 0 | 0 | 1 | 0 |
| Wyoming | 0 | 0 | 0 | 0 | 0 |
| **Total** | **97** | **13** | **16** | **52** | **34** |

# AN AMERICAN BANKER SPECIAL REPORT

| COLORADO | Date Opened | Initial Capital |
|---|---|---|
| **American Bank of Commerce,** Denver<br>Box 5244, 80217<br>E.G. Koelling, president, (303) 293-2265 | March 30 | $1,750,000 |
| **National Bank of the Rockies in Denver,** Denver<br>1801 California St., 80202<br>Robert Tschappet, president, (303) 293-2030 | March 25 | $2,000,000 |
| **Prudential Bank of Denver,** Denver<br>875 South Colorado Blvd., 80222<br>Peter Weber, president, (303) 698-2933 | May 21 | $1,900,819 |
| **Rocky Mountain National Bank,** Denver<br>10375 East Harvard Ave., 80231-3996<br>Melvin E. Emeigh, president, (303) 671-9000 | Jan. 7 | $1,500,000 |
| **United Bank of University Hills,** NA, Denver<br>2901 South Colorado Blvd., 80222<br>Jerome Hause, president, (303) 759-4105 | March 8 | $1,500,000 |
| **Grand National Bank of Colorado,** Frazer<br>Box 826, 80442<br>Dennis S. Lightfoot, president, (303) 726-8894 | June 3 | $1,600,000 |
| **Firstbank at Broadway/County Line Rd., NA,** Littleton<br>101 West County Line Rd., 80120<br>Andrew A. Martin, president, (303) 795-3151 | June 24 | $1,000,000 |

| Connecticut | Date Opened | Initial Capital |
|---|---|---|
| **Community Savings Bank,** Bristol<br>206 N. Main St., 06010<br>Robert F. Festa, president, (203) 589-3200 | April 18 | $2,500,000 |
| **Founders Bank,** New Haven<br>27 Elm St.<br>Neil M. Beckwith, president, (203) 865-4000 | March 28 | $4,600,000 |
| **First National Bank of Stamford,** Stamford<br>21 Broad St., 06901<br>Norman H. Reader, president, (203) 356-0111 | March 12 | $3,000,000 |
| **Bank of Waterbury,** Waterbury<br>97-99 N. Main St., 06702<br>Walt Morrissey, president, (203) 574-2265 | April 17 | $5,020,230 |

| Delaware | Date Opened | Initial Capital |
|---|---|---|
| **American Express Centurion Bank,** Newark<br>300 Continental Dr., 19713<br>Steven D. Goldstein, president, (302) 454-2590 | March 6 | $2,000,000 |

| Florida | Date Opened | Initial Capital |
|---|---|---|
| **Caribank Palm Beach County,** Boca Raton<br>7400 North Federal Highway<br>John E. Davis Jr, president, (305) 997-9940 | April 8 | $2,000,000 |
| **Horizon Trust Company of Florida,** NA, Boca Raton<br>1200 North Federal Highway<br>Victor Whitney, president, (305) 394-4441 | March 1 | $1,000,000 |
| **Carney Bank,** Boynton Beach<br>1101 N. Congress, 33436<br>John J. Bazzinotti, president, (305) 736-8300 | June 7 | $2,000,000 |
| **Prime Bank,** Boynton Beach<br>3717 W. Boynton Beach Blvd., 33425-0460<br>John Comerford, president, (305) 737-7660 | June 3 | $2,000,000 |
| **Community National Bank,** Cape Coral<br>2503 Del Prado Blvd., 33904<br>David W. Gomer, president, (813) 772-2620 | March 11 | $2,200,000 |
| **Crown Savings Association,** Casselberry<br>201 Live Oaks Blvd., 32707<br>John A. Koegel, president, (305) 339-9311 | June 21 | $3,400,000 |
| **National City Bank,** Coral Springs<br>10281 West Sample Rd., 33065<br>Thomas L. Grossjung, president, (305) 752-5500 | Feb. 8 | $3,000,000 |
| **Investors Federal Savings and Loan Association,** Deerfield Beach<br>1802 West Hillsboro Blvd., 33442<br>Stephen M. Duckworth, president, (305) 421-5600 | May 8 | $4,625,000 |
| **Destin Savings Bank,** Destin<br>Box 106, 32541<br>Richard J. Dennis, CEO, (904) 837-8100 | May 31 | $3,000,000 |
| **Interbanc Savings and Loan,** Ft. Lauderdale<br>509 NE 3rd Ave., 33302<br>Price Schwenck, president, (305) 764-5522 | April 15 | $3,000,000 |
| **Suncoast Savings and Loan Association,** Hollywood<br>4651 Sheraton St., Suite 110, 33021<br>Albert J. Finch, president, (305) 981-0779 | May 31 | $3,072,150 |
| **First National Bank,** Seminole County, Longwood<br>252 West Highway 434, 32750<br>Jack Hennessey, president, (305) 834-1924 | Jan. 7 | $2,000,000 |
| **First American Bank of Orange County,** Maitland<br>360 East Horatio Ave., 32751<br>Sidney G. Cash, CEO, (305) 628-4626 | Jan. 14 | $1,500,000 |
| **First National Bank of Miami,** Miami<br>1390 Brickell Ave., 33131<br>John W. Field, president, (305) 371-8885 | June 13 | $3,500,000 |
| **Enterprise Bank of Florida,** Miami Lakes<br>6175 NW 153rd St., 33014<br>Jerry Weisman, president, (305) 823-2265 | May 23 | $4,040,000 |
| **Marshall & Ilsley Trust Co. of Florida,** NA, Naples<br>800 Laurel Oaks Dr.<br>Michael J. Revane, president, (813) 597-2933 | March 11 | $1,200,000 |
| **Mercantile Bank of Naples,** Naples<br>Box 9709, 33941-2265<br>David R. Matthews, CEO, (813) 793-2265 | Feb. 1 | $2,500,000 |

| FLORIDA | Date Opened | Initial Capital |
|---|---|---|
| **Republic New York Trust Company of Florida,** NA, North Miami<br>2954 Aventura Blvd., 33180<br>Douglas J. Collins, president, (305) 931-7202 | May 6 | $3,000,000 |
| **Turnberry Savings and Loan,** North Miami Beach<br>19575 Biscayne Blvd., 33180<br>Benjamin A. Lewis, president, (305) 931-7100 | April 1 | $3,205,000 |
| **Commercial State Bank of Orlando,** Orlando<br>Box 8589, 32856<br>William A. Barwick Jr., president, (305) 841-1243 | April 15 | $3,140,000 |
| **Bayside Federal Savings and Loan Association,** Port Charlotte<br>3280 Tamiami Trail, 33952<br>Duane W. Kaufhold, president, (813) 627-8550 | Feb. 28 | $1,500,000 |
| **Central National Bank,** Sarasota<br>544 South Washington Blvd., 33578<br>Thomas J. Swan, president, (813) 365-6173 | April 9 | $3,400,000 |
| **Century Federal Savings & Loan Association,** Sarasota<br>1811 Main St., 33577<br>James U. Wade, president, (813) 366-1050 | April 1 | $3,175,000 |
| **Barnett Bank of St. Augustine,** St. Augustine<br>60 Cathedral Place, 32084<br>Robert E. Hood, CEO, (904) 824-4441 | Jan. 2 | $1,702,234 |
| **Connecticut National Trust Company of Florida,** Stuart<br>725 Colorado Ave., 33495<br>Richard R. Rice, president, (305) 283-6404 | Feb. 28 | $1,000,000 |
| **Great Life Savings Association,** Sunrise<br>8890 W. Oakland Park Blvd., 33320-6628<br>Randolph Schmidt, president, (305) 748-3600 | May 23 | $3,416,400 |
| **Village Bank of Carrollwood,** Tampa<br>13902 N. Dalemabry, Suite 170, 33618<br>Gerald K. Archibald, president, (813) 968-5959 | May 13 | $4,000,000 |
| **Indian River National Bank,** Vero Beach<br>958 20th Place, 32961-1030<br>Charles Lavin, president, (305) 569-9200 | March 26 | $2,000,000 |
| **Indian River Federal Savings Bank,** Vero Beach<br>622 Beachland Blvd., 32964<br>Ferguson Peters, president, (305) 231-6300 | May 15 | $3,000,000 |
| **Palm Beach Savings and Loan, FSA,** West Palm Beach<br>4587 Okeechobee Blvd., 33409<br>Jeffrey L. Hill, president, (305) 478-2800 | June 26 | $3,000,000 |

| Georgia | Date Opened | Initial Capital |
|---|---|---|
| **First Colony Bank,** Alpharetta<br>300 South Main St., 30201<br>Ronald F. Ethridge, president, (404) 475-0430 | Jan. 18 | $2,000,000 |
| **Georgia First Savings and Loan Association,** Gainesville<br>Box 2342, 30503<br>John Rogers, president, (404) 535-8000 | March 22 | $1,969,230 |
| **First Security National Bank,** Norcross<br>6170 Peach Tree Parkway, 30071<br>Ralph N. Barber, president, (404) 662-5050 | June 25 | $3,000,000 |
| **Sentry Savings and Loan,** Roswell<br>1516 Holcombe Bridge Rd., 30076<br>Mike Moye, president, (404) 993-0444 | April 24 | $3,500,000 |
| **Ameribank,** NA, Savannah<br>7393 Hodgson Memorial Dr., 31416-2117<br>Gene H. Windham, president, (912) 927-7700 | April 30 | $2,200,000 |
| **International City Bank,** Warner Robbins<br>Box 2107, 31099<br>Albert Satterwhite, president, (912) 929-1004 | Jan. 4 | $2,000,000 |

| Illinois | Date Opened | Initial Capital |
|---|---|---|
| **First National Bank of Roselle,** Roselle<br>1350 W. Lake St., 60172<br>Gerhardt E. Umlauf, president, (312) 893-3800 | Feb. 14 | $1,500,000 |

| Kansas | Date Opened | Initial Capital |
|---|---|---|
| **National Bank of Andover,** Andover<br>225 West Central, 67002<br>Van C. Stone, president, (316) 733-5041 | Jan. 21 | $1,250,000 |
| **First National Bank of Elkhart,** Elkhart<br>601 Morton St., 67950<br>Bob Elder, president, (316) 697-2777 | Jan. 2 | $2,000,000 |
| **First National Bank of Shawnee,** Shawnee<br>Box 3868, 66203<br>Richard Laskbrook, CEO, (913) 268-0101 | April 17 | $1,800,000 |
| **American National Bank of Westlink,** Wichita<br>Central & Maize Rd., 67201<br>Noel Estep, president, (316) 721-1212 | May 20 | $1,500,000 |

| Louisiana | Date Opened | Initial Capital |
|---|---|---|
| **First Louisiana Federal Savings Bank,** Lafayette<br>Box 3230, 70503<br>Jerry W. Brents, president, (318) 264-1200 | March 11 | $4,000,000 |
| **MidSouth National Bank,** Lafayette<br>1926 Pinhood Rd., 70508<br>Clive Russell Cloutier, president, (318) 237-8343 | Feb. 5 | $3,500,000 |

Continued on Page 14

Continued from Page 11

| Maryland | Date Opened | Initial Capital |
|---|---|---|
| **Bay National Bank,** Annapolis<br>2661 Riva Rd., 21401<br>Emmet Lucey, president, (301) 841-5413 | April 1 | $2,553,050 |
| **Presidential Savings Association,** Bethesda<br>4520 East West Highway<br>A. Bruce Cleveland, president, (301) 652-0700 | April 15 | $1,300,000 |
| **Sterling Savings and Loan,** Pikesville<br>106 Old Court Rd., 21208<br>Michael Glick, president, (301) 653-9555 | April 9 | $1,440,000 |

| Massachusetts | Date Opened | Initial Capital |
|---|---|---|
| **Olympic International Bank & Trust Co.,** Boston<br>303 Congress St., 02210<br>William J. O'Brien, president, (617) 357-8000 | May 6 | $5,000,000 |

| Michigan | Date Opened | Initial Capital |
|---|---|---|
| **Republic Bank,** Flint<br>3200 Beechar Rd., 48504<br>Barry Eckhold, president, (313) 732-3300 | Jan. 11 | $1,750,000 |
| **Comerica Bank-Lansing,** NA, Lansing<br>200 N. Capitol Ave., 48901<br>T. Bruce Fox, president, (517) 487-9150 | June 12 | $2,000,000 |

| Missouri | Date Opened | Initial Capital |
|---|---|---|
| **Capital Bank & Trust Co. of Clayton,** Clayton<br>7 North Brentwood, 63105<br>Thomas Caspari, president, (314) 726-0065 | March 25 | $3,000,000 |
| **Missouri Independent Bank,** Jefferson City<br>621 East Capital Ave., 65101<br>Camden Fine, president, (314) 636-9555 | Jan. 7 | $1,500,000 |
| **First National Bank,** Lee's Summit<br>699 N. Hwy. 291, 64063<br>O.A. Tiller, president, (816) 525-5300 | May 20 | $1,500,000 |

## New Federal Credit Unions

| CALIFORNIA | Date Chartered | Potential Members |
|---|---|---|
| Cal Berkeley, Berkeley | March 26 | 35,000 |
| Westwood Students, Los Angeles | Feb. 4 | 30,000 |

| FLORIDA | Date Chartered | Potential Members |
|---|---|---|
| Pan Am Miami FCU, Miami | March 19 | 15,000 |

| ILLINOIS | Date Chartered | Potential Members |
|---|---|---|
| Cosmopolitan Community Church FCU, Chicago | April 2 | 1,000 |
| Gateway Employees FCU, Chicago | Jan. 11 | 1,150 |

| INDIANA | Date Chartered | Potential Members |
|---|---|---|
| GTC Lafayette FCU, Lafayette | March 22 | 965 |

| NEW YORK | Date Chartered | Potential Members |
|---|---|---|
| C.F.M., Buffalo | June 4 | 1,000 |
| A.G.A., New York | June 13 | 11,000 |
| Rochester School Employees FCU, Rochester | March 5 | 7,500 |

| OHIO | Date Chartered | Potential Members |
|---|---|---|
| Ohio Mennonite FCU, Kidron | March 1 | 10,000 |

| PENNSYLVANIA | Date Chartered | Potential Members |
|---|---|---|
| I.C. FCU, Indiana | June 27 | 525 |
| SPE FCU, State College | March 28 | 1,513 |

| VIRGINIA | Date Chartered | Potential Members |
|---|---|---|
| P.E. FCU, Covington | March 28 | |

| WEST VIRGINIA | Date Chartered | Potential Members |
|---|---|---|
| Randolph County School Employees FCU, Elkins | May 3 | 925 |
| Logan County School Employees FCU, Logan | June 27 | 1,200 |
| PCH FCU, Princeton | June 24 | 902 |

| Montana | Date Opened | Initial Capital |
|---|---|---|
| **First Valley Bank of Seeley Lake,** Seeley Lake<br>Box 369, 59868<br>James Cowan, president, (406) 677-2464 | April 1 | $1,000,000 |

| Nebraska | Date Opened | Initial Capital |
|---|---|---|
| **Charter West National Bank,** West Point<br>201 S. Main St., 68788<br>Stephen D. Bell, president, (402) 372-5147 | April 1 | $1,000,000 |

| New Hampshire | Date Opened | Initial Capital |
|---|---|---|
| **Atlantic Trust Co.,** Newington<br>West Park Rd., 03801<br>William J. Donovan Jr., president, (603) 431-4600 | Feb. 6 | $1,250,000 |

| New Jersey | Date Opened | Initial Capital |
|---|---|---|
| **Sun National Bank,** Medford<br>99 Hartford Rd., 08055<br>Adolph F. Calovi, president, (609) 654-7600 | May 6 | $3,750,000 |
| **Norcrown Bank of Roseland,** Roseland<br>75 Eisenhower Parkway, 07068<br>Sanford Feiler, president, (201) 228-5800 | June 23 | $2,200,000 |

| New Mexico | Date Opened | Initial Capital |
|---|---|---|
| **Union Savings Bank,** Albuquerque<br>Box 8200, 87198-8200<br>Francis J. Tata, president, (505) 883-1900 | June 3 | $2,100,000 |
| **Bank of the Rio Grande,** NA, Las Cruces<br>411 North Downtown Mall, 88001<br>Richard D. Browning, president, (505) 525-9595 | April 12 | $1,500,000 |
| **United New Mexico Bank at Las Cruces,** NA, Las Cruces<br>5550 S. Telshore Blvd., 88001<br>F. James Volk, president, (505) 522-2020 | Feb. 15 | $1,500,000 |

| New York | Date Opened | Initial Capital |
|---|---|---|
| **Ameritrust Company of New York,** New York<br>5 Hanover Square, 10004<br>Donald Springer, president, (212) 943-3950 | June 1 | $1,200,000 |
| **First Inter-County Bank of New York,** New York<br>489 Fifth Ave., 10017<br>Tippy Horowitz, president, (212) 687-1700 | May 6 | $4,800,000 |

| North Carolina | Date Opened | Initial Capital |
|---|---|---|
| **American Bank & Trust Co.,** High Point<br>1005 N. Main St., 27262<br>F. Marcus Fariss, president, (919) 884-1717 | May 20 | $3,300,000 |
| **First Scotland Bank,** Lauringburg<br>909 South Main St., 28352<br>Wilson J. Williams, president, (919) 276-4628 | Jan. 10 | $1,500,000 |

| Ohio | Date Opened | Initial Capital |
|---|---|---|
| **Trustcorp Company,** Columbus<br>85 East Gay St.<br>Paula Kauffman, president, (614) 464-0046 | March 4 | $3,000,000 |

| Oklahoma | Date Opened | Initial Capital |
|---|---|---|
| **American National Bank,** Elk City<br>115 East Broadway, 73644<br>Austin L. Lowrey, president, (405) 225-5626 | March 18 | $2,000,000 |
| **Lincoln National Bank,** Oklahoma City<br>Box 53038, 73152<br>Eddie Wayne Jackson, president, (405) 235-1111 | April 1 | $2,500,000 |
| **First Memorial Bank,** NA, Tulsa<br>8124 South Memorial Ave., 74133<br>Michael P. Young, president, (918) 250-3616 | April 15 | $2,300,000 |
| **First National Bank of Tuttle,** Tuttle<br>State Highway 37, 73089<br>Tony R. Shelton, president, (405) 381-4455 | April 15 | $2,000,000 |

| Pennsylvania | Date Opened | Initial Capital |
|---|---|---|
| **Commerce Bank/Harrisburg,** Camp Hill<br>Erford Rd. & Senate Ave., 17011<br>A. Richard Pugh, president, (717) 975-5630 | June 1 | $2,500,000 |
| **Chesnut Hill National Bank,** Philadelphia<br>9 West Evergreen Ave., 19118<br>Harry M.K. Johnston, president, (215) 247-4800 | May 9 | $3,450,000 |
| **Rittenhouse Trust Co.,** Philadelphia<br>225 South 18th St., 19103<br>George Connell, president, (215) 735-1225 | Feb. 1 | $465,000 |
| **Meridian Trust Co.,** Reading<br>35 North Sixth St., 19603<br>Robert C. Williams, president, (215) 251-7979 | Jan. 10 | $20,000 |
| **National Bank of the Main Line,** Wayne<br>34 West Ave., 19087<br>Ted Peters, president, (215) 687-8906 | March 18 | $2,155,000 |

# AN AMERICAN BANKER SPECIAL REPORT

| South Carolina | Date Opened | Initial Capital |
|---|---|---|
| **Hilton Head Bank and Trust Co.,** NA, Summerville<br>Box 7317, 29938<br>Al Roberts, president, (803) 785-4848 | June 17 | $4,170,240 |
| **Summerville National Bank,** Summerville<br>218 S. Main St., 29484<br>David Ackerman, president, (803) 871-9200 | May 20 | $3,000,000 |

| Tennessee | Date Opened | Initial Capital |
|---|---|---|
| **Bank of East Ridge,** East Ridge<br>4154 Ringgold Rd., 37412<br>James Renegar, president, (615) 698-2454 | May 28 | $1,500,000 |
| **Executive Park National Bank,** Kingsport<br>199 East Stone Dr., 37662<br>Vincent K. Hickam, president, (615) 378-4200 | May 28 | $2,024,700 |

| Texas | Date Opened | Initial Capital |
|---|---|---|
| **Alvarado National Bank,** Alvarado<br>201 E. College, 76009<br>Jim Lord, president, (817) 783-3334 | Feb. 22 | $2,000,000 |
| **Security Bank of Arlington,** Arlington<br>Box 121288<br>George D. Andrews, president, (817) 277-6565 | March 11 | $1,220,000 |
| **Allied Bank Austin,** Austin<br>Box 2002200, 78720<br>Charles Meeks, president, (512) 469-0022 | Jan. 7 | $1,800,000 |
| **American Federal Savings Bank,** Austin<br>3103 Bee Caves Rd., 78746<br>Robert J. Waller, president, (512) 328-3010 | Feb. 1 | $2,000,000 |
| **Austin Savings Association,** Austin<br>1901 Capitol Parkway, 78746<br>Charles A. Betts, president, (512) 328-2620 | March 15 | $3,500,000 |
| **InterFirst Bank North Austin,** NA, Austin, 78758<br>11902 Burnet Road, 75758<br>Harvey A. Graeber, president, (512) 834-8400 | April 1 | $1,500,000 |
| **InterFirst Bank Westlake,** NA, Austin<br>1400 Capital of Texas Highway, 78746<br>Michael W. Thompson, president, (512) 327-2980 | Feb. 1 | $1,500,000 |
| **North Central National Bank,** Austin<br>12208 Burnet Road<br>John R. Taylor, president, (512) 834-9955 | April 1 | $2,500,000 |
| **Bacliff Bank,** NA, Bacliff<br>4020 Highway 146, 77518<br>T.G. Fitzgerald, president, (713) 339-1518 | Jan. 25 | $1,500,000 |
| **InterFirst Bank West Beaumont NA,** Beaumont<br>8350 Phelan Blvd.<br>Gerald F. Richardson, president, (409) 860-3800 | Jan. 14 | $2,000,000 |
| **Plaza National Bank,** Beaumont<br>2245 Interstate 10 South<br>James E. Burns, president, (409) 842-3300 | Jan. 30 | $1,750,000 |
| **Bedford Savings Association,** Bedford<br>1901 Central Dr., 76021<br>Tom Trantham, president, (817) 571-1020 | Feb 28 | $3,000,000 |
| **City National Bank - Furneaux Creek,** Carrollton<br>2630 Denton Rd., 75007<br>Robert E. Patterson, president, (214) 323-1985 | Feb. 25 | $2,875,000 |
| **First Bank of Conroe,** NA, Conroe<br>1426 Loop 336, 77305<br>Dan B. Dominey Sr., president, (409) 760-1888 | May 8 | $2,000,000 |
| **Addison National Bank,** Dallas<br>3939 Beltline Rd., 75001<br>Wendell C. Howie, president, (214) 484-4000 | April 8 | $3,166,650 |
| **Cornerstone Bank,** NA. Dallas<br>8080 North Central Expressway, 75206<br>Darrell Lafitte, president, (214) 891-8000 | May 20 | $7,950,000 |
| **Financial Savings,** a Savings Association, Dallas<br>2525 Stemmons Highway, Suite 100, 75207<br>Lowell Slocum, president, (214) 630-1591 | June 19 | $3,000,000 |
| **Park Cities Savings Association,** Dallas<br>6901 Hillcrest, 75205<br>David Galloway, president, (214) 526-9600 | March 4 | $3,000,000 |
| **Park Forest National Bank,** Dallas<br>11651 Plano Rd., 75243<br>Donald J. Cannon, president, (214) 553-0606 | Feb. 19 | $2,000,000 |
| **Preston Forum National Bank of Dallas,** Dallas<br>207 Preston Valley Shopping Center, 75230<br>Richard S. Cohen, president, (214) 980-8222 | May 2 | $2,215,500 |
| **Security Bank,** Dallas<br>2800 Routh St., Suite 244, 75201<br>Allen W. Kimberly, president, (214) 871-0006 | Jan. 2 | $2,000,000 |
| **State Bank & Trust of Dallas,** Dallas<br>Box 50339, 75250<br>Philip Morgan, president, (214) 749-0505 | Jan. 1 | $3,200,000 |
| **Stemmons Northwest Bank NA,** Dallas<br>2209 West NW Highway, 75220<br>Don Hammond, president, (214) 956-9200 | March 25 | $6,900,000 |
| **Provident Bank - Denton,** Denton<br>Box 50599, 76206-0599<br>William B. Wilson, president, (817) 387-8519 | April 2 | $2,000,000 |
| **First National Bank of Dublin,** Dublin<br>825 North Patrick, 76446<br>James C. Leatherwood, president, (817) 445-4400 | May 7 | $1,500,000 |
| **First State Bank of Texas,** Duncanville<br>1430 West Danieldale Dr., 75137<br>Gregory Cornwell, president, (214) 298-0040 | April 15 | $3,000,000 |

| TEXAS | Date Opened | Initial Capital |
|---|---|---|
| **Landmark Bank-Mid Cities,** Euless<br>Box 1330, 76039<br>Gary D. Green, president, (817) 354-6666 | May 31 | $4,000,000 |
| **Allied Bank Fort Worth,** Fort Worth<br>309 West 7th, 76102<br>Jeffrey M. Harp, president, (817) 877-5588 | Jan. 21 | $800,000 |
| **First Metroplex Federal Savings Bank,** Fort Worth<br>5142 Rufe Snow Dr., 76118<br>Roy E. Brazil, president, (817) 656-8866 | March 22 | $3,500,000 |
| **First Continental Bank of Grand Prairie,** NA, Grand Prairie<br>4055 South Great Southwest Parkway, 75052<br>Brent Johnson, president, (214) 641-0345 | May 6 | $3,000,000 |
| **First National Bank,** Haskell<br>200 South Avenue E<br>Mabry J. Brock. president, (817) 864-8555 | Jan. 22 | $1,250,000 |
| **Bellfort National Bank,** Houston<br>9000 West Bellfort, 77231<br>Charles A. Long, president, (713) 988-7272 | Jan. 14 | $3,450,000 |
| **Fallbrook National Bank,** Houston<br>11750 FM 1960, 77065-3515<br>Stephen Marshall, president, (713) 890-3700 | Jan. 2 | $2,500,000 |
| **Houston National Bank,** Houston<br>5757 Memorial Drive<br>Michael Murphy, president, (713) 868-5757 | March 1 | $2,000,000 |
| **Houston Savings Association,** Houston<br>1919 Allen Parkway, Suite 100, 77019<br>George R. Farish, president, (713) 524-2600 | June 14 | $3,400,000 |
| **Northwood National Bank,** Houston<br>5000 Louetta Rd., 77379<br>Coyce W. Moore, president, (713) 320-0032 | May 1 | $3,000,000 |
| **OMNIBANC North Belt,** NA, Houston<br>1300 North Belt East<br>Chesley N. Brooks Jr., president, (713) 987-9220 | Jan. 25 | $2,000,000 |
| **Plaza Del Oro National Bank,** Houston<br>7400 Fannin, 77504<br>Emil A. Beltz, president, (713) 795-5055 | May 20 | $2,500,000 |
| **Preferred Savings Association,** Houston<br>11757 Katy Freeway, 77079<br>Frank M. Maresca, president, (713) 556-6443 | Feb. 15 | $3,000,000 |
| **Texas Commerce Bank - River Oaks,** NA, Houston<br>4265 San Felipe Rd., 77027<br>Timothy A. Davis, president, (713) 877-8088 | Feb. 19 | $1,800,000 |
| **Texas First National Bank,** Houston<br>8278 Bellaire Blvd., 77036<br>Orville W. Crowder, president, (713) 777-3838 | May 3 | $3,165,000 |
| **Texas National Bank-Westheimer,** Houston<br>12122 Westheimer<br>Victor C. Bane, president, (713) 558-9300 | March 28 | $3,025,000 |
| **Unitedbank - Sakowitz Centre NA,** Houston<br>5030 Wetheimer Rd., 77056<br>George S. Simons, president, (713) 623-2072 | April 25 | $3,000,000 |
| **Texas National Bank of Jacksonville,** Jacksonville<br>300 Neches St.<br>Thomas W. Martin, president, (214) 586-0931 | March 19 | $1,500,000 |
| **Allied Bank Keller,** NA, Keller<br>600 Price, 76248<br>June Stephens, president, (817) 431-3535 | May 20 | $1,500,000 |
| **Inter National Bank of McAllen,** McAllen<br>1700 South Tenth St.<br>Pat A. McClellan, president, (512) 630-1700 | Jan. 24 | $3,450,000 |
| **Rio National Bank,** McAllen<br>1655 North 23rd, 78501<br>H.L. Tumlinson, president, (512) 631-7890 | Feb. 11 | $2,500,000 |
| **McKinney National Bank,** McKinney<br>2201 West University, 75069<br>Anthony L. Geer, president, (214) 542-5524 | May 13 | $3,000,000 |
| **Peoples National Bank,** Pasadena<br>722 Fairmont Parkway, 77501<br>John H. Moon Sr., president, (713) 947-2000 | Feb. 14 | $2,000,000 |
| **Frio National Bank,** Pearsall<br>215 South Ash, 78061<br>Morris H. Collett Jr., president, (512) 334-4165 | May 15 | $1,500,000 |
| **Plano East National Bank,** Plano<br>1409 Shiloh Rd.<br>Ken Kroviak, president, (214) 423-4500 | March 19 | $3,000,000 |
| **First Bank of Port Isabel,** NA, Port Isabel<br>1800 West Highway 100, 78578<br>Loren G. Marshall, president, (512) 943-9301 | Jan. 14 | $1,750,000 |
| **Bayview Federal Savings and Loan,** Portland<br>1107 Highway 181, 78374<br>C. David Hall, president, (512) 328-3010 | May 1 | $3,150,000 |
| **Broadway National Bank/Westplex,** San Antonio<br>7576 Culebra Rd., 78251<br>Michael R. Collett, president, (512) 647-8811 | May 9 | $2,000,000 |
| **Texas Commerce Bank San Antonio N/W,** NA, San Antonio<br>7550 I-10 West, 78229<br>James D. Newman, president, (512) 342-3334 | Feb. 25 | $1,800,000 |
| **Thousand Oaks National Bank,** San Antonio<br>16500 San Pedro, 78232<br>Don Mayer, president, (512) 496-7900 | March 6 | $3,000,000 |
| **Texas National Bank,** Southlake<br>100 West Highway 114, 76092<br>Larry G. McCallon, president, (817) 488-6587 | Feb. 14 | $1,500,000 |
| **First National Bank,** Spearman<br>729 W. 7th, 79081<br>N. Don Townsen, president, (806) 659-5544 | April 24 | $2,000,000 |

Continued on Next Page

# Profile: Some of the New Banks on the Block

## *Born in a Log Cabin: First Valley Bank*

By JOSEPH F. PEREZ

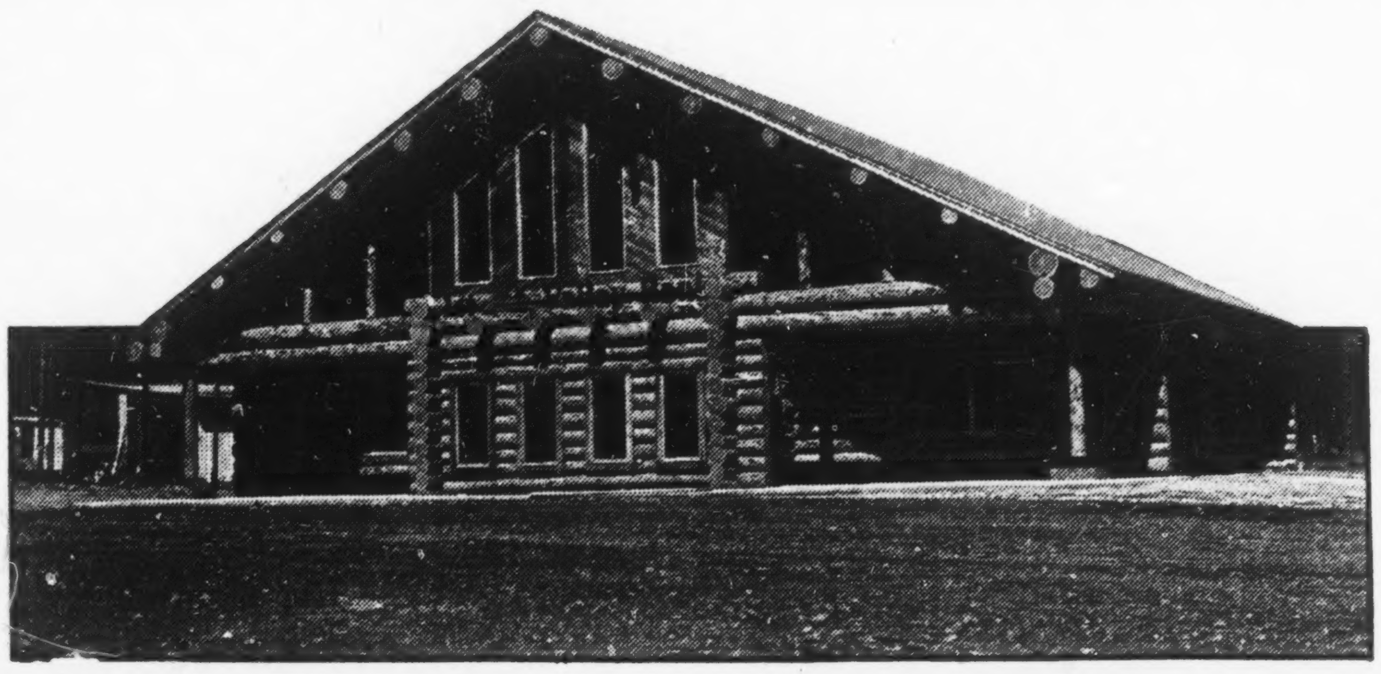
At first glance, it would appear as though First Valley Bank of Seeley Lake was actually a Montana mountain resort. Located in Clearwater River Valley, Mont., in the heart of the Rocky Mountains, the bank's log cabin exterior fits right in with the surrounding landscape. The rustic design might even lead tourists to believe that they have located their vacation cabin.

First Valley Bank of Seeley Lake opened its doors on April 1 in an area of the state which was definitely in need of another bank, according to Jim Cowan, the bank's president.

"Before we arrived, the area residents had to travel 56 miles to the nearest banking facility," said Mr. Cowan.

Furthermore, the most recent census data showed the population of Missoula County, in which the bank is located, as having increased by 53% (from below 50,000 residents in 1970 to 76,000 in 1980), while the population of the bank's designated trade area nearly doubled (from 1,201 in 1970 to 2,004 in 1980).

"There is every reason to believe that the area will continue to grow and prosper. The region still attracts a large number of retirees and early retirees," Mr. Cowan said.



At this stage, First Valley Bank, which began operation with an initial capitalization of $1 million, has already exceeded the projections of its original organizers and board members, one of whom is Dr. Bruce Vorhauer, inventor of the contraceptive sponge.

"We attained our 12-month projection of $1.7 million in deposits on July 15, which puts us eight and one-half months ahead of schedule," Mr. Cowan said.

The bank organizers projected a five-year total of $3.5 million in deposits, and at this point it looks as though First Valley Bank of Seeley Lake should have little trouble achieving its goal. ■

| **TEXAS** | Date Opened | Initial Capital |
|---|---|---|
| **Continued from Preceding Page** | | |
| **Spring National Bank,** Spring<br>1530 Spring Cypress Rd., 77383<br>Maurice L. Junod, (713) 353-1200 | May 15 | $3,240,500 |
| **Stanton National Bank,** Stanton<br>1211 North Lamesa, 79782<br>Claude C. Roper Jr., president, (915) 756-2834 | Feb. 4 | $1,500,000 |
| **Texas Commercial Savings Association,** Sulphur Springs<br>919 Gilmer, 75482<br>Joe Parris Jr., president, (214) 885-0611 | Feb. 22 | $2,000,000 |
| **Texana Bank of Waco,** NA, Waco<br>375 Parkdale Center, 76714<br>John M. Hawes Jr., president, (817) 776-0160 | Feb. 5 | $1,600,000 |
| **Waco State Bank,** Waco<br>Box 5540, 76708<br>Ken R. Young, president, (817) 755-6555 | March 18 | $500,000 |
| **City National Bank,** Whitehouse<br>1125 Highway 110 N., 75791<br>Gary Tongate, president, (214) 839-6000 | June 24 | $1,500,000 |
| **Brushy Creek National Bank,** Williamson County<br>300 Cornerwood Dr.<br>J. Daniel Johnson, president, (512) 255-2495 | March 27 | $2,000,000 |

| **Virginia** | Date Opened | Initial Capital |
|---|---|---|
| **Highlands Union Bank,** Abingdon<br>340 W. Main St., 24210<br>Darrell Swanigan, president, (703) 628-9181 | April 27 | $2,075,000 |
| **Acacia Federal Savings and Loan Association,** Annandale<br>7023 Little River Turnpike, 22002<br>Stepehn H. Detwiler, president, (703) 642-3000 | March 11 | $3,000,000 |
| **Eastern American Bank, a Federal Savings Bank,** McLean<br>6829 Elm St., 22101<br>Marcelo J. Bueno, president, (703) 893-2727 | June 20 | $2,900,000 |
| **Peoples Bank of Virginia,** Richmond<br>5756 Hopkins Rd., 23234<br>Jay H. Lowden Jr., president, (804) 271-5000 | Jan. 28 | $3,000,000 |
| **Fairfax Savings Bank,** Springfield<br>6206 Rolling Rd., 22152<br>Linda J. Wright, president, (703) 644-4500 | Feb. 1 | $3,000,000 |
| **Hallmark Bank & Trust Co.,** Springfield<br>6810 Commerce St., 22150<br>Hugh Compton, president, (703) 451-8100 | Feb. 4 | $3,000,000 |

| **Wisconsin** | Date Opened | Initial Capital |
|---|---|---|
| **Park Bank East,** Milwaukee<br>330 East Kilbourn Ave., Suite 105, 53202<br>P. Michael Mahoney, president, (414) 223-3000 | May 22 | $2,250,000 |

## *United Savings Bank Comes to Albuquerque*

United Savings Bank is, remarkably, the first new bank to open in Albuquerque, N.M., in three years. It is also one of only a handful of labor-owned banks in the country. However, bank president Francis Tata is certainly no stranger to their formation and operation.

Before coming to United Savings, which opened for business on June 3, Mr. Tata had been with a labor-owned bank located in Denver.

"Despite the high number of bank closings in recent times, I still believe that banks are good investments, especially for unions," he said.

He also believes that Albuquerque, which is constantly growing, was the ideal location for a new bank.

"There were some mergers and name changes [in the past three years], but that is not the same thing [as a bank opening]," said Mr. Tata. "This was the ideal time for us to establish ourselves."

Since 70% of the bank's 200 shareholders are blue-collar workers, comprising seven separate trade unions, the bank has targeted the middle class for its primary customers.

Eventually, United Savings wishes to attract customers from every sector of the market. However, according to Mr. Tata, the banks strategy calls for "controlled, steady growth."

"It is more important to be profitable than it is to be large," he said. "We are a small bank in a small building, but we have plenty of time to grow," he said.

— Joseph F. Perez

Union Savings

## *Personal Service Is Key at Miami Bank*

Miami continues to grow and is "truly becoming an international city," according to John W. Field, president of First National Bank of Miami. Along with an increasing population, the professional and private-business sectors have also seen a steady expansion.

JOHN W. FIELD

First National opened in June with an initial capitalization of $3.5 million and a target market of professionals and small to medium-size businesses. Despite the existence of many larger banks in the area, Mr. Field believes First National will succeed because "there is still a lack of good commercial banking in Dade County."

According to Mr. Field, "A number of independent commercial banks in the county have been acquired by larger entities that have transformed them into branches. When this happens, many of the bankers, who have established relationships with the customers, are promoted upstairs, where they lose touch with the customers."

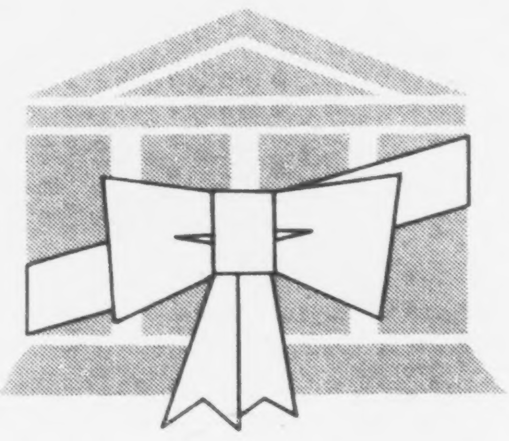
Mr. Field is confident that First National can succeed by offering "highly personalized service" to its customers. "We are offering large commercial bank expertise to both professionals and small to mid-sized businesses," he said.

However, First National is not going to restrict itself to these groups. "We plan to go after all sizes and types of businesses," Mr. Field said.

So far, First National Bank of Miami has succeeded in establishing "a family atmosphere" and "a good rapport" with its customers, he says.

"We may not be able to offer the same dollar amounts as some of the larger banks, but we can offer service that, I believe, cannot be beat."

— Joseph F. Perez



American Banker

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VOL. CL NO. 165 Friday, August 23, 1985 150th Year

**TODAY**

THE GO-GETTERS

Energetic young executives have ample opportunity in the fast-paced financial services arena to take on challenging projects and aim high for success. Nine go-getters who have approached their targets with talent, youth, and savvy are profiled in today's feature section, which begins on page.................................. 13

**TOP 300:** The *American Banker* midyear survey of the nation's top 300 banks by deposits found that 92% of those on the list exceeded federal capital adequacy standards... ......... 1

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**BACK PAGE:** Boston University's Morin Center for Banking Law Studies, the first graduate program in banking law offered at an American law school, graduated its first 19 students this year... ...................... 56

**Quote**

***Bank lending should not strengthen in any major way for the rest of the year.***

William Sullivan Jr., senior vice president and director of money market research for Dean Witter Reynolds Inc. [1]

**Unquote**

# Most Banks in Top 300 Exceed Capital Minimums

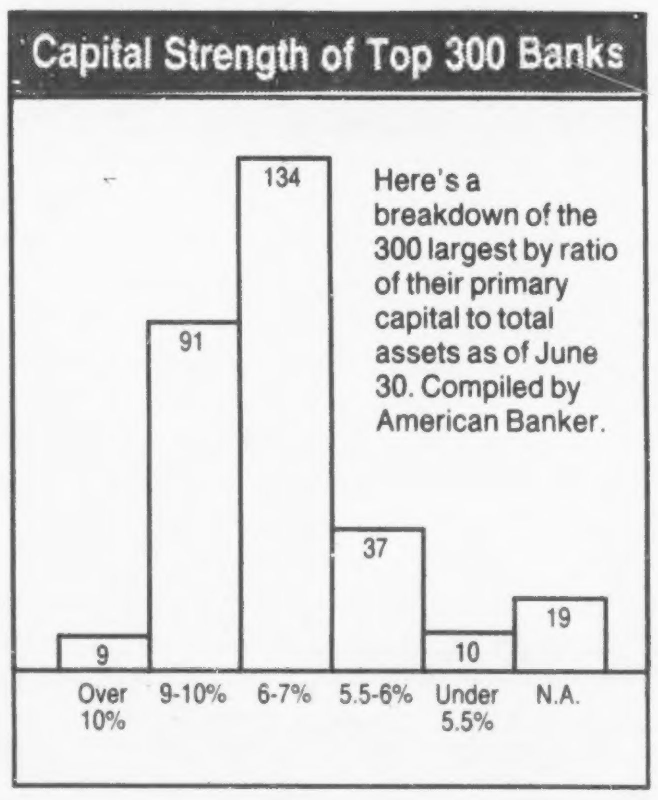
## Midyear Survey Finds 92% of Largest Depositories Above Standards Set by Federal Regulators

By L. MICHAEL CACACE

NEW YORK — Both the primary capital and the total capital of more than 92% of the nation's top 300 banks at midyear exceeded the minimum federal regulatory capital adequacy standards that were officially adopted by the Federal Reserve Board last May. Only 10 banks had primary capital-to-asset ratios — as calculated by the *American Banker* — below the 5.5% minimum established by the regulators. And 22 banks had total capital-to-asset ratios below the 6% minimum, also established by the regulators.

These are some of the findings of the *American Banker's* annual survey of the nation's top 300 commercial banks in total deposits on June 30, published today. In the geographical listing of the top 300 banks, which appears on pages 38-41, the assets, primary capital, total capital, and the respective capital ratios are shown.

Capital Strength of Top 300 Banks



Here's a breakdown of the 300 largest by ratio of their primary capital to total assets as of June 30. Compiled by American Banker.

Primary capital data were obtained for 281 of the top 300 banks. Nine of the banks had a primary capital-to-assets ratio greater than 10%; 91 banks had a ratio of from 7%-10%; 134 had a ratio in the 6%-7% range; 37 banks had a ratio of between 5.5% and 6%; and 10 banks had ratios falling below the 5.5% minimum.

Total capital data were available for 280 banks. Over 49% of these banks, or 139 banks, had a total capital-to-assets ratio of 7%, placing them in the Federal Reserve's "zone one"; 119 banks, or 42.5%, had ratios of between 6%-7%, placing them in "zone two"; and 22 banks, or 7.9%, had ratios of under 6%, placing them in the Fed's "zone three."

Basically, zone one banks are considered adequately capitalized; zone two banks are operating at minimally acceptable levels; and zone three banks are considered undercapitalized.

It is important to note that the *American Banker's* capital ratios are not calculated in the same manner as those of the federal regulators. The *American Banker* used June 30 total assets in its denominator, while the regulators used average assets for the quarter. In addition, the regulators also included the allowance for loan losses in the denominator and then subtracted goodwill. The *American Banker* did not. Furthermore, the regulators grant some banks special "exemptions." That is, some banks are allowed to add to their primary capital certain special reserves or add back certain intangible assets before calculating their primary capital ratios.

Therefore, the ratios shown today are *not* the ratios used by the regulators to measure capital adequacy. And in most cases, the *American Banker* ratios will be lower than the regulators' ratios. The reason is that average quarterly assets for most banks tend to be lower than end-of-quarter assets. Indeed, for some banks, the *American Banker* primary capital ratio may be as much as 30 basis points lower than the regulators' ratio.

The bank with the highest primary capital ratio was the $847 million-deposit National Bank of Alaska, Anchorage. Ranking 287th in deposits, the bank had primary capital of $134.7 million and total assets of $1.08 billion on June 30, for a ratio of 12.42%.

The bank with the lowest ratio —

➔ Top 300: Page 47

# Short-Term Borrowing Surge Seen, With Paper Markets to Benefit Most

## Analyst Attributes Rise to Weak Sales and Inventory Increase in Auto Industry

By LISABETH WEINER

CHICAGO — First the good news: Short-term business borrowings could show a moderate to strong increase during the remaining months of this year. Now the bad news: The benefit of that activity probably will be in the commercial paper market, rather than in the nation's banks.

Commercial Lending

All in all, it looks like bank lending still faces an uphill struggle.

The phenomenal surprise in commercial lending continues to be the commercial paper market. During the month of July, finance company commercial paper grew by $5.4 billion, and for the year, it is up nearly 24%, according to Federal Reserve data. Short-term business borrowing as a whole, meanwhile, is up 13%.

William Sullivan Jr., senior vice president and director of money market research for Dean Witter Reynolds Inc., attributes the spectacular surge during July to some unusual events surrounding the major automobile manufacturers.

The auto industry is rebuilding its stocks, and the recently ended strike by the Teamsters' car haulers has caused somewhat of a congestion of inventories, which recently has grown from 58 to 65 days. In addition, domestic auto sales have been comparatively weak.

The combination of these events has sent the auto companies — through their captive financial subsidiaries — to the commercial paper market in order to supplement their financing needs. It's likely some of this activity has carried over into August as well, and the commercial paper market will show another large expansion for this month, Mr. Sullivan added.

The main attraction of the commercial paper market is of course the low interest rates. Most recently, 30-day commercial paper has been priced at about 7.65% — a 185-basis-point advantage over the prime rate, which has been holding steady at 9.5% since May. The three-month London Interbank Offered Rate, on which many sizable loans to large corporate customers are based, has been quoted at about 8.063%.

Even so, it appears that commercial banks may have enjoyed something of a surge in activity themselves recently. During July, Federal Reserve Board data showed that commercial and industrial loans at large weekly reporting banks grew by $1 billion. That's a considerable increase, since the average level for the month of July, based on figures from the past seven years, is $388 million.

Mr. Sullivan believes the increase may reflect a number of different events. Nevertheless, it's difficult to be overly specific, he added.

Merger and acquisition activity may have had a role in that rise, he said. "M&A seems a bit more difficult to follow. There's so much back and forth,

➔ Borrowings: Page 54

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Nashville, Tennessee

# Top 300 Commercial Banks in the United States

## In Order of Deposits June 30, 1985, Compared with June 30, 1984 and Dec. 31, 1984

Compiled by **American Banker** Copyright 1985 in Cooperation with Polk's World Bank Directory

| Rank 6/30/85 | | Deposits (a) June 30, 1985 | Deposits (a) June 30, 1984 | Rank 6/30/84 | Gain from 6/30/84 | Deposits (a) Dec. 31, 1984 | Rank 12/31/84 | Gain from 12/31/84 |
|---|---|---|---|---|---|---|---|---|
| 1 | Bank of America NT&SA, San Francisco | 89,610,193,000 | 90,400,000,000 | 1 | | 88,167,000,000 | 1 | |
| 2 | Citibank NA, New York | 85,118,000,000 | 79,936,000,000 | 2 | | 79,551,000,000 | 2 | |
| 3 | Chase Manhattan Bank NA, New York | 58,986,952,000 | 64,772,857,000 | 3 | | 59,399,689,000 | 3 | |
| 4 | Manufacturers Hanover Trust Co., New York | 45,293,318,000 | 45,802,578,000 | 4 | | 45,200,916,000 | 4 | |
| 5 | Morgan Guaranty Trust Co., New York | 40,824,039,000 | 40,021,799,000 | 5 | | 39,995,564,000 | 5 | |
| 6 | Chemical Bank, New York | 37,125,029,000 | 35,806,052,000 | 6 | | 35,068,135,000 | 6 | |
| 7 | Security Pacific National Bank, Los Angeles | 31,224,793,000 | 29,211,944,000 | 7 | | 30,902,297,000 | 7 | |
| 8 | Bankers Trust Co., New York | 25,774,319,000 | 27,859,603,000 | 9 | + 1 | 27,882,815,000 | 8 | |
| 9 | First National Bank, Chicago | 25,675,216,000 | 28,028,660,000 | 8 | | 25,904,344,000 | 9 | |
| 10 | Wells Fargo Bank NA, San Francisco | 19,574,168,000 | 19,377,233,000 | 10 | | 20,308,269,000 | 10 | |
| 11 | Continental Illinois NB&T Co., Chicago | 16,872,449,000 | 17,450,386,000 | 12 | + 1 | 15,598,568,000 | 13 | + 2 |
| 12 | Crocker National Bank, San Francisco | 16,297,139,000 | 18,016,041,000 | 11 | | 18,088,638,000 | 11 | |
| 13 | First Interstate Bank of California, Los Angeles | 15,796,499,000 | 15,611,607,000 | 14 | + 1 | 15,472,833,000 | 14 | + 1 |
| 14 | Marine Midland Bank, NA, Buffalo, N.Y. | 15,524,447,000 | 17,294,253,000 | 13 | | 15,924,063,000 | 12 | |
| 15 | Mellon Bank NA, Pittsburgh | 14,657,173,000 | 13,613,948,000 | 15 | | 15,002,320,000 | 15 | |
| 16 | First National Bank, Boston | 13,230,933,000 | 12,345,659,000 | 16 | | 13,069,033,000 | 16 | |
| 17 | Bank of New York | 10,619,728,000 | 9,758,814,850 | 18 | + 1 | 10,500,888,000 | 18 | + 1 |
| 18 | Irving Trust Co., New York | 10,448,517,000 | 11,709,000,000 | 17 | | 11,145,035,000 | 17 | |
| 19 | RepublicBank Dallas NA | 9,643,816,000 | 9,438,944,000 | 19 | | 9,758,084,000 | 19 | |
| 20 | National Bank of Detroit | 8,749,547,000 | 7,964,074,000 | 20 | | 8,091,530,000 | 21 | + 1 |
| 21 | Republic National Bank, New York | 8,640,264,000 | 7,451,760,000 | 21 | | 8,274,088,000 | 20 | |
| 22 | NCNB National Bank of North Carolina, Charlotte | 7,817,399,000 | 6,708,712,000 | 24 | + 2 | 7,293,063,000 | 24 | + 2 |
| 23 | Southeast Bank NA, Miami | 7,625,739,000 | 6,758,253,000 | 25 | + 2 | 7,589,312,000 | 22 | |
| 24 | Valley National Bank, Phoenix | 7,583,083,000 | 6,888,318,000 | 23 | | 7,415,759,000 | 23 | |
| 25 | National Westminster Bank USA, New York | 6,994,468,000 | 6,320,778,000 | 26 | + 1 | 7,019,218,000 | 26 | + 1 |
| 26 | InterFirst Bank Dallas NA | 6,881,374,000 | 7,066,086,000 | 22 | | 7,105,781,000 | 25 | |
| 27 | Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | 6,733,748,000 | 5,882,081,000 | 29 | + 2 | 6,486,164,235 | 28 | + 1 |
| 28 | Sovran Bank NA, Richmond | 6,666,272,000 | 5,836,927,000 | 30 | + 2 | 6,245,413,000 | 30 | + 2 |
| 29 | Seattle-First National Bank | 6,566,131,000 | 6,218,492,000 | 27 | | 6,459,583,000 | 29 | |
| 30 | Texas Commerce Bank NA, Houston | 6,375,328,000 | 5,772,140,000 | 31 | + 1 | 6,775,313,000 | 27 | |
| 31 | Union Bank, Los Angeles | 6,290,935,000 | 5,992,482,000 | 28 | | 5,943,808,000 | 32 | + 1 |
| 32 | Comerica Bank-Detroit | 5,775,844,000 | 5,323,627,000 | 33 | + 1 | 5,512,253,876 | 35 | + 3 |
| 33 | First City National Bank, Houston | 5,759,593,000 | 5,749,899,000 | 32 | | 6,060,855,000 | 31 | |
| 34 | Harris Trust & Savings Bank, Chicago | 5,434,340,000 | 5,007,282,000 | 34 | | 5,465,559,000 | 37 | + 3 |
| 35 | Citizens & Southern National Bank, Atlanta | 5,406,272,000 | 4,704,331,000 | 39 | + 4 | 5,333,788,000 | 38 | + 3 |
| 36 | Rainier National Bank, Seattle | 5,403,888,000 | 4,996,965,000 | 35 | | 5,469,045,000 | 36 | |
| 37 | First National Bank, Minneapolis | 5,329,636,000 | 4,475,658,000 | 41 | + 4 | 4,683,775,000 | 48 | +11 |
| 38 | European American Bank, New York | 5,299,013,000 | 4,804,044,000 | 37 | | 5,828,050,000 | 33 | |
| 39 | Pittsburgh National Bank | 5,206,126,000 | 4,739,974,000 | 38 | | 5,171,956,000 | 39 | |
| 40 | First Fidelity Bank NA, Newark, N.J. | 5,141,079,000 | 1,875,531,000 | 120 | +80 | 5,735,478,000 | 34 | |
| 41 | Connecticut Bank & Trust Co. NA, Hartford | 5,031,217,000 | 4,295,480,000 | 45 | + 4 | 4,910,866,000 | 42 | + 1 |
| 42 | Fidelity Bank NA, Malvern, Pa. | 4,938,903,000 | 808,763,000 | 266 | +224 | 4,720,618,000 | 46 | + 4 |
| 43 | United States National Bank, Portland | 4,891,610,000 | 4,467,269,000 | 42 | | 4,848,037,000 | 44 | + 1 |
| 44 | First Interstate Bank of Arizona NA, Phoenix | 4,836,267,000 | 4,310,961,000 | 44 | | 4,706,313,000 | 47 | + 3 |
| 45 | AmeriTrust Co. NA, Cleveland | 4,804,520,000 | 4,556,286,000 | 40 | | 4,850,226,000 | 43 | |
| 46 | Connecticut National Bank, Hartford | 4,771,526,000 | 4,195,700,000 | 49 | + 3 | 4,795,921,000 | 45 | |
| 47 | First National Bank, Atlanta | 4,758,968,000 | 3,925,353,000 | 57 | +10 | 4,518,912,000 | 50 | + 3 |
| 48 | United Virginia Bank, Richmond | 4,737,197,000 | 4,261,197,000 | 47 | | 4,473,747,000 | 52 | + 4 |
| 49 | MBank Dallas NA | 4,628,423,000 | 4,227,372,000 | 48 | | 4,953,320,000 | 41 | |
| 50 | Philadelphia National Bank | 4,622,124,000 | 4,283,393,000 | 46 | | 5,145,043,000 | 40 | |
| 51 | Florida National Bank, Jacksonville | 4,533,876,000 | 3,929,125,000 | 56 | + 5 | 4,363,475,000 | 56 | + 5 |
| 52 | Bank of Tokyo Trust Co., New York | 4,482,115,022 | 4,109,606,000 | 52 | | 4,370,787,220 | 55 | + 3 |
| 53 | Manufacturers National Bank, Detroit | 4,405,072,000 | 4,050,955,000 | 53 | | 4,502,343,000 | 51 | |
| 54 | California First Bank, San Francisco | 4,386,610,000 | 4,191,392,000 | 50 | | 4,433,770,000 | 53 | |
| 55 | Huntington National Bank, Columbus, Ohio | 4,384,239,000 | 3,054,175,000 | 69 | +14 | 4,198,682,000 | 59 | + 4 |
| 56 | Maryland National Bank, Baltimore | 4,312,807,000 | 3,860,116,000 | 58 | + 2 | 4,173,161,000 | 61 | + 5 |
| 57 | First Union National Bank, Charlotte, N.C. | 4,226,808,000 | 4,931,122,000 | 36 | | 4,339,697,000 | 57 | |
| 58 | Northern Trust Co., Chicago | 4,152,771,000 | 3,987,157,000 | 55 | | 4,399,824,000 | 54 | |
| 59 | Norwest Bank Minneapolis NA | 4,131,213,000 | 4,182,567,000 | 51 | | 4,546,009,000 | 49 | |
| 60 | First Interstate Bank of Oregon NA, Portland | 4,070,424,000 | 4,000,928,000 | 54 | | 4,203,998,000 | 58 | |
| 61 | NCNB National Bank of Florida, Tampa | 3,912,548,107 | 2,576,700,000 | 77R | +16 | 3,848,812,000 | 63 | + 2 |
| 62 | Riggs National Bank, Washington D.C. | 3,835,968,000 | 3,662,401,000 | 61 | | 4,173,672,000 | 60 | |
| 63 | First Pennsylvania Bank NA, Philadelphia | 3,833,100,000 | 3,824,549,000 | 59 | | 3,903,222,000 | 62 | |
| 64 | Bank of New England NA, Boston | 3,766,431,000 | 3,359,712,000 | 63 | | 3,747,904,000 | 64 | |
| 65 | Bank of Hawaii, Honolulu | 3,747,917,000 | 3,159,039,911 | 67 | + 2 | 3,324,003,000 | 68 | + 3 |
| 66 | Fleet National Bank, Providence, R.I. | 3,739,445,000 | 3,211,944,000 | 65 | | 3,119,754,000 | 75 | + 9 |
| 67 | First Tennessee Bank NA, Memphis | 3,613,596,000 | 2,418,203,212 | 85R | +18 | 3,648,932,000 | 65 | |
| 68 | Israel Discount Bank of New York | 3,423,501,000 | 3,246,810,000 | 64 | | 3,408,500,000 | 67 | |
| 69 | BancOhio National Bank, Columbus | 3,389,219,000 | 4,414,455,000 | 43 | | 3,492,135,000 | 66 | |
| 70 | Bank of Virginia, Richmond | 3,388,051,000 | 3,074,567,000 | 68 | | 3,212,370,000 | 71 | + 1 |
| 71 | Provident National Bank, Philadelphia | 3,314,191,000 | 2,774,379,000 | 73 | + 2 | 3,152,934,000 | 74 | + 3 |
| 72 | Chase Lincoln First Bank, NA, Rochester, N.Y. | 3,273,508,000 | 3,175,231,000 | 66 | | 3,309,306,000 | 69 | |
| 73 | Allied Bank of Texas, Houston | 3,259,060,000 | 2,903,206,770 | 72 | | 3,080,358,000 | 77 | + 4 |
| 74 | State Street Bank & Trust Co., Boston | 3,181,281,000 | 2,563,519,000 | 78R | + 4 | 3,211,530,000 | 72 | |
| 75 | AmSouth Bank NA, Birmingham, Ala. | 3,172,896,000 | 2,963,343,000 | 71 | | 3,211,360,000 | 73 | |
| 76 | Barnett Bank of South Florida NA, Miami | 3,161,351,000 | 2,210,767,000 | 98 | +22 | 2,758,524,000 | 86 | +10 |
| 77 | MBank Houston NA | 3,114,204,000 | 765,602,000 | 284 | +207 | 3,046,690,000 | 78 | + 1 |
| 78 | Banco Popular de Puerto Rico, San Juan | 3,065,174,017 | 2,496,375,822 | 82R | + 4 | 2,870,671,318 | 84R | + 6 |
| 79 | Arizona Bank, Phoenix | 3,059,654,000 | 2,436,587,000 | 83R | + 4 | 2,817,568,000 | 85 | + 6 |
| 80 | Atlantic National Bank of Florida, Jacksonville | 3,041,846,000 | 2,672,083,000 | 74R | | 2,934,299,000 | 81R | + 1 |
| 81 | American Security Bank NA, Washington, D.C. | 2,956,983,000 | 3,037,999,000 | 70 | | 3,223,915,000 | 70 | |
| 82 | National City Bank, Cleveland | 2,955,433,000 | 2,607,357,000 | 76R | | 3,086,528,000 | 76 | |
| 83 | South Carolina National Bank, Columbia | 2,883,247,000 | 1,662,969,000 | 135 | +52 | 2,969,915,000 | 80r | |
| 84 | First National Bank, St. Paul, Minn. | 2,851,560,000 | 2,337,920,000 | 88R | + 4 | 3,003,766,000 | 79 | |
| 85 | First National Bank of Maryland, Baltimore | 2,835,506,000 | 2,650,313,000 | 75R | | 2,915,343,000 | 82R | |
| 86 | Citibank (New York State) NA, Buffalo | 2,780,505,000 | 2,328,073,000 | 89R | + 3 | 2,233,196,000 | 110 | +24 |
| 87 | American Bank & Trust Co., Reading, Pa. | 2,765,357,000 | 2,501,450,000 | 81R | | 2,665,598,000 | 89 | + 2 |
| 88 | First Wisconsin National Bank, Milwaukee | 2,723,338,000 | 2,421,308,000 | 84R | | 2,738,699,000 | 88 | |
| 89 | Mellon Bank (East) NA, Philadelphia | 2,689,852,000 | 2,527,812,000 | 80R | | 2,906,504,000 | 83R | |
| 90 | Citibank (South Dakota) NA, Sioux Falls | 2,681,640,000 | 2,134,336,000 | 103 | +13 | 2,757,946,000 | 87 | |
| 91 | Trust Company Bank, Atlanta | 2,648,466,000 | 2,208,367,000 | 99 | + 8 | 2,585,533,000 | 92 | + 1 |
| 92 | First Interstate Bank of Washington NA, Seattle | 2,621,690,000 | 2,147,822,000 | 102 | +10 | 2,283,921,000 | 103 | +11 |
| 93 | American Fletcher National Bank &Trust Co., Indianapolis | 2,592,551,000 | 2,408,931,000 | 86R | | 2,521,109,000 | 93 | |
| 94 | American National Bank & Trust Co., Chicago | 2,571,390,000 | 2,279,237,000 | 93R | | 2,626,030,000 | 90 | |
| 95 | Indiana National Bank, Indianapolis | 2,518,006,000 | 2,104,466,000 | 105 | +10 | 2,458,290,000 | 96 | + 1 |
| 96 | Central Fidelity Bank, Richmond | 2,517,885,000 | 2,049,786,000 | 110 | +14 | 2,274,493,000 | 105 | + 9 |
| 97 | Equitable Bank NA, Baltimore | 2,501,817,000 | 2,203,287,000 | 100 | + 3 | 2,321,597,000 | 102 | + 5 |
| 98 | Sumitomo Bank of California, San Francisco | 2,463,722,000 | 2,327,087,283 | 90R | | 2,471,148,551 | 95 | |
| 99 | Boston Safe Deposit & Trust Co. | 2,452,825,000 | 1,387,869,000 | 164 | + 65 | 1,655,459,000 | 150 | +51 |
| 100 | First Hawaiian Bank, Honolulu | 2,416,145,000 | 2,234,546,000 | 96 | | 2,205,419,000 | 111 | +11 |
| | **TOTAL DEPOSITS TOP 100 BANKS†** | **$930,804,356,146** | **$899,419,812,848** | | | **$922,303,692,610** | | |

(a)— The bulk of the data are from American Banker questionnaire. The questionnaire requests consolidated data — for the bank and its domestic and foreign subsidiaries — as reported on the federal regulatory agencies' Report of Condition ("Call Report") for June 30, 1985, whenever possible. Data may not be comparable with other periods because of mergers, changes in accounting practices, etc. (r)— Rank based on revised data submitted by the bank after publication on March 15, 1985. (R)— Revised. (†)— Totals for 6/30/84 and 12/31/84 are for the top 100 banks on those respective dates.

# Top 300 Commercial Banks in the United States

## In Order of Deposits June 30, 1985, Compared with June 30, 1984 and Dec. 31, 1984

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| Rank 6/30/85 | | Deposits (a) June 30, 1985 | Deposits (a) June 30, 1984 | Rank 6/30/84 | Gain from 6/30/84 | Deposits (a) Dec. 31, 1984 | Rank 12/31/84 | Gain from 12/31/84 |
|---|---|---|---|---|---|---|---|---|
| 101 | Bank Leumi Trust Co., New York | 2,387,499,820 | 2,278,424,000 | 94R | | 2,452,741,410 | 97 | |
| 102 | Suburban Bank, Bethesda, Md. | 2,335,771,000 | 1,898,662,410 | 117 | +15 | 2,109,866,000 | 115 | +13 |
| 103 | Fuji Bank & Trust Co., New York | 2,295,918,000 | 1,896,115,479 | 118 | +15 | 2,022,799,000 | 120 | +17 |
| 104 | First National Bank, Louisville, Ky. | 2,295,444,000 | 2,183,865,095 | 101 | | 2,488,941,000 | 94 | |
| 105 | Midlantic National Bank, Newark, N.J. | 2,263,125,000 | 2,105,686,000 | 104 | | 2,441,843,000 | 98 | |
| 106 | Lloyds Bank California, Los Angeles | 2,259,277,000 | 2,309,010,000 | 92R | | 2,355,561,000 | 100 | |
| 107 | Mercantile Trust Co. NA, St. Louis | 2,251,150,000 | 2,214,253,000 | 97 | | 2,260,595,000 | 91 | |
| 108 | Sun Bank NA, Orlando, Fla. | 2,246,001,000 | 2,006,072,000 | 112 | +4 | 2,183,899,000 | 112 | +4 |
| 109 | Shawmut Bank of Boston NA | 2,239,225,000 | 2,051,386,000 | 109 | | 2,333,317,000 | 101 | |
| 110 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. | 2,230,937,000 | 2,053,890,000 | 107 | | 2,251,352,000 | 107 | |
| 111 | Northwestern Bank, North Wilkesboro, N.C. | 2,217,974,000 | 2,100,195,000 | 106 | | 2,251,021,000 | 108 | |
| 112 | Industrial Bank of Japan Trust Co., New York | 2,215,035,000 | 1,679,941,000 | 131 | +19 | 1,890,451,000 | 127 | +15 |
| 113 | First National Bank of Florida, Tampa | 2,211,031,000 | 1,555,829,000 | 147 | +34 | 1,853,471,000 | 132 | +19 |
| 114 | Bank of California NA, San Francisco | 2,205,586,000 | 2,397,220,000 | 87R | | 2,387,259,000 | 99 | |
| 115 | Idaho First National Bank, Boise | 2,177,937,000 | 1,902,033,000 | 116 | +1 | 2,107,495,000 | 116 | +1 |
| 116 | First Interstate Bank of Nevada NA, Reno | 2,168,006,000 | 2,052,604,975 | 108 | | 2,163,122,000 | 113 | |
| 117 | United Jersey Bank, Hackensack, N.J. | 2,160,481,000 | 1,979,014,000 | 114 | | 2,063,762,000 | 119 | +2 |
| 118 | Continental Bank, Norristown, Pa. | 2,159,382,000 | 2,021,354,000 | 111 | | 2,260,023,000 | 106 | |
| 119 | First Security Bank of Utah NA, Ogden | 2,147,612,000 | 1,984,106,000 | 113 | | 2,137,121,000 | 114 | |
| 120 | Equibank, Pittsburgh | 2,145,645,000 | 2,532,548,000 | 79R | | 2,281,147,000 | 104 | |
| 121 | Branch Banking & Trust Co., Wilson, N.C. | 2,142,983,000 | 1,678,268,000 | 132 | +11 | 2,103,098,000 | 117 | |
| 122 | Norstar Bank of Upstate NY, Albany | 2,140,964,000 | 979,679,000 | 222 | +100 | 1,296,121,000 | 189 | +67 |
| 123 | United States Trust Co., New York | 2,109,431,000 | 1,729,973,000 | 126 | +3 | 1,739,236,000 | 144 | +21 |
| 124 | Society National Bank, Cleveland | 2,103,399,000 | 1,871,722,000 | 121 | | 2,002,616,000 | 121 | |
| 125 | Central Bank of the South, Birmingham, Ala. | 2,060,658,000 | 1,862,608,000 | 122 | | 1,983,093,000 | 123 | |
| 126 | Old Kent Bank & Trust Co., Grand Rapids, Mich. | 2,048,978,000 | 1,956,896,000 | 115 | | 1,923,828,000 | 125 | |
| 127 | Citizens & Southern National Bank, Charleston, S.C. | 2,014,840,000 | 1,737,077,248 | 125 | | 1,878,833,000 | 128 | +1 |
| 128 | Hamilton Bank, Lancaster, Pa. | 2,007,494,000 | 1,881,185,000 | 119 | | 1,988,765,000 | 122 | |
| 129 | Texas American Bank/Fort Worth NA | 1,978,252,000 | 1,785,627,000 | 123 | | 2,072,458,000 | 118 | |
| 130 | First-Citizens Bank & Trust Co., Raleigh, N.C. | 1,974,325,000 | 1,746,712,000 | 124 | | 1,861,955,659 | 129 | |
| 131 | Deposit Guaranty National Bank, Jackson, Miss. | 1,962,435,000 | 1,674,178,000 | 133 | +2 | 1,942,220,000 | 124 | |
| 132 | Midlantic National Bank/North, West Paterson, N.J. | 1,944,031,000 | 1,110,367,686 | 195 | +63 | 1,853,806,000 | 131 | |
| 133 | Centerre Bank NA, St. Louis | 1,921,637,094 | 2,247,570,000 | 95r | | 2,241,122,000 | 109 | |
| 134 | BayBank Middlesex, Burlington, Mass. | 1,916,110,270 | 1,668,500,833 | 134 | | 1,774,125,466 | 138 | +4 |
| 135 | First American Bank of Virginia, McLean | 1,890,755,000 | 1,598,843,000 | 143 | +8 | 1,749,330,000 | 142 | +7 |
| 136 | Bank One, Columbus NA, Ohio | 1,890,385,155 | 1,402,457,375 | 163 | +27 | 1,921,971,169 | 126 | |
| 137 | Peoples National Bank, Seattle | 1,872,887,000 | 1,680,245,143 | 130 | | 1,787,825,624 | 136 | |
| 138 | Dominion Bank NA, Roanoke, Va. | 1,861,102,000 | 1,573,390,000 | 146 | +8 | 1,756,469,000 | 141 | +3 |
| 139 | Liberty National Bank & Trust Co., Oklahoma City | 1,859,159,000 | 1,658,379,000 | 136 | | 1,842,028,000 | 133 | |
| 140 | Third National Bank, Nashville, Tenn. | 1,851,428,000 | 1,597,351,000 | 144 | +4 | 1,777,791,000 | 137 | |
| 141 | RepublicBank Houston NA | 1,834,232,000 | 1,421,154,000 | 157 | +16 | 1,731,302,000 | 145 | +4 |
| 142 | United Bank of Denver NA | 1,809,525,000 | 1,696,669,000 | 128 | | 1,854,141,000 | 130 | |
| 143 | City National Bank, Beverly Hills, Calif. | 1,778,832,221 | 1,605,723,000 | 141 | | 1,804,839,000 | 135 | |
| 144 | Central National Bank, Cleveland | 1,772,098,000 | 1,699,744,000 | 127 | | 1,743,052,000 | 143 | |
| 145 | Manufacturers & Traders Trust Co., Buffalo N.Y. | 1,767,720,794 | 1,620,649,818 | 138 | | 1,833,772,000 | 134 | |
| 146 | Banco de Ponce, San Juan, P.R. | 1,766,280,889 | 1,538,577,669 | 148 | +2 | 1,653,753,635 | 151 | +5 |
| 147 | Zions First National Bank, Salt Lake City, Utah | 1,744,509,000 | 1,605,850,000 | 140 | | 1,682,723,000 | 147 | |
| 148 | Central Trust Co. NA, Cincinnati | 1,736,385,000 | 1,188,702,000 | 185 | +37 | 1,395,028,000 | 175 | +27 |
| 149 | Heritage Bank NA, Jamesburg, N.J. | 1,734,881,000 | 1,647,085,000 | 137 | | 1,759,301,000 | 140 | |
| 150 | Union Trust Co., Stamford, Conn. | 1,732,714,000 | 1,488,423,000 | 151 | +1 | 1,621,973,000 | 153 | +3 |
| 151 | Industrial Valley Bank & Trust Co., Philadelphia | 1,726,477,000 | 1,597,061,502 | 145 | | 1,643,136,192 | 152 | +1 |
| 152 | Mitsui Manufacturers Bank, Los Angeles | 1,699,751,000 | 1,451,212,000 | 155 | +3 | 1,564,221,000 | 159 | +7 |
| 153 | Rhode Island Hospital Trust National Bank, Providence | 1,690,650,000 | 1,419,461,000 | 159 | +6 | 1,763,561,000 | 139 | |
| 154 | First Alabama Bank, Montgomery | 1,684,496,000 | 547,202,277 | 364 | +210 | 561,499,000 | 372 | +218 |
| 155 | Union National Bank, Pittsburgh | 1,663,411,000 | 1,527,287,000 | 149 | | 1,606,324,000 | 154 | |
| 156 | Union Trust Co., Baltmore | 1,650,453,000 | 1,268,053,000 | 176 | +20 | 1,405,865,000 | 172 | +16 |
| 157 | Whitney National Bank, New Orleans | 1,649,272,000 | 1,606,198,000 | 139 | | 1,724,486,000 | 146 | |
| 158 | Merchants National Bank & Trust Co., Indianapolis | 1,607,455,000 | 1,456,756,000 | 154 | | 1,598,136,000 | 155 | |
| 159 | United Bank of Arizona, Phoenix | 1,595,376,000 | 1,236,115,000 | 178 | +19 | 1,432,263,000 | 168 | +9 |
| 160 | First National Bank, Jackson, Miss. | 1,574,316,142 | 1,371,907,238 | 166 | | 1,504,179,210 | 161 | |
| 161 | New Jersey National Bank, Trenton | 1,568,020,000 | 1,214,684,000 | 181 | +20 | 1,538,233,000 | 160 | |
| 162 | Hibernia National Bank, New Orleans | 1,560,566,000 | 1,280,201,000 | 175 | +13 | 1,373,112,000 | 179 | +17 |
| 163 | Wilmington Trust Co., Del. | 1,537,985,000 | 1,404,879,000 | 162 | | 1,594,173,000 | 156 | |
| 164 | National Community Bank, Rutherford, N.J. | 1,525,874,519 | 1,305,248,875 | 172 | +8 | 1,403,969,938 | 173 | +9 |
| 165 | Bank South NA, Atlanta | 1,524,774,000 | 1,098,407,000 | 197 | +32 | 1,494,319,000 | 163 | |
| 166 | J. Henry Schroder Bank & Trust Co., New York | 1,513,486,000 | 1,471,950,000 | 152 | | 1,580,981,000 | 157 | |
| 167 | Barclays Bank of New York NA | 1,502,476,000 | 1,320,137,000 | 170 | +3 | 1,497,218,000 | 162 | |
| 168 | Bankers Trust of South Carolina, Columbia | 1,486,867,000 | 1,292,372,000 | 174 | +6 | 1,464,820,000 | 166 | |
| 169 | First American National Bank, Nashville, Tenn. | 1,481,802,000 | 1,415,437,000 | 160 | | 1,575,541,000 | 158 | |
| 170 | Frost National Bank, San Antonio, Tex. | 1,474,673,000 | 1,346,907,155 | 169 | | 1,482,077,000 | 165 | |
| 171 | First Jersey National Bank, Jersey City, N.J. | 1,472,710,000 | 1,099,987,000 | 196 | +25 | 1,226,475,000 | 197 | +26 |
| 172 | First National Bank of Commerce, New Orleans | 1,456,348,000 | 1,420,889,000 | 158 | | 1,464,613,000 | 167 | |
| 173 | First National Bank & Trust Co., Oklahoma City | 1,451,626,000 | 1,686,222,000 | 129 | | 1,681,856,186 | 148 | |
| 174 | First Interstate Bank of Denver NA | 1,450,158,000 | 1,602,112,000 | 142 | | 1,655,474,576 | 149 | |
| 175 | First Security Bank of Idaho NA, Boise | 1,446,323,000 | 1,386,803,000 | 165 | | 1,482,550,000 | 164 | |
| 176 | Michigan National Bank, Detroit | 1,444,819,000 | 1,407,120,000 | 161 | | 1,420,644,000 | 170 | |
| 177 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 1,422,020,000 | 1,071,345,000 | 201 | +24 | 1,386,022,000 | 176 | |
| 178 | Commerce Union Bank, Nashville, Tenn. | 1,420,240,000 | 1,218,843,000 | 180 | +2 | 1,374,802,000 | 178 | |
| 179 | Key Bank NA, Albany, N.Y. | 1,409,083,000 | 1,196,189,000 | 164 | +5 | 1,369,268,475 | 180 | +1 |
| 180 | Toledo Trust Co., Ohio | 1,394,733,854 | 1,050,670,491 | 205 | +25 | 1,298,507,107 | 187 | +7 |
| 181 | Michigan National Bank, Lansing | 1,393,935,000 | 1,370,480,000 | 167 | | 1,382,470,000 | 177 | |
| 182 | Bank of Baltimore, Md. (b) | 1,389,970,000 | 1,243,064,115 | ... | | 1,304,086,000 | 186 | +4 |
| 183 | Dauphin Deposit Bank & Trust Co., Harrisburg, Pa. | 1,373,384,000 | 1,297,466,000 | 173 | | 1,342,421,000 | 184 | +1 |
| 184 | Long Island Trust Co. NA, Garden City, N.Y. | 1,371,124,000 | 1,264,552,000 | 177 | | 1,395,661,000 | 174 | |
| 185 | Fifth Third Bank, Cincinnati | 1,369,179,000 | 1,129,815,000 | 192 | +7 | 1,297,747,000 | 188 | +3 |
| 186 | InterFirst Bank Austin NA, Tex. | 1,369,141,039 | 1,119,344,000 | 194 | +8 | 1,357,044,000 | 181 | |
| 187 | First National Bank, Cincinnati | 1,359,784,000 | 1,149,480,000 | 190 | +3 | 1,256,031,000 | 192 | +5 |
| 188 | Citytrust, Bridgeport, Conn. | 1,347,774,000 | 1,037,557,000 | 207 | +19 | 1,255,539,000 | 193 | +5 |
| 189 | Colonial Bank, Waterbury, Conn. | 1,346,663,000 | 1,202,119,000 | 183 | | 1,284,707,000 | 190 | +1 |
| 190 | SouthTrust Bank of Alabama NA, Birmingham | 1,335,382,000 | 1,176,502,324 | 187 | | 1,353,789,000 | 183 | |
| 191 | Norwest Bank South Dakota NA, Sioux Falls | 1,331,006,000 | 566,205,000 | 352 | + 161 | 1,355,572,000 | 182 | |
| 192 | Bank of Oklahoma NA, Tulsa | 1,329,408,000 | 1,309,661,000 | 171 | | 1,431,879,000 | 169 | |
| 193 | Manufacturers Hanover Bank (Delaware), Wilmington | 1,325,902,000 | 834,567,000 | 255 | +62 | 1,138,825,000 | 207 | +14 |
| 194 | Union Planters National Bank, Memphis, Tenn. | 1,321,155,000 | 1,493,414,000 | 150 | | 1,419,279,000 | 171 | |
| 195 | Liberty National Bank & Trust Co., Louisville, Ky. | 1,275,971,000 | 1,142,189,000 | 191 | | 1,242,445,000 | 195 | |
| 196 | Golden State Sanwa Bank, San Francisco | 1,273,828,000 | 1,204,800,000 | 182 | | 1,230,112,000 | 196 | |
| 197 | Old National Bank, Spokane, Wash. | 1,257,841,000 | 1,180,635,000 | 186 | | 1,325,503,000 | 185 | |
| 198 | Citizens First National Bank, Ridgewood, N.J. | 1,257,601,000 | 1,065,273,000 | 202 | +4 | 1,158,897,000 | 202 | +4 |
| 199 | National State Bank, Elizabeth, N.J. | 1,249,767,000 | 1,089,139,000 | 199 | | 1,154,492,000 | 205 | +6 |
| 200 | Imperial Bank, Los Angeles | 1,244,785,000 | 1,155,497,000 | 189 | | 1,257,180,000 | 191 | |
| | **TOTAL DEPOSITS BANKS 101-200†** | **$174,471,059,150** | **$153,898,177,404** | | | **$168,360,898,759** | | |

(a)— The bulk of the data are from American Banker questionnaire. The questionnaire requests consolidated data — for the bank and its domestic and foreign subsidiaries — as reported on the federal regulatory agencies' Report of Condition ("Call Report") for June 30, 1985, whenever possible. Data may not be comparable with other periods because of mergers, changes in accounting practices, etc. (b)— Formerly Savings Bank of Baltimore. The bank converted from a savings bank to a commercial bank on 11/1/84. (r)— Rank based on revised data submitted by the bank after publication on Aug. 24, 1984. (R)— Revised. (†)— Totals for 6/30/84 and 12/31/84 are for the banks ranked 101-to-200 on those respective dates.

# Top 300 Commercial Banks in the United States

## In Order of Deposits June 30, 1985, Compared with June 30, 1984 and Dec. 31, 1984

Compiled by **American Banker** Copyright 1985 in Cooperation with Polk's World Bank Directory

| Rank 6/30/85 | | Deposits (a) June 30, 1985 | Deposits (a) June 30, 1984 | Rank 6/30/84 | Gain from 6/30/84 | Deposits (a) Dec. 31, 1984 | Rank 12/31/84 | Gain from 12/31/84 |
|---|---|---|---|---|---|---|---|---|
| 201 | Security Norstar Bank, Rochester, N.Y. | 1,233,537,000 | 1,223,454,000 | 179 | | 1,208,919,000 | 198 | |
| 202 | Sun Bank/Miami NA | 1,231,805,000 | 753,558,000 | 287 | +85 | 778,390,000 | 296 | +94 |
| 203 | United Carolina Bank, Whiteville, N.C. | 1,230,225,000 | 997,372,000 | 217 | +14 | 1,169,548,000 | 200 | |
| 204 | First Virginia Bank, Falls Church | 1,208,522,000 | 1,002,492,000 | 214 | +10 | 1,127,852,000 | 211 | + 7 |
| 205 | Sunwest Bank of Albuquerque NA, N.M. | 1,196,874,271 | 1,090,267,000 | 198 | | 1,138,387,029 | 208 | + 3 |
| 206 | Horizon Bank NA, Morristown, N.J. | 1,196,786,000 | 1,029,262,000 | 208 | + 2 | 1,160,748,252 | 201 | |
| 207 | Southern National Bank of North Carolina, Lumberton | 1,195,329,193 | 1,053,439,787 | 204 | | 1,178,373,522 | 199 | |
| 208 | InterFirst Bank Fort Worth NA, Tex. | 1,195,133,000 | 1,014,548,793 | 210 | + 2 | 1,074,880,000 | 215 | + 7 |
| 209 | First National Bank of Ohio, Akron | 1,194,463,331 | 989,163,000 | 219 | +10 | 1,148,072,000 | 206 | |
| 210 | Barnett Bank of Central Florida NA, Winter Park | 1,191,727,000 | 952,190,000 | 223 | +13 | 1,071,801,000 | 216 | + 6 |
| 211 | Puget Sound National Bank, Tacoma, Wash. | 1,186,911,000 | 1,085,586,579 | 200 | | 1,123,286,131 | 212 | + 1 |
| 212 | Bank One, Dayton NA, Ohio | 1,180,728,000 | 1,000,293,000 | 216 | + 4 | 1,077,502,000 | 213 | +1 |
| 213 | First Fidelity Bank NA/North Jersey, Totowa | 1,170,510,538 | 1,120,187,000 | 193 | | 1,157,571,000 | 204 | |
| 214 | Barnett Bank of Palm Beach County, West Palm Beach, Fla. | 1,137,874,000 | 806,431,000 | 267 | +53 | 932,295,000 | 251 | +37 |
| 215 | Chase Manhattan Bank (U.S.A.) NA, Wilmington, Del. | 1,136,492,000 | 678,664,000 | 309 | +94 | 709,027,000 | 319 | +104 |
| 216 | Chemical Bank (Delaware), Wilmington | 1,113,460,000 | 1,439,752,000 | 156 | | 1,156,965,000 | 203 | |
| 217 | Boatmen's First National Bank, Kansas City, Mo. | 1,112,200,000 | 817,490,000 | 261 | +44 | 933,567,000 | 250 | +33 |
| 218 | Hibernia Bank, San Francisco | 1,111,563,166 | 791,844,000 | 273 | +55 | 781,883,229 | 294 | +76 |
| 219 | Central Bank, San Francisco | 1,102,995,000 | 1,057,822,000 | 203 | | 1,061,929,000 | 217 | |
| 220 | M&I Marshall & Ilsely Bank, Milwaukee, Wis. | 1,099,505,000 | 777,355,000 | 278 | +58 | 1,134,426,000 | 209 | |
| 221 | National Bank of Washington, D.C. | 1,094,966,000 | 1,011,256,000 | 212 | | 1,048,171,000 | 221 | |
| 222 | Marine Bank NA, Milwaukee, Wis. | 1,094,782,000 | 1,015,860,000 | 209 | | 1,130,183,000 | 210 | |
| 223 | National Bank of Georgia, Atlanta | 1,075,812,000 | 889,915,000 | 236 | +13 | 995,370,000 | 234 | +11 |
| 224 | Exchange National Bank, Chicago | 1,061,407,000 | 983,357,000 | 220 | | 1,055,219,000 | 218 | |
| 225 | First Fidelity Bank NA, South Jersey, Burlington Twp., N.J. | 1,059,792,000 | 890,802,000 | 235 | +10 | 1,076,489,000 | 214 | |
| 226 | InterFirst Bank Houston NA | 1,056,394,000 | 1,008,768,000 | 213 | | 1,015,940,000 | 230 | + 4 |
| 227 | Bank of Delaware, Wilmington | 1,056,113,000 | 934,057,000 | 228 | + 1 | 980,384,000 | 238 | +11 |
| 228 | Bank One of Eastern Ohio NA, Youngstown | 1,046,580,000 | 929,007,000 | 230 | + 2 | 1,009,434,000 | 233 | + 5 |
| 229 | Commonwealth National Bank, Harrisburg, Pa. | 1,046,106,000 | 1,001,080,000 | 215 | | 1,044,482,000 | 223 | |
| 230 | Morgan Bank (Delaware), Wilmington | 1,044,169,000 | 1,163,933,000 | 188 | | 1,245,258,000 | 194 | |
| 231 | First Eastern Bank NA, Wilkes-Barre, Pa. | 1,019,269,000 | 873,350,000 | 238 | + 7 | 1,012,300,000 | 231 | |
| 232 | Valley National Bank, Passaic, N.J. | 1,016,013,730 | 834,839,443 | 254 | +22 | 971,851,628 | 241 | + 9 |
| 233 | Key Bank of Central N.Y., Syracuse | 1,015,959,000 | 787,066,000 | 276 | +43 | 935,532,000 | 249 | +16 |
| 234 | First National Bank, Toms River, N.J. | 1,013,386,776 | 812,200,000 | 264 | +30 | 967,123,000 | 243 | + 9 |
| 235 | First National Bank, Allentown, Pa. | 1,012,571,000 | 1,011,305,000 | 211 | | 1,046,832,000 | 222 | |
| 236 | Boatmen's National Bank, St. Louis, Mo. | 1,008,500,000 | 785,163,000 | 277 | +41 | 847,446,000 | 274 | +38 |
| 237 | Bank One, Cleveland NA | 1,007,302,000 | 906,376,554 | 232 | | 971,789,000 | 242 | + 5 |
| 238 | Banco de Santander-Puerto Rico, Hato Rey | 1,006,607,626 | 852,278,490 | 248 | +10 | 948,514,161 | 246 | + 8 |
| 239 | Bank of the West, San Francisco | 992,527,000 | 1,043,255,000 | 206 | | 1,049,857,200 | 220 | |
| 240 | Amalgamated Bank, New York | 991,404,000 | 832,853,000 | 256 | +16 | 948,357,038 | 247 | + 7 |
| 241 | Fourth National Bank & Trust Co., Wichita, Kan. | 988,767,000 | 904,817,000 | 233 | | 1,023,669,000 | 228 | |
| 242 | First Bank of South Dakota NA, Sioux Falls | 987,861,000 | 981,542,000 | 221 | | 1,016,025,000 | 229 | |
| 243 | Valley Bank of Nevada, Las Vegas | 987,801,954 | 868,209,000 | 242 | | 957,990,353 | 245 | + 2 |
| 244 | Norstar Bank of Long Island, Hempstead, N.Y. | 978,252,000 | 774,808,000 | 279 | +35 | 910,097,733 | 256 | +12 |
| 245 | Louisiana National Bank, Baton Rouge | 978,226,000 | 862,709,000 | 245 | | 1,009,818,000 | 232 | |
| 246 | Bank of New England -West NA, Springfield, Mass. | 973,755,518 | 691,835,000 | 304 | +58 | 742,344,000 | 306 | +60 |
| 247 | Texas Commerce Bank-Austin NA | 972,163,000 | 863,125,307 | 244 | | 943,829,972 | 248 | + 1 |
| 248 | United Missouri Bank of Kansas City NA | 971,490,000 | 916,088,000 | 231 | | 1,033,932,000 | 225 | |
| 249 | Commercial National Bank, Shreveport, La. | 968,980,000 | 827,625,000 | 258 | + 9 | 976,496,874 | 239 | |
| 250 | Citizens Commercial & Savings Bank, Flint, Mich. | 965,733,000 | 993,404,985 | 218 | | 965,918,932 | 244 | |
| 251 | Marquette Bank Minneapolis NA | 961,662,000 | 944,730,000 | 226 | | 983,234,000 | 237 | |
| 252 | LaSalle National Bank, Chicago | 960,985,461 | 933,607,000 | 229 | | 995,340,000 | 235 | |
| 253 | Mitsubishi Bank of California, Los Angeles | 960,764,279 | 773,042,836 | 282 | +29 | 833,251,914 | 281 | +28 |
| 254 | Barnett Bank of Jacksonville NA, Fla. | 953,868,000 | 760,391,000 | 285 | +31 | 931,186,000 | 252 | |
| 255 | Citizens Bank & Trust Co., Riverdale, Md. | 953,328,417 | 940,261,735 | 227 | | 925,833,482 | 253 | |
| 256 | National Bank of Commerce, San Antonio, Tex. | 941,049,835 | 855,095,000 | 247 | | 991,769,735 | 236 | |
| 257 | Colorado National Bank, Denver | 939,376,000 | 947,413,223 | 224 | | 1,050,479,000 | 219 | |
| 258 | San Diego Trust & Savings Bank, Calif. | 930,457,000 | 864,434,000 | 243 | | 874,763,000 | 268 | +10 |
| 259 | First American Bank NA, Washington, D.C. | 914,287,000 | 788,709,149 | 274 | +15 | 892,886,000 | 260 | + 1 |
| 260 | UBAF Arab American Bank, New York | 909,651,000 | 893,956,000 | 234 | | 894,737,000 | 259 | |
| 261 | Westamerica Bank NA, San Rafael, Calif. | 905,490,000 | 824,851,450 | 259 | | 834,411,940 | 279 | +18 |
| 262 | Omaha National Bank, Neb. | 905,419,000 | 654,433,450 | 317 | +55 | 875,387,000 | 267 | + 5 |
| 263 | Third National Bank & Trust Co., Dayton, Ohio | 904,937,000 | 798,034,403 | 270 | + 7 | 889,981,776 | 262 | |
| 264 | Trust Company of New Jersey, Jersey City | 904,539,000 | 835,951,000 | 253 | | 919,502,000 | 254 | |
| 265 | Society Bank of Eastern Ohio NA, Canton | 903,954,041 | N.A. | ... | | 899,847,000 | 257 | |
| 266 | Security Bank & Trust Co., Southgate, Mich. | 901,151,000 | 815,276,000 | 262 | | 839,072,000 | 277 | +11 |
| 267 | Princeton Bank, N.J. | 898,879,000 | 332,492,000 | ... | | 873,828,000 | 269 | + 2 |
| 268 | Commerce Bank of Kansas City NA, Mo. | 898,050,000 | 837,353,000 | 251 | | 1,037,509,000 | 224 | |
| 269 | Central Bank of Denver | 894,199,000 | 812,817,000 | 263 | | 976,206,000 | 240 | |
| 270 | Sun Bank/South Florida NA, Ft. Lauderdale | 893,731,000 | 839,137,000 | 250 | | 862,506,000 | 270 | |
| 271 | Arlington Trust Co., Lawrence, Mass. | 893,182,000 | 787,733,000 | 275 | + 4 | 850,167,000 | 272 | + 1 |
| 272 | Southern Bank & Trust Co., Greenville, S.C. | 891,903,000 | 809,156,000 | 265 | | 891,556,000 | 261 | |
| 273 | Norwest Bank Des Moines NA, Iowa | 889,264,000 | 792,675,000 | 272 | | 1,025,230,000 | 226 | |
| 274 | BayBank Norfolk County Trust Co., Dedham, Mass. | 883,349,000 | 759,895,000 | 286 | +12 | 852,699,000 | 271 | |
| 275 | United Penn Bank, Wilkes-Barre, Pa. | 881,631,000 | 656,048,000 | 315 | +40 | 670,515,000 | 334 | +59 |
| 276 | Merchants Bank NA, Allentown, Pa. | 879,389,000 | 721,790,000 | 295 | +19 | 836,623,000 | 278 | + 2 |
| 277 | Central Carolina Bank & Trust Co. NA, Durham, N.C. | 879,200,000 | 774,230,000 | 281 | + 4 | 849,582,000 | 273 | |
| 278 | National Bank of Commerce, Memphis, Tenn. | 877,387,000 | 820,762,000 | 260 | | 883,189,000 | 264 | |
| 279 | Central Penn National Bank, Philadelphia | 875,934,000 | 799,509,000 | 269 | | 881,107,000 | 265 | |
| 280 | Genesee Merchants Bank & Trust Co., Flint, Mich. | 875,932,010 | 869,779,000 | 240 | | 803,085,007 | 288 | + 8 |
| 281 | First of America Bank-Detroit NA | 871,148,000 | 872,845,000 | 239 | | 820,791,000 | 283 | + 2 |
| 282 | First National Bank & Trust Co., Tulsa, Okla. | 865,196,000 | 882,858,000 | 237 | | 1,024,357,000 | 227 | |
| 283 | First National Bank, Shreveport, La. | 863,967,000 | 856,504,000 | 246 | | 910,646,000 | 255 | |
| 284 | Summit Bank, Fort Wayne, Ind. | 857,558,924 | 692,683,000 | 303 | +19 | 757,441,085 | 300 | +16 |
| 285 | Pan American Bank NA, Miami | 854,201,000 | 698,978,751 | 301 | +16 | 884,877,000 | 263 | |
| 286 | Laredo National Bank, Tex. | 849,898,308 | 774,501,000 | 280 | | 817,594,000 | 284 | |
| 287 | National Bank of Alaska, Anchorage | 847,462,000 | 797,221,000 | 271 | | 839,162,000 | 276 | |
| 288 | Oregon Bank, Portland | 841,147,000 | 830,962,000 | 257 | | 878,886,000 | 266 | |
| 289 | Liberty Norstar Bank NA, Buffalo, N.Y. | 840,007,000 | 729,528,381 | 292 | + 3 | 795,847,000 | 290 | + 1 |
| 290 | Shawmut Worchester County Bank NA, Worcester, Mass. | 838,181,807 | 700,699,000 | 300 | | 824,125,000 | 282 | |
| 291 | Barclays Bank of California, San Francisco | 836,944,000 | 749,736,000 | 289 | | 774,118,000 | 297 | + 6 |
| 292 | Banco Central Corp., Hato Rey, P.R. | 817,660,252 | 668,529,617 | 311 | +19 | 730,474,056 | 309 | +17 |
| 293 | Daiwa Bank Trust Co., New York | 815,203,033 | 868,868,000 | 241 | | 833,426,000 | 280 | |
| 294 | Casco Northern Bank NA, Portland, Me. | 811,157,000 | 685,077,205 | 308 | +14 | 752,348,474 | 301 | + 7 |
| 295 | Provident Bank, Cincinnati | 810,567,000 | 690,371,000 | 305 | +10 | 751,501,000 | 302 | + 7 |
| 296 | Grenada Bank, Miss. | 798,959,000 | 750,090,000 | 288 | | 793,512,930 | 291 | |
| 297 | Marine Bank, Warren, Pa. | 796,151,000 | 805,977,000 | 268 | | 810,717,000 | 287 | |
| 298 | Central Jersey Bank & Trust Co., Freehold | 793,734,000 | 703,947,391 | 299 | + 1 | 747,830,000 | 303 | + 5 |
| 299 | First City Bank, Dallas | 792,162,000 | 848,030,000 | 249 | | 897,218,000 | 258 | |
| 300 | Delaware Trust Co., Wilmington | 789,663,316 | 708,316,107 | 298 | | 741,765,000 | 307 | + 7 |
| | **TOTAL DEPOSITS FOR BANKS 201-300†** | **$97,770,374,904** | **$86,438,542,597** | | | **$94,270,168,826** | | |
| | **TOTAL DEPOSITS TOP 300 BANKS†** | **$1,203,045,790,200** | **$1,139,756,532,849** | | | **$1,184,934,760,195** | | |

(a)— The bulk of the data are from American Banker questionnaire. The questionnaire requests consolidated data — for the bank and its domestic and foreign subsidiaries — as reported on the federal regulatory agencies' Report of Condition ("Call Report") for June 30, 1985, whenever possible. Data may not be comparable with other periods because of mergers, changes in accounting practices, etc. (†)— Totals for 6/30/84 and 42/31/84 are for the banks ranked 201-to-300 on those respective dates and for the top 300 banks on those respective dates.

# Geographic Breakdown of Top 300 Banks

## Listed in Order of Deposits within States, with Total Assets, Primary Capital, Total Capital, and the Ratios of Capital to Assets

(Based on Data for June 30, 1985; Dollar Figures in Thousands)

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | ALABAMA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 75 | AmSouth Bank NA, Birmingham | 3,172,896 | 4,157,021 | 339,964 | 347,373 | 8.18 | 8.36 |
| 125 | Central Bank of the South, Birmingham | 2,060,658 | 3,025,892 | 198,015 | 203,815 | 6.54 | 6.74 |
| 154 | First Alabama Bank, Montgomery | 1,684,496 | 2,051,455 | 201,291 | 201,291 | 9.81 | 9.81 |
| 190 | SouthTrust Bank of Alabama NA, Birmingham | 1,335,382 | 2,048,892 | 145,160 | 155,160 | 7.08 | 7.57 |

| Rank 6/30/85 | ALASKA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 287 | National Bank of Alaska, Anchorage | 847,462 | 1,084,800 | 134,740 | 134,740 | 12.42 | 12.42 |

| Rank 6/30/85 | ARIZONA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 24 | Valley National Bank, Phoenix | 7,583,083 | 9,071,122 | 547,942 | 547,942 | 6.04 | 6.04 |
| 44 | First Interstate Bank of Arizona NA, Phoenix | 4,836,267 | 5,624,505 | 420,442 | 461,099 | 7.48 | 8.20 |
| 79 | Arizona Bank, Phoenix | 3,059,654 | 3,548,733 | 229,620 | 239,570 | 6.47 | 6.75 |
| 159 | United Bank of Arizona, Phoenix | 1,595,376 | 1,826,464 | 109,890 | 122,890 | 6.02 | 6.73 |

| Rank 6/30/85 | CALIFORNIA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 1 | Bank of America NT&SA, San Francisco | 89,610,193 | 107,096,000 | 6,394,000 | 6,604,000 | 5.97 | 6.17 |
| 7 | Security Pacific National Bank, Los Angeles | 31,224,793 | 40,606,515 | N.A. | N.A. | N.A. | N.A. |
| 10 | Wells Fargo Bank NA, San Francisco | 19,574,168 | 24,209,749 | 1,877,000 | 2,041,000 | 7.75 | 8.43 |
| 12 | Crocker National Bank, San Francisco | 16,297,139 | 21,876,328 | 1,378,700 | 1,385,400 | 6.30 | 6.33 |
| 13 | First Interstate Bank of California, Los Angeles | 15,796,499 | 20,629,109 | 1,185,317 | 1,391,555 | 5.75 | 6.75 |
| 31 | Union Bank, Los Angeles | 6,290,935 | 8,176,631 | 547,041 | 702,041 | 6.69 | 8.59 |
| 54 | California First Bank, San Francisco | 4,386,610 | 5,000,530 | 317,594 | 326,036 | 6.35 | 6.52 |
| 98 | Sumitomo Bank of California, San Francisco | 2,463,722 | 2,698,274 | 152,249 | 158,839 | 5.64 | 5.89 |
| 106 | Lloyds Bank California, Los Angeles | 2,259,277 | 2,847,892 | 200,768 | 204,968 | 7.05 | 7.20 |
| 114 | Bank of California NA, San Francisco | 2,205,586 | 3,421,281 | 252,556 | 262,536 | 7.38 | 7.67 |
| 143 | City National Bank, Beverly Hills | 1,778,832 | 2,336,416 | 149,576 | 152,048 | 6.40 | 6.51 |
| 152 | Mitsui Manufacturers Bank, Los Angeles | 1,699,751 | 1,909,549 | 135,608 | 141,608 | 7.10 | 7.42 |
| 196 | Golden State Sanwa Bank, San Francisco | 1,273,828 | 1,519,086 | 83,867 | 83,867 | 5.52 | 5.52 |
| 200 | Imperial Bank, Los Angeles | 1,244,785 | 1,389,018 | 94,267 | 94,267 | 6.79 | 6.79 |
| 218 | Hibernia Bank, San Francisco | 1,111,563 | 1,287,291 | 99,428 | 99,428 | 7.72 | 7.72 |
| 219 | Central Bank, San Francisco | 1,102,995 | 1,236,447 | 76,161 | 76,161 | 6.16 | 6.16 |
| 239 | Bank of the West, San Francisco | 992,527 | 1,186,654 | 91,663 | 91,663 | 7.72 | 7.72 |
| 253 | Mitsubishi Bank of California, Los Angeles | 960,764 | 1,047,971 | 53,579 | 63,579 | 5.11 | 6.07 |
| 258 | San Diego Trust & Savings Bank | 930,457 | 1,022,872 | N.A. | N.A. | ... | ... |
| 261 | Westamerica Bank NA, San Rafael | 905,490 | 973,202 | 54,059 | 56,255 | 5.55 | 5.78 |
| 291 | Barclays Bank of California, San Francisco | 836,944 | 964,901 | 71,627 | 71,627 | 7.42 | 7.42 |

| Rank 6/30/85 | COLORADO | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 142 | United Bank of Denver NA | 1,809,525 | 2,485,230 | 168,759 | 168,759 | 6.79 | 6.79 |
| 174 | First Interstate Bank of Denver NA | 1,450,158 | 2,107,246 | 161,218 | 163,218 | 7.65 | 7.75 |
| 257 | Colorado National Bank, Denver | 939,376 | 1,367,858 | 105,298 | 115,298 | 7.70 | 8.43 |
| 269 | Central Bank of Denver | 894,199 | 1,122,121 | 79,202 | 85,502 | 7.06 | 7.62 |

| Rank 6/30/85 | CONNECTICUT | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 41 | Connecticut Bank & Trust Co. NA, Hartford | 5,031,217 | 6,497,252 | 384,299 | 385,099 | 5.91 | 5.93 |
| 46 | Connecticut National Bank, Hartford | 4,771,526 | 6,389,440 | 408,259 | 467,104 | 6.39 | 7.31 |
| 150 | Union Trust Co., Stamford | 1,732,714 | 2,015,402 | 135,577 | 135,577 | 6.73 | 6.73 |
| 188 | Citytrust, Bridgeport | 1,347,774 | 1,605,659 | 102,514 | 102,617 | 6.38 | 6.39 |
| 189 | Colonial Bank, Waterbury | 1,346,663 | 1,550,600 | N.A. | N.A. | ... | ... |

| Rank 6/30/85 | DELAWARE | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 163 | Wilmington Trust Co. | 1,537,985 | 2,034,516 | 148,625 | 164,225 | 7.31 | 8.07 |
| 193 | Manufacturers Hanover Bank (Delaware), | 1,325,902 | 1,870,007 | 206,820 | 206,820 | 11.06 | 11.06 |
| 215 | Chase Manhattan Bank (USA) NA, Wilmington | 1,136,492 | 2,821,349 | 223,265 | 223,265 | 7.91 | 7.91 |
| 216 | Chemical Bank (Delaware), Wilmington | 1,113,460 | 2,228,596 | 149,889 | 149,889 | 6.73 | 6.73 |
| 227 | Bank of Delaware, Wilmington | 1,056,113 | 1,262,140 | 89,391 | 89,391 | 7.08 | 7.08 |
| 230 | Morgan Bank (Delaware), Wilmington Wilmington | 1,044,169 | 2,681,757 | 270,741 | 370,741 | 10.10 | 13.82 |
| 300 | Delaware Trust Co., Wilmington | 789,663 | 914,448 | 65,067 | 65,067 | 7.12 | 7.12 |

| Rank 6/30/85 | DISTRICT OF COLUMBIA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 62 | Riggs National Bank, Washington, D.C. | 3,835,968 | 4,964,107 | 324,451 | 363,127 | 6.54 | 7.32 |
| 81 | American Security Bank NA, Washington, D.C. | 2,956,983 | 3,865,232 | 271,611 | 271,611 | 7.03 | 7.03 |
| 221 | National Bank of Washington, D.C. | 1,094,966 | 1,336,929 | 86,466 | 96,466 | 6.47 | 7.22 |
| 259 | First American Bank NA, Washington, D.C. | 914,287 | 1,187,432 | 66,463 | 74,102 | 5.60 | 6.24 |

| Rank 6/30/85 | FLORIDA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 23 | Southeast Bank NA, Miami | 7,625,739 | 9,870,109 | N.A. | N.A. | ... | ... |
| 51 | Florida National Bank, Jacksonville | 4,533,876 | 5,328,374 | 405,529 | 405,529 | 7.61 | 7.61 |
| 61 | NCNB National Bank of Florida, Tampa | 3,912,548 | 4,898,720 | 362,473 | 364,162 | 7.40 | 7.43 |
| 76 | Barnett Bank of South Florida NA, Miami | 3,161,351 | 3,460,340 | 214,423 | 215,036 | 6.20 | 6.21 |
| 80 | Atlantic National Bank of Florida, Jacksonville | 3,041,846 | 3,722,514 | 228,496 | 228,496 | 6.14 | 6.14 |
| 108 | Sun Bank NA, Orlando | 2,246,001 | 2,719,485 | 169,668 | 169,918 | 6.24 | 6.25 |
| 113 | First National Bank of Florida, Tampa | 2,211,031 | 2,761,063 | 168,124 | 168,124 | 6.09 | 6.09 |
| 202 | Sun Bank/Miami NA | 1,231,805 | 1,435,678 | N.A. | N.A. | ... | ... |
| 210 | Barnett Bank of Central Florida NA, Orlando | 1,191,727 | 1,296,009 | 76,529 | 76,529 | 5.90 | 5.90 |
| 214 | Barnett Bank of Palm Beach County, West Palm Beach | 1,137,874 | 1,256,776 | 69,586 | 78,178 | 5.54 | 6.22 |
| 254 | Barnett Bank of Jacksonville NA | 953,868 | 1,085,266 | 65,291 | 65,291 | 6.02 | 6.02 |
| 270 | Sun Bank/South Florida NA, Fort Lauderdale | 893,731 | 1,029,614 | 69,285 | 69,285 | 6.73 | 6.73 |
| 285 | Pan American Bank NA, Miami | 854,201 | 1,046,583 | 77,862 | 77,862 | 7.44 | 7.44 |

| Rank 6/30/85 | GEORGIA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 35 | Citizens & Southern National Bank, Atlanta | 5,406,272 | 7,737,932 | 493,311 | 544,497 | 6.38 | 7.04 |
| 47 | First National Bank, Atlanta | 4,758,968 | 6,637,902 | 419,246 | 504,372 | 6.32 | 7.60 |
| 91 | Trust Company Bank, Atlanta | 2,648,466 | 3,902,768 | 309,156 | 310,247 | 7.92 | 7.95 |
| 165 | Bank South NA, Atlanta | 1,524,774 | 2,078,441 | 136,262 | 144,517 | 6.56 | 6.95 |
| 223 | National Bank of Georgia, Atlanta | 1,075,812 | 1,438,176 | 93,120 | 96,220 | 6.47 | 6.69 |

| Rank 6/30/85 | HAWAII | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 65 | Bank of Hawaii, Honolulu | 3,747,917 | 4,177,617 | N.A. | N.A. | ... | ... |
| 100 | First Hawaiian Bank, Honolulu | 2.416.145 | 2,799,719 | 176,971 | 176,971 | 6.32 | 6.32 |

| Rank 6/30/85 | IDAHO | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 115 | Idaho First National Bank, Boise | 2,177,937 | 2,722,231 | 196,733 | 196,733 | 7.23 | 7.23 |
| 175 | First Security Bank of Idaho NA, Boise | 1,446,323 | 1,708,204 | 113,281 | 129,428 | 6.63 | 7.58 |

| Rank 6/30/85 | ILLINOIS | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 9 | First National Bank, Chicago | 25,675,216 | 35,100,189 | 2,135,055 | N.A. | 6.08 | ... |
| 11 | Continental Illinois Nat'l Bank & Trust Co., Chicago | 16,872,449 | 28,814,816 | 2,376,617 | 2,376,617 | 8.25 | 8.25 |
| 34 | Harris Trust & Savings Bank, Chicago | 5,434,340 | 7,417,518 | 486,443 | 486,443 | 6.56 | 6.56 |
| 58 | Northern Trust Co., Chicago | 4,152,771 | 6,214,894 | 384,724 | 409,724 | 6.19 | 6.59 |
| 94 | American National Bank & Trust Co., Chicago | 2,571,390 | 3,399,713 | 215,620 | 215,620 | 6.34 | 6.34 |
| 224 | Exchange National Bank, Chicago | 1,061,407 | 1,276,958 | 69,852 | 70,352 | 5.65 | 5.51 |
| 252 | LaSalle National Bank, Chicago | 960,985 | 1,362,685 | 96,425 | 118,763 | 7.08 | 8.72 |

# Geographic Breakdown of Top 300 Banks

## Listed in Order of Deposits within States, with Total Assets, Primary Capital, Total Capital, and the Ratios of Capital to Assets

(Based on Data for June 30, 1985; Dollar Figures in Thousands)

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | INDIANA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 93 | American Fletcher Nat'l Bank & Trust Co., Indianapolis | 2,592,551 | 3,483,864 | 207,489 | 207,564 | 5.96 | 5.96 |
| 95 | Indiana National Bank, Indianapolis | 2,518,006 | 3,347,369 | 226,404 | 226,404 | 6.76 | 6.76 |
| 158 | Merchants National Bank & Trust Co., Indianapolis | 1,607,455 | 2,337,127 | 148,987 | 153,987 | 6.37 | 6.59 |
| 284 | Summit Bank, Fort Wayne | 857,559 | 1,073,839 | 62,158 | 64,696 | 5.79 | 6.02 |

| Rank 6/30/85 | IOWA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 273 | Norwest Bank Des Moines NA | 889,264 | 1,181,388 | 77,793 | 86,568 | 6.58 | 7.33 |

| Rank 6/30/85 | KANSAS | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 241 | Fourth National Bank & Trust Co., Wichita | 988,767 | 1,285,543 | 96,398 | 96,398 | 7.50 | 7.50 |

| Rank 6/30/85 | KENTUCKY | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 104 | First National Bank, Louisville | 2,295,444 | 3,232,541 | 229,525 | 229,525 | 7.10 | 7.10 |
| 110 | Citizens Fidelity Bank & Trust Co., Louisville | 2,230,937 | 3,267,166 | 219,231 | 219,231 | 6.71 | 6.71 |
| 195 | Liberty National Bank & Trust Co., Louisville | 1,275,971 | 1,659,364 | 119,757 | 122,957 | 7.22 | 7.41 |

| Rank 6/30/85 | LOUSIANA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 157 | Whitney National Bank, New Orleans | 1,649,272 | 2,127,914 | 218,567 | 218,567 | 10.27 | 10.27 |
| 162 | Hibernia National Bank, New Orleans | 1,560,566 | 1,919,637 | 121,210 | 130,130 | 6.31 | 6.78 |
| 172 | First National Bank of Commerce, New Orleans | 1,456,348 | 1,946,280 | 161,213 | 161,213 | 8.28 | 8.28 |
| 245 | Louisiana National Bank, Baton Rouge | 978,226 | 1,208,582 | 100,304 | 100,304 | 8.30 | 8.30 |
| 249 | Commercial National Bank, Shreveport | 968,980 | 1,133,169 | 96,981 | 96,981 | 8.56 | 8.56 |
| 283 | First National Bank, Shreveport | 863,967 | 1,093,927 | 96,259 | 96,259 | 8.80 | 8.80 |

| Rank 6/30/85 | MAINE | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 294 | Casco Northern Bank NA, Portland | 811,157 | 919,778 | 60,787 | 60,967 | 6.61 | 6.63 |

| Rank 6/30/85 | MARYLAND | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 56 | Maryland National Bank, Baltimore | 4,312,807 | 6,316,020 | 391,683 | 391,683 | 6.20 | 6.20 |
| 85 | First National Bank of Maryland, Baltimore | 2,835,506 | 4,084,199 | N.A. | N.A. | ... | ... |
| 97 | Equitable Bank NA, Baltimore | 2,501,817 | 3,194,809 | 188,644 | 188,644 | 5.90 | 5.90 |
| 102 | Suburban Bank, Bethesda | 2,335,771 | 2,993,885 | 213,636 | 213,636 | 7.14 | 7.14 |
| 156 | Union Trust Co., Baltimore | 1,650,453 | 2,241,533 | 138,758 | 138,758 | 6.19 | 6.19 |
| 182 | Bank of Baltimore | 1,389,970 | 1,793,480 | 183,086 | 183,086 | 10.21 | 10.21 |
| 255 | Citizens Bank & Trust Co., Riverdale | 953,828 | 1,138,779 | 109,380 | 109,380 | 9.60 | 9.60 |

| Rank 6/30/85 | MASSACHUSETTS | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 16 | First National Bank, Boston | 13,230,933 | 18,049,187 | 1,203,065 | 1,203,065 | 6.67 | 6.67 |
| 64 | Bank of New England NA, Boston | 3,766,431 | 5,453,364 | 336,539 | 349,169 | 6.17 | 6.40 |
| 74 | State Street Bank & Trust Co., Boston | 3,181,281 | 4,854,939 | 290,294 | 308,505 | 5.98 | 6.35 |
| 99 | Boston Safe Deposit & Trust Co. | 2,452,825 | 2,853,453 | 171,876 | 171,876 | 6.02 | 6.02 |
| 109 | Shawmut Bank of Boston NA | 2,239,225 | 3,537,584 | 202,084 | 236,874 | 5.71 | 6.70 |
| 134 | BayBank Middlesex, Burlington | 1,916,110 | 2,242,014 | 129,380 | 134,380 | 5.77 | 5.99 |
| 246 | Bank of New England-West NA, Springfield | 973,756 | 1,112,483 | 68,624 | 68,624 | 6.17 | 6.17 |
| 271 | Arlington Trust Co., Lawrence | 893,182 | 1,034,962 | 61,670 | 65,170 | 5.96 | 6.30 |
| 274 | BayBank Norfolk County Trust Co., Dedham | 883,349 | 1,076,081 | 65,581 | 65,581 | 6.09 | 6.09 |
| 290 | Shawmut Worcester County Bank NA, Worcester | 838,182 | 1,022,743 | 67,751 | 71,751 | 6.62 | 7.02 |

| Rank 6/30/85 | MICHIGAN | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 20 | National Bank of Detroit | 8,749,547 | 12,492,721 | 887,132 | 887,132 | 7.10 | 7.10 |
| 32 | Comerica Bank-Detroit | 5,775,844 | 7,260,817 | 410,056 | 436,066 | 5.65 | 6.01 |
| 53 | Manufacturers National Bank, Detroit | 4,405,072 | 5,519,278 | 338,359 | 340,679 | 6.13 | 6.17 |
| 126 | Old Kent Bank & Trust Co., Grand Rapids | 2,048,978 | 2,480,453 | 142,731 | 145,731 | 5.75 | 5.88 |
| 176 | Michigan National Bank, Detroit | 1,444,819 | 1,881,573 | 119,876 | 126,420 | 6.37 | 6.72 |
| 181 | Michigan National Bank, Lansing | 1,393,935 | 1,583,456 | 117,580 | 117,580 | 7.43 | 7.43 |
| 250 | Citizens Commercial & Savings Bank, Flint | 965,733 | 1,205,519 | 98,570 | 98,570 | 8.18 | 8.18 |
| 266 | Security Bank & Trust Co., Southgate | 901,151 | 1,001,750 | 72,154 | 74,154 | 7.20 | 7.40 |
| 280 | Genesee Merchants Bank & Trust Co., Flint | 875,932 | 1,055,465 | 63,018 | 63,018 | 5.97 | 5.97 |
| 281 | First of America Bank-Detroit NA | 871,148 | 993,772 | 67,845 | 69,845 | 6.83 | 7.03 |

| Rank 6/30/85 | MINNESOTA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 37 | First National Bank, Minneapolis | 5,329,636 | 8,962,397 | 500,903 | 516,903 | 5.59 | 5.77 |
| 59 | Norwest Bank Minneapolis NA | 4,131,213 | 5,500,394 | 361,896 | 391,146 | 6.58 | 7.11 |
| 84 | First National Bank, St. Paul | 2,851,560 | 5,484,855 | 335,402 | 365,402 | 6.12 | 6.66 |
| 251 | Marquette Bank Minneapolis NA | 961,662 | 1,302,412 | 83,260 | 88,024 | 6.39 | 6.76 |

| Rank 6/30/85 | MISSISSIPPI | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 131 | Deposit Guaranty National Bank, Jackson | 1,962,435 | 2,582,534 | 173,417 | 176,037 | 6.72 | 6.82 |
| 160 | First National Bank, Jackson | 1,574,316 | 1,953,911 | 144,962 | 144,962 | 7.42 | 7.42 |
| 296 | Grenada Bank, Grenada | 798,959 | 960,712 | 62,801 | 68,279 | 6.54 | 7.11 |

| Rank 6/30/85 | MISSOURI | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 107 | Mercantile Trust Co. NA, St. Louis | 2,251,150 | 3,411,003 | 239,554 | 239,554 | 7.02 | 7.02 |
| 133 | Centerre Bank NA, St. Louis | 1,921,637 | 2,915,213 | 211,099 | 211,099 | 7.24 | 7.24 |
| 217 | Boatmen's First National Bank, Kansas City | 1,112,200 | 1,614,079 | 122,129 | 122,129 | 7.57 | 7.57 |
| 236 | Boatmen's National Bank, St. Louis | 1,008,500 | 1,510,895 | 92,732 | 93,332 | 6.14 | 6.18 |
| 248 | United Missouri Bank of Kansas City NA | 971,490 | 1,199,660 | 126,029 | 116,029 | 10.51 | 10.51 |
| 268 | Commerce Bank of Kansas City NA | 898,050 | 1,606,286 | 104,086 | 104,086 | 6.48 | 6.48 |

| Rank 6/30/85 | NEBRASKA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 262 | Omaha National Bank | 905,419 | 1,120,704 | 77,848 | 92,848 | 6.95 | 8.28 |

| Rank 6/30/85 | NEVADA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 116 | First Interstate Bank of Nevada NA, Reno | 2,168,006 | 2,663,666 | N.A. | N.A. | ... | ... |
| 243 | Valley Bank of Nevada, Las Vegas | 987,802 | 1,257,321 | 83,679 | 88,644 | 6.66 | 7.05 |

| Rank 6/30/85 | NEW JERSEY | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 40 | First Fidelity Bank NA, Newark | 5,141,079 | 6,773,568 | 476,764 | 483,265 | 7.04 | 7.13 |
| 105 | Midlantic National Bank, Newark | 2,263,125 | 3,083,641 | 235,206 | 235,206 | 7.63 | 7.63 |
| 117 | United Jersey Bank, Hackensack | 2,160,481 | 2,661,060 | 160,272 | 169,237 | 6.02 | 6.36 |

Sources of data: (1) American Banker questionnaire; (2) Federal regulatory Report of Condition ("Call Report") for June 30, 1985; and (3) R.L. Polk & Co., Nashville, Tenn.

(1) On the American Banker questionnaire, banks were requested to report primary and total capital "as defined by the Federal regulators and as calculated by your bank."

(2) On the call report, primary capital is calculated by summing "total equity capital" (lines 28 of Schedule RC-Balance Sheet) plus "allowance for loan and lease losses" (line 4b) plus "mandatory convertible debt" (from item 7 of Schedule RC-M-Memoranda) plus "minority interest in consolidated subsidiaries" (item 3, Schedule RC-G-Other Liabilities) less certain excludable intangible assets (from item 6 of Schedule RC-M-Memoranda). Total capital is calculated by adding "secondary capital" to primary capital. Secondary capital is notes and debentures subordinated to deposits" (line item 19 of RC-Balance Sheet) plus "limited-life preferred stock" (line item 22 of RC-Balance Sheet). The assumption was made that all notes and debentures reported in the Call Report qualify as secondary capital, i.e., they were long-term with original maturities of seven or more years. If the bank had mandatory convertible debt, it was subtracted from the subordinated debt total, before inclusion in the total capital figure.

American Banker calculated the ratios by dividing the June 30 primary and total capital figures by the June 30 total assets. (This ratio differs from the Federal regulatory ratios which banks calculate by dividing their primary and total capital figures by the sum of average assets for the quarter ending June 30 (from line 9 of Schedule RC-K-Quarterly Averages) plus "allowance for loan and lease losses" (line 4b) on June 30.

(3) Only deposit and asset data were received from R.L. Polk & Co.

# Geographic Breakdown of Top 300 Banks

Listed in Order of Deposits within States, with Total Assets,
Primary Capital, Total Capital, and the Ratios of Capital to Assets
(Based on Data for June 30, 1985; Dollar Figures in Thousands)

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | NEW JERSEY (Continued) | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 132 | Midlantic National Bank/North, West Paterson | 1,944,031 | 2,234,851 | 135,286 | 135,286 | 6.05 | 6.05 |
| 149 | Heritage Bank NA, Jamesburg | 1,734,881 | 1,983,035 | 145,216 | 149,279 | 7.32 | 7.53 |
| 161 | New Jersey National Bank, Trenton | 1,568,020 | 1,794,807 | 114,095 | 129,220 | 6.36 | 7.20 |
| 164 | National Community Bank, Rutherford | 1,525,875 | 1,815,318 | 122,143 | 122,143 | 6.73 | 6.73 |
| 171 | First Jersey National Bank, Jersey City | 1,472,710 | 1,740,693 | 102,954 | 106,070 | 5.91 | 6.09 |
| 198 | Citizens First National Bank, Ridgewood | 1,257,601 | 1,436,500 | 87,467 | 87,467 | 6.09 | 6.09 |
| 199 | National State Bank, Elizabeth | 1,249,767 | 1,407,163 | 85,718 | 85,718 | 6.09 | 6.09 |
| 206 | Horizon Bank NA, Morristown | 1,196,786 | 1,352,730 | 99,927 | 99,927 | 7.39 | 7.39 |
| 213 | First Fidelity Bank NA/North Jersey, Totowa | 1,170,511 | 1,322,537 | 86,667 | 86,667 | 6.55 | 6.55 |
| 225 | First Fidelity Bank NA-South Jersey, Burlington Twp. | 1,059,792 | 1,228,150 | 72,140 | 74,640 | 5.87 | 6.08 |
| 232 | Valley National Bank, Passaic | 1,016,014 | 1,131,343 | 69,676 | 69,676 | 6.16 | 6.16 |
| 234 | First National Bank, Toms River | 1,013,387 | 1,180,167 | 71,709 | 77,709 | 6.08 | 6.58 |
| 264 | Trust Company of New Jersey, Jersey City | 904,539 | 1,011,911 | 59,159 | 61,666 | 5.85 | 6.09 |
| 267 | Princeton Bank, Princeton | 898,879 | 1,058,954 | N.A. | N.A. | ... | ... |
| 298 | Central Jersey Bank & Trust Co., Freehold | 793,734 | 904,889 | 79,080 | 79,080 | 8.74 | 8.74 |

| Rank 6/30/85 | NEW MEXICO | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 205 | Sunwest Bank of Albuquerque NA | 1,196,874 | 1,419,166 | 102,263 | 102,263 | 7.21 | 7.21 |

| Rank 6/30/85 | NEW YORK | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 2 | Citibank NA, New York | 85,118,000 | 125,836,000 | 7,262,000 | 7,512,000 | 5.77 | 5.97 |
| 3 | Chase Manhattan Bank NA, New York | 58,986,952 | 79,480,238 | 5,783,000 | 7,629,000 | 7.28 | 9.60 |
| 4 | Manufacturers Hanover Trust Co., New York | 45,293,318 | 60,992,864 | 3,796,629 | 3,996,629 | 6.22 | 6.55 |
| 5 | Morgan Guaranty Trust Co., New York | 40,824,039 | 64,338,133 | 4,157,958 | 4,305,048 | 6.46 | 6.69 |
| 6 | Chemical Bank, New York | 37,125,029 | 57,318,191 | 3,382,312 | 3,768,422 | 5.90 | 6.58 |
| 8 | Bankers Trust Co., New York | 25,774,319 | 43,430,579 | 2,476,206 | 2,876,206 | 5.70 | 6.62 |
| 14 | Marine Midland Bank NA, Buffalo | 15,524,447 | 21,892,669 | 1,413,185 | 1,430,950 | 6.46 | 6.54 |
| 17 | Bank of New York | 10,619,728 | 14,949,270 | 847,626 | 847,626 | 5.67 | 5.67 |
| 18 | Irving Trust Co., New York | 10,448,517 | 20,050,550 | N.A. | N.A. | ... | ... |
| 21 | Republic National Bank, New York | 8,640,264 | 12,310,625 | 1,381,030 | 1,381,030 | 11.22 | 11.22 |
| 25 | National Westminster Bank USA, New York | 6,994,468 | 8,942,047 | 611,255 | 615,340 | 6.84 | 6.88 |
| 38 | European American Bank, New York | 5,299,013 | 7,547,616 | 505,359 | 659,334 | 6.70 | 8.74 |
| 52 | Bank of Tokyo Trust Co., New York | 4,482,115 | 5,186,626 | 322,010 | 339,330 | 6.21 | 6.54 |
| 68 | Israel Discount Bank, New York | 3,423,501 | 3,707,310 | 193,002 | 213,002 | 5.21 | 5.75 |
| 72 | Chase Lincoln First Bank NA, Rochester | 3,273,508 | 4,005,789 | 334,663 | 338,638 | 8.35 | 8.45 |
| 86 | Citibank (New York State) NA, Buffalo | 2,780,505 | 4,754,561 | N.A. | N.A. | ... | ... |
| 101 | Bank Leumi Trust Co., New York | 2,387,500 | 2,602,248 | 141,926 | 152,676 | 5.45 | 5.87 |
| 103 | Fuji Bank & Trust Co., New York | 2,295,918 | 2,679,490 | 144,127 | 188,127 | 5.38 | 7.02 |
| 112 | Industrial Bank of Japan Trust Co., New York | 2,215,035 | 2,666,117 | 157,646 | 215,646 | 5.91 | 8.09 |
| 122 | Norstar Bank of Upstate NY, Albany | 2,140,964 | 2,440,226 | 218,239 | 218,239 | 8.94 | 8.94 |
| 123 | United States Trust Co., New York | 2,109,431 | 2,709,448 | 143,670 | 167,026 | 5.30 | 6.16 |
| 145 | Manufacturers & Traders Trust Co., Buffalo | 1,767,721 | 2,145,390 | 155,832 | 155,382 | 7.26 | 7.26 |
| 166 | J. Henry Schroder Bank & Trust Co., New York | 1,513,486 | 1,927,874 | 142,800 | 142,800 | 7.41 | 7.41 |
| 167 | Barclays Bank of New York NA, New York | 1,502,476 | 1,762,256 | 108,654 | 108,654 | 6.16 | 6.16 |
| 179 | Key Bank NA, Albany | 1,409,083 | 1,617,480 | 120,408 | 120,408 | 7.44 | 7.44 |
| 184 | Long Island Trust Co. NA, Garden City | 1,371,124 | 1,538,052 | 101,069 | 104,657 | 6.57 | 6.80 |
| 201 | Security Norstar Bank, Rochester | 1,233,537 | 1,490,532 | 113,884 | 124,291 | 7.64 | 8.34 |
| 233 | Key Bank of Central New York, Syracuse | 1,015,959 | 1,152,159 | 78,445 | 78,445 | 6.81 | 6.81 |
| 240 | Amalgamated Bank, New York | 991,404 | 1,316,385 | 68,351 | 80,351 | 5.19 | 6.10 |
| 244 | Norstar Bank of Long Island, Hempstead | 978,252 | 1,078,078 | 76,985 | 78,173 | 7.14 | 7.25 |
| 260 | UBAF Arab American Bank, New York | 909,651 | 1,161,416 | 113,847 | 113,847 | 9.80 | 9.80 |
| 289 | Liberty Norstar Bank NA, Buffalo | 840,007 | 972,826 | 69,354 | 69,354 | 7.13 | 7.13 |
| 293 | Daiwa Bank Trust Co., New York | 815,203 | 1,034,625 | 61,756 | 61,756 | 5.97 | 5.97 |

| Rank 6/30/85 | NORTH CAROLINA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 22 | NCNB National Bank of North Carolina, Charlotte | 7,817,399 | 11,718,132 | 634,643 | 700,143 | 5.42 | 5.97 |
| 27 | Wachovia Bank & Trust Co. NA, Winston-Salem | 6,733,748 | 8,801,659 | 648,733 | 658,883 | 7.37 | 7.49 |
| 57 | First Union National Bank, Charlotte | 4,226,808 | 7,901,249 | 484,257 | 498,962 | 6.13 | 6.32 |
| 111 | Northwestern Bank, North Wilkesboro | 2,217,974 | 2,957,191 | 191,461 | 197,934 | 6.47 | 6.69 |
| 121 | Branch Banking & Trust Co., Wilson | 2,142,985 | 2,525,712 | 180,935 | 183,312 | 7.16 | 7.26 |
| 130 | First-Citizens Bank & Trust Co., Raleigh | 1,974,325 | 2,318,941 | 175,975 | 205,198 | 7.59 | 8.85 |
| 203 | United Carolina Bank, Whiteville | 1,230,225 | 1,402,518 | 92,417 | 92,417 | 6.59 | 6.59 |
| 207 | Southern National Bank, Lumberton | 1,195,329 | 1,324,928 | N.A. | N.A. | ... | ... |
| 277 | Central Carolina Bank & Trust Co. NA, Durham | 879,200 | 1,028,519 | N.A. | N.A. | ... | ... |

| Rank 6/30/85 | OHIO | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 45 | AmeriTrust Co. NA, Cleveland | 4,804,520 | 6,917,264 | 549,683 | 549,683 | 7.95 | 7.95 |
| 55 | Huntington National Bank, Columbus | 4,384,239 | 5,754,773 | 395,492 | 395,492 | 6.87 | 6.87 |
| 69 | BancOhio National Bank, Columbus | 3,389,219 | 4,456,338 | 345,186 | 345,186 | 7.75 | 7.75 |
| 82 | National City Bank, Cleveland | 2,955,433 | 4,786,241 | 329,876 | 329,876 | 6.89 | 6.89 |
| 124 | Society National Bank, Cleveland | 2,103,399 | 2,567,871 | 177,146 | 177,146 | 6.90 | 6.90 |
| 136 | Bank One, Columbus NA | 1,890,385 | 2,487,037 | 172,191 | 172,191 | 6.92 | 6.92 |
| 144 | Central National Bank, Cleveland | 1,772,098 | 2,414,251 | 161,220 | 235,865 | 6.68 | 9.77 |
| 148 | Central Trust Co. NA, Cincinnati | 1,736,385 | 2,187,878 | N.A. | N.A. | ... | ... |
| 180 | Toledo Trust Co. | 1,394,734 | 1,868,768 | 127,343 | 127,343 | 6.81 | 6.81 |
| 185 | Fifth Third Bank, Cincinnati | 1,369,179 | 2,039,593 | 176,817 | 176,817 | 8.67 | 8.67 |
| 187 | First National Bank, Cincinnati | 1,359,784 | 2,028,314 | 158,224 | 158,224 | 7.80 | 7.80 |
| 209 | First National Bank of Ohio, Akron | 1,194,464 | 1,413,533 | 145,205 | 145,205 | 10.27 | 10.27 |
| 212 | Bank One, Dayton NA | 1,180,728 | 1,404,219 | 104,559 | 104,559 | 7.45 | 7.45 |
| 228 | Bank One of Eastern Ohio NA, Youngstown | 1,046,580 | 1,260,834 | 101,178 | 101,178 | 8.02 | 8.02 |
| 237 | Bank One, Cleveland NA | 1,007,302 | 1,234,344 | 94,323 | 97,484 | 7.64 | 7.90 |
| 263 | Third National Bank & Trust Co., Dayton | 904,937 | 1,111,561 | 65,548 | 68,548 | 5.90 | 6.17 |
| 265 | Society Bank of Eastern Ohio NA, Canton | 903,954 | 1,136,558 | 84,624 | 84,624 | 7.45 | 7.45 |
| 295 | Provident Bank, Cincinnati | 810,567 | 1,021,864 | 66,537 | 76,280 | 6.52 | 7.46 |

| Rank 6/30/85 | OKLAHOMA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 139 | Liberty National Bank & Trust Co., Oklahoma City | 1,859,159 | 2,329,766 | 115,437 | 149,037 | 4.95 | 6.40 |
| 173 | First National Bank & Trust Co., Oklahoma City | 1,451,626 | 2,185,642 | 166,308 | 168,308 | 7.70 | 7.70 |
| 192 | Bank of Oklahoma NA, Tulsa | 1,329,408 | 1,617,127 | 110,191 | 110,191 | 6.81 | 6.81 |
| 282 | First National Bank & Trust Co., Tulsa | 865,196 | 1,183,507 | 87,758 | 93,798 | 7.42 | 7.92 |

| Rank 6/30/85 | OREGON | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 43 | United States National Bank, Portland | 4,891,610 | 6,681,353 | 452,154 | 467,859 | 6.77 | 7.00 |
| 60 | First Interstate Bank of Oregon NA, Portland | 4,070,424 | 5,442,369 | 387,790 | 414,790 | 7.13 | 7.62 |
| 288 | Oregon Bank, Portland | 841,147 | 1,037,483 | 69,049 | 69,049 | 6.66 | 6.66 |

| Rank 6/30/85 | PENNSYLVANIA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 15 | Mellon Bank NA, Pittsburgh | 14,657,173 | 25,375,604 | 1,501,290 | 1,599,215 | 5.92 | 6.30 |
| 39 | Pittsburgh National Bank | 5,206,126 | 9,490,158 | 636,433 | 636,433 | 6.71 | 6.71 |
| 42 | Fidelity Bank NA, Malvern | 4,938,903 | 6,130,971 | 351,043 | 391,590 | 5.73 | 6.39 |
| 50 | Philadelphia National Bank | 4,622,124 | 6,626,180 | 461,355 | 524,807 | 6.96 | 7.92 |
| 63 | First Pennsylvania Bank NA, Philadelphia | 3,833,100 | 5,532,001 | 396,923 | 439,623 | 7.18 | 7.95 |
| 71 | Provident National Bank, Philadelphia | 3,314,191 | 4,640,032 | 307,352 | 325,869 | 6.62 | 7.02 |
| 87 | American Bank & Trust Co., Reading | 2,765,357 | 3,256,473 | 221,917 | 222,697 | 6.81 | 6.84 |
| 89 | Mellon Bank (East) NA, Philadelphia | 2,689,852 | 4,079,614 | N.A. | N.A. | ... | ... |

# Geographic Breakdown of Top 300 Banks

## Listed in Order of Deposits within States, with Total Assets, Primary Capital, Total Capital, and the Ratios of Capital to Assets

(Based on Data for June 30, 1985; Dollar Figures in Thousands)

Compiled by **American Banker** Copyright 1985

| Rank 6/30/35 | PENNSYLVANIA (Continued) | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 118 | Continental Bank, Norristown | 2,159,382 | 2,565,935 | 196,097 | 198,377 | 7.64 | 7.73 |
| 120 | Equibank, Pittsburgh | 2,145,645 | 2,704,425 | 144,157 | 144,157 | 5.33 | 5.33 |
| 128 | Hamilton Bank, Lancaster | 2,007,494 | 2,420,663 | 179,640 | 194,640 | 7.42 | 8.04 |
| 151 | Industrial Valley Bank & Trust Co., Philadelphia | 1,726,477 | 2,096,325 | 144,888 | 158,499 | 6.91 | 7.56 |
| 155 | Union National Bank, Pittsburgh | 1,663,411 | 1,839,628 | 129,761 | 129,761 | 7.05 | 7.05 |
| 177 | Northeastern Bank of Pennsylvania, Wilkes-Barre | 1,422,020 | 1,593,375 | 113,507 | 116,507 | 7.12 | 7.31 |
| 183 | Dauphin Deposit Bank & Trust Co., Harrisburg | 1,373,384 | 1,663,478 | 121,150 | 121,150 | 7.28 | 7.28 |
| 229 | Commonwealth National Bank, Harrisburg | 1,046,106 | 1,359,963 | N.A. | N.A. | ... | ... |
| 231 | First Eastern Bank NA, Wilkes-Barre | 1,019,269 | 1,202,735 | 94,928 | 100,696 | 7.89 | 8.37 |
| 235 | First National Bank, Allentown | 1,012,571 | 1,170,772 | 80,681 | 90,311 | 6.89 | 7.71 |
| 275 | United Penn Bank, Wilkes-Barre | 881,631 | 1,000,447 | 71,399 | 77,899 | 7.14 | 7.79 |
| 276 | Merchants Bank NA, Allentown | 879,389 | 977,985 | 72,196 | 74,196 | 7.38 | 7.59 |
| 279 | Central Penn National Bank, Philadelphia | 875,934 | 1,211,115 | 92,126 | 92,126 | 7.61 | 7.61 |
| 297 | Marine Bank, Warren | 796,151 | 996,024 | 66,322 | 69,710 | 6.66 | 7.00 |

| Rank 6/30/85 | PUERTO RICO | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 78 | Banco Popular de Puerto Rico, San Juan | 3,065,174 | 3,623,261 | 233,778 | 248,278 | 6.45 | 6.85 |
| 146 | Banco de Ponce | 1,766,281 | 1,952,099 | 121,776 | 147,776 | 6.24 | 7.57 |
| 238 | Banco de Santander-Puerto Rico, Hato Rey | 1,006,608 | 1,094,149 | 74,591 | 74,591 | 6.82 | 6.82 |
| 292 | Banco Central Corp., Hato Rey | 817,660 | 1,122,912 | 102,934 | 102,934 | 9.17 | 9.17 |

| Rank 6/30/85 | RHODE ISLAND | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 66 | Fleet National Bank, Providence | 3,739,445 | 4,759,816 | 308,576 | 320,076 | 6.48 | 6.72 |
| 153 | Rhode Island Hospital Trust National Bank, Providence | 1,690,650 | 2,351,530 | 156,607 | 158,607 | 6.66 | 6.74 |

| Rank 6/30/85 | SOUTH CAROLINA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 83 | South Carolina National Bank, Columbia | 2,883,247 | 3,826,467 | 258,851 | 266,681 | 6.76 | 6.97 |
| 127 | Citizens & Southern National Bank, Charleston | 2,014,840 | 2,502,975 | 161,039 | 161,039 | 6.43 | 6.43 |
| 168 | Bankers Trust of South Carolina, Columbia | 1,486,867 | 2,083,657 | 137,938 | 137,938 | 6.62 | 6.62 |
| 272 | Southern Bank & Trust Co., Greenville | 891,903 | 980,206 | 66,539 | 66,629 | 6.79 | 6.80 |

| Rank 6/30/85 | SOUTH DAKOTA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 90 | Citibank (South Dakota) NA, Sioux Falls | 2,681,640 | 8,052,787 | 822,545 | 822,545 | 10.21 | 10.21 |
| 191 | Norwest Bank South Dakota NA, Sioux Falls | 1,331,006 | 1,473,615 | 101,288 | 115,801 | 6.87 | 7.86 |
| 242 | First Bank of South Dakota NA, Sioux Falls | 987,861 | 1,209,883 | 86,733 | 88,533 | 7.17 | 7.32 |

| Rank 6/30/85 | TENNESSEE | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 67 | First Tennessee Bank NA, Memphis | 3,613,596 | 4,799,619 | 341,475 | 345,545 | 7.11 | 7.20 |
| 140 | Third National Bank, Nashville | 1,851,428 | 2,235,825 | 160,256 | 160,256 | 7.17 | 7.17 |
| 169 | First American National Bank, Nashville | 1,481,802 | 1,970,795 | 141,445 | 141,445 | 7.18 | 7.18 |
| 178 | Commerce Union Bank, Nashville | 1,420,240 | 1,834,136 | 113,328 | 135,328 | 6.18 | 7.38 |
| 194 | Union Planters National Bank, Memphis | 1,321,155 | 2,363,116 | 131,141 | 131,141 | 5.55 | 5.55 |
| 278 | National Bank of Commerce, Memphis | 877,387 | 1,118,527 | 72,993 | 81,137 | 6.53 | 7.25 |

| Rank 6/30/85 | TEXAS | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 19 | RepublicBank Dallas NA | 9,643,816 | 14,895,195 | N.A. | N.A. | ... | ... |
| 26 | InterFirst Bank Dallas NA | 6,881,374 | 10,500,301 | 641,571 | 711,571 | 6.11 | 6.78 |
| 30 | Texas Commerce Bank NA, Houston | 6,375,328 | 10,894,444 | 696,656 | 731,656 | 6.39 | 6.72 |
| 33 | First City National Bank, Houston | 5,759,593 | 8,852,073 | 592,839 | 642,839 | 6.70 | 7.26 |
| 49 | MBank Dallas NA | 4,628,423 | 6,643,707 | N.A. | N.A. | ... | ... |
| 73 | Allied Bank of Texas, Houston | 3,259,060 | 4,647,943 | 309,463 | 309,463 | 6.66 | 6.66 |
| 77 | MBank Houston NA | 3,114,204 | 4,856,937 | 296,466 | 321,466 | 6.10 | 6.62 |
| 129 | Texas American Bank/Fort Worth NA | 1,978,252 | 2,746,066 | 172,323 | 177,073 | 6.28 | 6.45 |
| 141 | RepublicBank Houston NA | 1,834,232 | 2,364,047 | 142,229 | 177,229 | 6.02 | 7.50 |
| 170 | Frost National Bank, San Antonio | 1,474,673 | 1,748,837 | 102,839 | 115,389 | 5.88 | 6.60 |
| 186 | InterFirst Bank Austin NA | 1,369,141 | 1,954,428 | 111,700 | 126,700 | 5.72 | 6.48 |
| 208 | InterFirst Bank Fort Worth NA | 1,195,133 | 1,624,789 | 103,402 | 119,402 | 6.36 | 7.35 |
| 226 | InterFirst Bank Houston NA | 1,056,394 | 1,418,540 | 95,187 | 95,187 | 6.71 | 6.71 |
| 247 | Texas Commerce Bank-Austin NA | 972,163 | 1,393,479 | 95,328 | 95,328 | 6.84 | 6.84 |
| 256 | National Bank of Commerce, San Antonio | 941,050 | 1,143,509 | 75,986 | 78,986 | 6.64 | 6.91 |
| 286 | Laredo National Bank | 849,898 | 926,100 | 63,406 | 63,816 | 6.85 | 6.89 |
| 299 | First City Bank, Dallas | 792,162 | 974,968 | 64,585 | 71,485 | 6.62 | 7.33 |

| Rank 6/30/85 | UTAH | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 119 | First Security Bank of Utah NA, Ogden | 2,147,612 | 2,674,818 | 185,883 | 200,883 | 6.95 | 7.51 |
| 147 | Zions First National Bank, Salt Lake City | 1,744,509 | 2,233,769 | 141,886 | 157,486 | 6.35 | 7.05 |

| Rank 6/30/85 | VIRGINIA | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 28 | Sovran Bank NA, Richmond | 6,666,272 | 8,425,264 | 562,776 | 592,187 | 6.63 | 7.03 |
| 48 | United Virginia Bank, Richmond | 4,737,197 | 6,399,713 | 519,984 | 520,284 | 8.13 | 8.13 |
| 70 | Bank of Virginia, Richmond | 3,388,051 | 4,563,031 | 290,227 | 313,260 | 6.36 | 6.87 |
| 96 | Central Fidelity Bank, Richmond | 2,517,885 | 3,358,443 | 221,781 | 221,781 | 6.60 | 6.60 |
| 135 | First American Bank of Virginia, McLean | 1,890,755 | 2,195,553 | N.A. | N.A. | ... | ... |
| 138 | Dominion Bank NA, Roanoke | 1,861,102 | 2,420,141 | 158,131 | 160,631 | 6.53 | 6.64 |
| 204 | First Virginia Bank, Falls Church | 1,208,522 | 1,317,992 | 99,588 | 99,588 | 7.56 | 7.56 |

| Rank 6/30/85 | WASHINGTON | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 29 | Seattle-First National Bank | 6,566,131 | 9,026,023 | 668,649 | 763,599 | 7.41 | 8.46 |
| 36 | Rainier National Bank, Seattle | 5,403,888 | 6,845,817 | 443,559 | 443,612 | 6.48 | 6.48 |
| 92 | First Interstate Bank of Washington NA, Seattle | 2,621,690 | 3,068,894 | 202,080 | 222,080 | 6.58 | 7.24 |
| 137 | Peoples National Bank, Seattle | 1,872,887 | 2,265,622 | 136,335 | 141,424 | 6.02 | 6.24 |
| 197 | Old National Bank, Spokane | 1,257,841 | 1,469,542 | 96,814 | 98,329 | 6.59 | 6.69 |
| 211 | Puget Sound National Bank, Tacoma | 1,186,911 | 1,334,005 | 91,378 | 96,994 | 6.85 | 7.27 |

| Rank 6/30/85 | WISCONSIN | Total Deposits | Total Assets | Primary Capital | Total Capital | Primary Cap.: Total Assets | Total Cap.: Total Assets |
|---|---|---|---|---|---|---|---|
| 88 | First Wisconsin National Bank, Milwaukee | 2,723,338 | 3,741,703 | 238,866 | 238,923 | 6.38 | 6.39 |
| 220 | M & I Marshall & Ilsley Bank, Milwaukee | 1,099,505 | 1,784,986 | 97,185 | 105,633 | 5.44 | 5.92 |
| 222 | Marine Bank NA, Milwaukee | 1,094,782 | 1,498,053 | 94,240 | 94,240 | 5.84 | 5.84 |

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Sources of data: (1) American Banker questionnaire; (2) Federal regulatory Report of Condition ("Call Report") for June 30, 1985; and (3) R.L. Polk & Co., Nashville, Tenn.

(1) On the American Banker questionnaire, banks were requested to report primary and total capital "as defined by the Federal regulators and as calculated by your bank."

(2) On the call report, primary capital is calculated by summing "total equity capital" (lines 28 of Schedule RC-Balance Sheet) plus "allowance for loan and lease losses" (line 4b) plus "mandatory convertible debt" (from item 7 of Schedule RC-M-Memoranda) plus "minority interest in consolidated subsidiaries" (item 3, Schedule RC-G-Other Liabilities) less certain excludable intangible assets (from item 6 of Schedule RC-M-Memoranda). Total capital is calculated by adding "secondary capital" to primary capital. Secondary capital is "notes and debentures subordinated to deposits" (line item 19 of RC-Balance Sheet) plus "limited-life preferred stock" (line item 22 of RC-Balance Sheet). The assumption was made that all notes and debentures reported in the Call Report qualify as secondary capital, i.e., they were long-term with original maturities of seven or more years. If the bank had mandatory convertible debt, it was subtracted from the subordinated debt total, before inclusion in the total capital figure.

American Banker calculated the ratios by dividing the June 30 primary and total capital figures by the June 30 total assets. (This ratio differs from the Federal regulatory ratios which banks calculate by dividing their primary and total capital figures by the sum of average assets for the quarter ending June 30 (from line 9 of Schedule RC-K-Quarterly Averages) plus "allowance for loan and lease losses" (line 4b) on June 30.

(3) Only deposit and asset data were received from R.L. Polk & Co.

# Acquisitions, Name and Location Changes Among the Nation's Top 300 Banks in Deposits on June 30, 1985(a)

| Deposit Rank 6/3085 | Name of Bank | Type of Changes (b) | Former Name of Bank and/or City (if a name or location change) | Name of Bank(s) Merged or Acquired | Total Deposits of Merged Banks on June 30, 1984 | Date of Mergers Name Change etc. |
|---|---|---|---|---|---|---|
| 154 | **First Alabama Bank, Montgomery** | N,M,L | First Alabama Bank, Birmingham | First Alabama Bank of Huntsville NA, | 264,843,425 | Mar. 22 |
| | | M | | First Alabama Bank of Montgomery NA | 466,470,000 | Mar. 22 |
| | | M | | Fst. Ala. Bk of Walker Cty., Cordova | 11,704,000 | May 24 |
| | | M | | First Alabama Bank, Guntersville | 25,970,000 | May 24 |
| | | M | | First Alabama Bank, Hartselle | 26,262,994 | May 24 |
| | | M | | First Alabama Bank of Anniston NA | 119,921,776 | Jun. 7 |
| | | M | | First Alabama Bank of Gadsden NA | 39,723,000 | Jun. 7 |
| | | M | | First Alabama Bank, Talladega | 40,697,000 | Jun. 7 |
| 291 | **Barclays Bank of California, San Francisco** | B (1) | | Union Bank, Los Angeles | | Jun. 21 |
| 54 | **California First Bank, San Francisco** | B (1) | | Union Bank, Los Angeles | | Jan. 14 |
| 41 | **Connecticut Bank & Trust Co. NA, Hartford** | M | | Northern Conn. Nat'l Bank, Windsor Locks | 69,927,320 | Feb. 8 |
| 46 | **Connecticut National Bank, Hartford** | A | | Permanent Savings Bank, Meriden | N.A. | Feb. 25 |
| 227 | **Bank of Delaware, Wilmington** | B (1) | | Delaware Trust Co., Wilmington | | Jan. 28 |
| 76 | **Barnett Bank of So. Fla. NA, Miami** | B (#) | | Florida Coast Bank, Pompano Beach | | Feb. 22 |
| 202 | **Sun Bank/Miami NA** | N,M | Sun Bank of Miami | Flagship National Bank, Miami | 753,558,000 | Apr. 1 |
| 113 | **First National Bank of Fla., Tampa** | M | | Second National Bank, Tampa | 84,283,000 | Jan. 14 |
| | | M | | Bank of Clearwater | 227,728,174 | Jan. 31 |
| | | M | | First B&T Co., Belleair Bluffs | 83,528,000 | Feb. 1 |
| | | M | | Fst Gulf Bch B&T Co., St. Petersburg Bch | 91,214,000 | Feb. 1 |
| 61 | **NCNB National Bank of Fla., Tampa** | M | | NCNB Nat'l Bk. of Fla., Tallahassee | N.A. | Feb. 21 |
| | | M | | NCNB Nat'l Bk. of Fla., Cross City | N.A. | Mar. 21 |
| | | M | | NCNB Nat'l Bk. of Fla., Gainesville | N.A. | Mar. 21 |
| | | M | | NCNB Nat'l Bk. of Fla., Live Oak | 38,838,795 | Mar. 21 |
| | | M | | NCNB Nat'l Bk. of Fla., Blountstown | 35,678,000 | Apr. 18 |
| | | M | | NCNB Nat'l Bk. of Fla., Jay | N.A. | Apr. 18 |
| 214 | **Barnett Bank of Palm Beach Cty., W. Palm Beach** | L | Delray Beach | | | 12/84 |
| | | B (#) | | Florida Coast Bank, Pompano Beach | | Feb. 22 |
| 47 | **First National Bank, Atlanta** | M | | Bank of Macon County, Montezuma | 38,221,733 | Jun. 30 |
| 110 | **Citizens Fidelity B&T Co., Louisville, Ky.** | M | | American B&T Co., Lexington | 20,783,000 | Feb. 22 |
| 16 | **First National Bank, Boston** | M | | Bk of Boston Barn'ble NA, Yarmouth Port | N.A. | Apr. 12 |
| | | M | | Bk of Boston Worcester NA, Whitinsville | 101,615,520 | May 17 |
| 246 | **Bank of New England-West NA, Springfield** | M | | Bk of N.Eng-Franklin Cty NA, Greenfield | 79,089,000 | Jan. 1 |
| | | M | | Bk of N.Eng-Hamp'ire Cty NA, No'hampton | 40,884,000 | Jan. 1 |
| | | M | | Bank of New England-Ware | 39,650,000 | Jan. 1 |
| | | M | | Bk of N.Eng-Berk'ire Cty NA, Williamstown | 25,280,000 | Jan. 1 |
| 266 | **Security Bank & Tr. Co., Southgate, Mich.** | M | | Security Bank Imlay City | 29,340,011 | Apr. 30 |
| 251 | **Marquette Bank Minneapolis NA** | N | F&M Marquette National Bank | | | Mar. 29 |
| 217 | **Boatmen's First Nat'l Bank, Kansas City, Mo.** | N | First National Bank | | | Jan. 28 |
| | | M | | Boatmen's B&T Co., Kansas City | 251,110,000 | Apr. 15 |
| | | M | | CharterBank Ward P'kway NA, Kansas City | 70,296,000 | Apr. 15 |
| 236 | **Boatmen's National Bank, St. Louis** | M | | CharterBank St. Louis NA | 170,428,116 | Mar. 18 |
| 122 | **Norstar Bank of Upatate NY, Albany** | M | | Taconic Valley Bank, Berlin | 29,356,656 | Jan. 28 |
| | | M | | Oneida National Bank, Utica | 836,110,889 | Apr. 1 |
| 289 | **Liberty Norstar Bank NA, Buffalo, N.Y.** | N | Liberty National Bank | | | Jan. 1 |
| 17 | **Bank of New York** | B (1) | | Hamburg Savings Bank, Brooklyn | | Apr. 1 |
| 201 | **Security Norstar Bank, Rochester, N.Y.** | N | Security Trust Co. | | | Jan. 1 |
| 233 | **Key Bank of Central N.Y., Syracuse** | B (#) | | Key Bank of Western NY NA, Jamestown | | Mar. 10 |
| 130 | **First-Citizens B&T Co., Raleigh, N.C.** | M | | Farmers Bank, Pilot Mountain | 29,834,000 | Mar. 28 |
| | | M | | First State Bank, Winterville | 41,509,000 | Mar. 28 |
| 209 | **First National Bank of Ohio, Akron** | N | First Nat'l Bank of Akron | | | Jul. 3 |
| 148 | **Central Trust Co. NA, Cincinnati** | M | | Southern Ohio Bank, Cincinnati | 243,066,471 | Apr. 15 |
| 185 | **Fifth Third Bank, Cincinnati** | M | | First-Mason Bank, Mason | 39,306,000 | Jan. 1 |
| 43 | **United States National Bank of Oregon, Portland** | A | | First State Bank, Elgin | 15,528,000 | Apr. 15 |
| 275 | **United Penn Bank, Wilkes-Barre, Pa.** | M | | Security B&T Co., Stroudsburg | 179,436,552 | Jun. 1 |
| 140 | **Third National Bank, Nashville, Tenn.** | M | | First National Bank, Smyrna | 19,734,000 | Jan. 1 |
| 96 | **Central Fidelity Bank, Richmond** | M | | First National Bank, Poquoson | 27,247,000 | Jun. 3 |
| 92 | **First Interstate Bank of Wash. NA, Seattle** | M | | Olympic Bank, Everett | 306,385,000 | Jan. 28 |
| 36 | **Rainier National Bank, Seattle** | M | | Bank of Stanwood | 49,252,000 | Jun. 1 |
| 222 | **Marine Bank NA, Milwaukee** | M | | Independence Bank Wauwatosa NA | 53,484,531 | Jun. 1 |

(a)—Banks are listed in geographic order, with their respective deposit ranks shown in the left-hand column. (b)—Type of Changes: (A)—The purchase of certain assets and the assumption of certain liabilities of the bank listed. (B)—The acquisition of a branch or branches from the bank listed. The number of branches acquired are shown in parenthesis. (#)—Acquired several branches. (L)—Change of location of head office. (M)—Merged the bank listed. (N)—Name change. N.A.—Not available.

**Data are compiled by American Banker from data received from R.L. Polk & Co., Nashville, Tenn.**

# Most Top 300 Banks Exceed Federal Minimum Capital Standards

**Continued from Page 1**

4.95% — was the $1.86 billion-deposit Liberty National Bank & Trust Co., Oklahoma City. Using the federal regulatory method of calculation, the ratio is 14 basis points higher, or 5.09%. Its total capital ratio, however, was 6.40% (6.57% using the regulators' formula), which obviously exceeds the 6% minimum level established for that form of capital.

Among the nation's top 25 banks, the 21st-ranked Republic National Bank, New York, had the highest primary capital ratio — 11.22%. NCNB National Bank of North Carolina, Charlotte, had the lowest, at 5.42%. However, using the regulators' method, the bank's ratio is 29 basis points higher, or 5.71%. Similarly, the bank's total capital ratio of 5.97% jumps to 6.30% using the regulators' method.

Primary capital is the sum of total equity capital plus mandatory convertible instruments plus the allowance for possible loan and lease losses plus minority interest in equity accounts of consolidated subsidiaries minus goodwill.

Total equity capital is the sum of common stock, perpetual preferred stock, surplus, undivided profits, and contingency and other capital reserves. Mandatory convertible instruments are subordinated debt that eventually are transformed into common or perpetual preferred stock within a specified time not to exceed 12 years. Mandatory convertible debt, for banks, include equity contract notes and equity commitment notes that were issued prior to May 15, 1985. The holder of an equity contract note must take common or perpetual preferred stock as payment for the note. Equity commitment notes are redeemable only with the proceeds from the sale of common or perpetual preferred stock.

Total capital is primary capital plus secondary capital. Secondary capital is the sum of limited-life preferred stock and subordinated notes and debentures and unsecured long-term debt with an original maturity of seven years. For banks, secondary capital may not exceed 50% of the amount of the bank's primary capital.

According to the Federal Reserve Board, adequate capital "provides a buffer for individual banking organizations in times of poor performance, helps to maintain public confidence in particular banking organizations and in the banking system, promotes the safety of depositors' funds, and supports the reasonable growth of banking organizations. An evaluation of capital adequacy is one of the major purposes of a bank holding company examination."

### Data Sources and Methodology

The primary and the total capital data were obtained by the *American Banker* from questionnaires sent to the comptrollers of nation's top 500 banks. The banks were asked to report primary and total capital for June 30, "as defined by the federal regulators and currently calculated by your bank."

Whenever possible, these data were checked against the federal regulatory report of condition, known as the "call report". Call reports were available for 33% of the top 300 banks. For the other banks, public statements were used, or the banks were telephoned directly to verify questionable data. In total, 90% of the capital data in today's listing were checked, using these three sources of information.

When the Exchange National Bank, Chicago, was telephoned, the bank informed the *American Banker* that because of its 1982 acquisition of Central National Bank, it was allowed to include certain intangible assets in its primary and total capital calculations. The primary and total capital figures shown for the bank on the listing are their tangible capital figures. However, the ratios shown were computed using that bank's special formula approved by the Office of the Comptroller of the Currency.

For banks not responding to the *American Banker* questionnaire, the call report itself was used to extract the capital data. The methodology used to calculate primary and total capital from the call report is described in footnotes to the table on page 39.

A bank's average quarterly assets are reported on Schedule RC-K of the call report. Since call report data were available for only 33% of the top 300 banks, it was not possible for the *American Banker* to calculate the regulators' ratio.

The *American Banker* found that for a sizable number of banks there is considerable confusion as to treatment of intangible assets in the primary capital calculation. National banks seem especially confused. Some exclude all intangible assets. Some exclude only intangible assets booked after April 15, 1985. And some do not exclude intangible assets at all.

National banks on the West Coast treat intangible assets differently than national banks on the East Coast. Most

➜ **Top 300: Page 48**

# Merger Activity For Top 300 Banks Slows in 1st Half

**By TAMMY STRACHAN**

NEW YORK — Merger and acquisition activity among the nation's top 300 banks ranked by deposits slowed considerably in the first half of 1985, compared with the first half of 1984, according to an *American Banker* survey.

In the first half of this year, 28% fewer of the top 300 banks engaged in acquisition activity; the number of institutions acquired fell 33%, and the deposits they added through mergers fell by almost 50%, as compared to the year-earlier period.

The survey found that 23 of the top 300 banks acquired 46 other banks with combined deposits of $5.12 billion during the first six months of 1985. In the first half of 1984, 32 of the top 300 banks acquired 69 other banks with combined deposits of $10.2 billion.

These are some of the findings of the *American Banker's* survey of the top 300 commercial banks in the U.S., based on total deposits on June 30.

The slowdown was apparently due, in part, to the industry's reluctance to

➜ **Acquisitions: Page 48**

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## Top 300 . . .

**Continued from Page 47**

West Coast banks deduct their intangible assets, while most East Coast banks do not. One southeastern bank deducted only intangible assets booked after April 15, "after lengthy discussions with the Comptroller's office."

Other survey findings include:

- Among the nation's top 25 banks, National Westminster Bank NA, New York, supplanted InterFirst Bank Dallas NA as the 25th largest bank in the country. National Westminster had deposits of $6.99 billion at midyear, down 0.4% from the $7.02 billion on Dec. 31, 1984, when the bank ranked 26th.

InterFirst moved down one notch to 26th place, with deposits of $6.88 billion on June 30, down 3.2% from the $7.1 billion figure at yearend.

- Merger activity of the top 300 banks slowed considerably over the first half of this year, compared with the comparable period in 1984. About 28% fewer banks were involved in mergers; the number of banks acquired fell 33%; and the deposits acquired through mergers fell by almost 50%. For more details, see the accompanying story.
- The largest gain in rank was scored by the First Alabama Bank, Montgomery. It moved up 218 places from yearend 1984 to 154th place at midyear 1985. The bank, the former First Alabama Bank, Birmingham, acquired eight bank affiliates of its parent, First Alabama Bancshares Inc., Montgomery. These eight banks had combined deposits of $996 million.
- The top 300 banks had $1.2 trillion in deposits at midyear, up 1.5% from the $1.18 trillion at yearend 1984 and up 5.6% from the $1.14 trillion on June 30, 1984. ■

## Court Bars States from Interfering In Baldwin-United Broker Settlement

**Special to the American Banker**

NEW YORK — A federal appeals court has barred 32 states from interfering with the $140 million settlement of a class-action suit against 18 broker-dealers that sold Baldwin-United Corp. annuities.

A three-judge panel of the U.S. Court of Appeals for the Second Circuit unanimously upheld a lower-court decision that enjoined the states from bringing suits against the brokerage houses that might affect the settlement.

Baldwin-United, Cincinnati, which in 1983 filed for reorganization under Chapter 11 of the federal bankruptcy law, sold annuities through brokers but ran into financial difficulties.

The company filed a reorganization plan this week in Cincinnati federal bankruptcy court, calling for major creditors to receive a combination of cash, notes, and stock valued between 45 cents and 55 cents on the dollar.

Among Baldwin-United's major creditors are 23 banks with outstanding loans of $170 million. New York's Chemical Bank has the largest exposure — about $30 million.

Nearly 100,000 purchasers of single-premium deferred annuities claimed that the defendants misled them by representing the annuities as "safe and desirable investments."

Eighteen of the 26 defendants agreed with the plaintiffs last year to settle 65 lawsuits consolidated before U.S. District Judge Charles L. Brieant of the Southern District of New York. Negotiations with eight other brokers are continuing.

A number of states threatened to sue the defendants in state courts, claiming the amount of the settlement was insufficient.

Judge Brieant, in issuing an injunction against such suits, emphasized that his order did not bar state injunctions against unlawful business practices nor use of law enforcement or regulatory powers as long, as they did not affect the settlement.

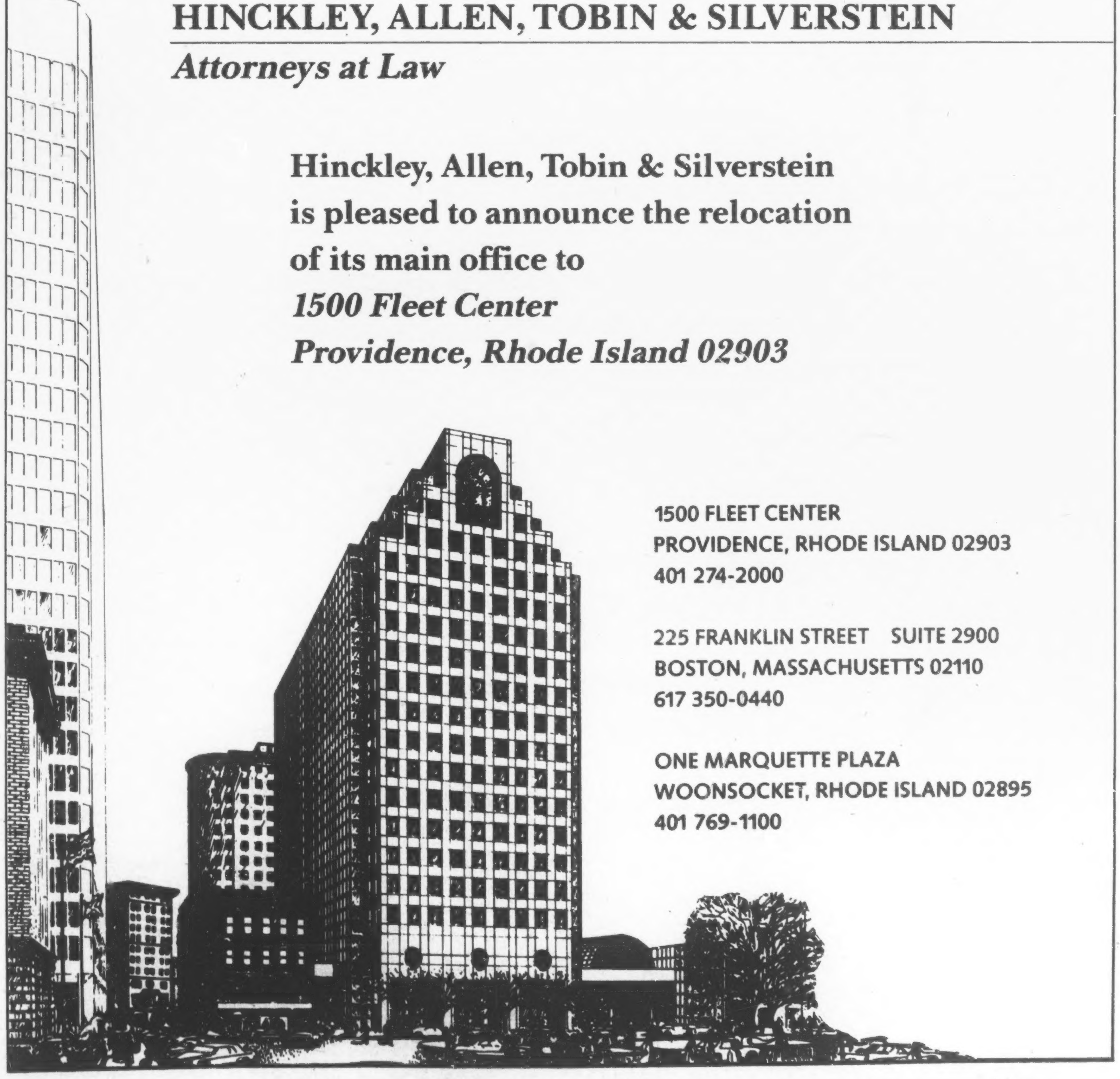
The states contended that the injunction went overboard, without authority and in violation of the sovereign immunity of the states as guaranteed by the U.S. Constitution.

The appeals court ruled that Judge Brieant had acted within the scope of his power, had not abused his discretion, and had not violated the states' sovereign immunity.

In a 32-page decision written by Circuit Court Judge Walter R. Mansfield, the court noted that the "potential for an onslaught of state actions posed more than a risk of inconvenience or duplicative litigation."

Such lawsuits threatened to "seriously impair the federal court's flexibility and authority to approve settlements in the multidistrict litigation," the court added.

The court also said that "multiple and harassing actions" by the states could only serve to "frustrate" Judge Brieant's efforts "to craft a settlement." Such an agreement was dependent on the defendants' release from any and all related civil claims based on the same facts. ■



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## Acquisitions . . .

**Continued from Page 47**

act while the U.S. Supreme Court was considering the constitutionality of regional interstate banking compacts.

On June 10, the Supreme Court unanimously ruled that states had the right to decide which other states would have access to a state's banking institutions. The ruling upheld a banking compact in New England challenged by Citicorp, New York, and Northeast Bancorp., New Haven, Conn.

For the second year in a row, the survey includes a listing of all mergers and acquisitions made by the top 300 banks over the first six months of 1985. In addition, partial acquisitions, such as branch acquisitions, are listed, as well as name and location changes among the top 300 banks. The table appears on page 42, and lists the acquiring banks by region.

Mergers accounted for some of the largest gains in deposit rank among the top 300 banks. In terms of acquired deposits, the biggest gainers were banks in Florida, followed by banks in Alabama, New York, and Massachusetts.

In Florida, three banks acquired 11 others, with combined total deposits of $1.31 billion. Sun Bank/Miami had the largest gain in that state with the April 1 acquisition of the $754 million-deposit Flagship National Bank of Miami. The acquisition also helped it post the second biggest gain in rank among the top 300, moving up 94 places to 202d place.

First Alabama Bank, Montgomery, was the biggest gainer in that state and posted the largest advance in rank among the top 300 by acquiring eight bank affiliates of its parent, First Alabama Bancshares Inc., Montgomery. These eight banks had combined deposits of $996 million, boosting First Alabama 218 places from yearend 1984 to rank 154th on the midyear list.

In New York, the only mergers involved Norstar Bank of Upstate NY, Albany, which acquired the $836 million-deposit Oneida National Bank, Utica, on April 1, and the $29 million-deposit Taconic Valley Bank, Berlin, on Jan. 28.

The Bank of New England-West, Springfield, Mass., was the third biggest gainer in rank, advancing 60 places to 246th, after adding deposits of $185 million by acquiring four affiliates of its parent, the Bank of New England Corp., on Jan. 1. ■

## Northeast Savings Tabs Vergith as Executive VP

HARTFORD, Conn. — Douglas W. Vergith has been elected executive vice president and director of retail banking for Northeast Savings here.

He had been senior vice president and general manager of the savings and loan association's 15 offices in the Schenectady-Albany area in New York State. In his new post, Mr. Vergith will be responsible for the retail branch system of the association, including consumer lending.

Homer B. Lang has been elected to take over Mr. Vergith's senior vice president and general manager positions. His responsibilities will include management of all retail banking and support systems for Northeast's upstate New York banking offices. Mr. Lang had been vice president and regional manager for the Schenectady-area offices. ■

## Ann Suttles Elected Senior VP

OKLAHOMA CITY — Ann Lee Suttles has been elected senior vice president and cashier of United Oklahoma Bank.

In her new capacity, Mrs. Suttles executes the duties of senior operating officer and security officer. ■

American Banker

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# Standby Letters of Credit Jump 25% in 1984

## 100 Top Issuers Raise Their Yearend Total to $132 Billion Amid Growing Concern over Safety

By LISABETH WEINER

CHICAGO — Standby letters of credit increased to $132 billion last year at the nation's top 100 banks — up nearly 25% — making them one of the fastest growing items on or off a bank's balance sheet, according to data compiled by the *American Banker.*

Standby letters of credit also have heated up in terms of controversy, as bank regulators struggle with issues surrounding all off-balance-sheet items, of which the standby letter of credit is one of the most prominent.

For standby letters of credit, the major issues appear to be how credit quality is evaluated and whether bank capital could adequately cover any serious losses arising from a default on a standby letter.

A standby letter of credit is a bank's guarantee that a customer will perform as expected. It may be used to back up a commercial paper issue or to support an industrial revenue bond, or it may serve as a guarantee of funding for a real estate project. If, for instance, a customer should default on payments for the financing of a construction project, the issuer of the standby letter is responsible for paying off that obligation. The bank becomes the lender of last resort.

Top 100 Banks in Outstanding Standby Letters of Credit, Page 10

But increasingly, industry observers and regulators have expressed concern that banks are not allocating enough reserves to cover any potential losses on standby letters.

So now, the issue of whether bank capital requirements should be changed to reflect standby letters is one that federal regulators, concerned about the rapid growth of that product, are expected to grapple with over the next year.

➸ Letters: Page 10

# Crocker to Pay $2.25 Million Fine For Failing to Report Transactions

By JAY ROSENSTEIN

WASHINGTON — Crocker National Bank will pay a record $2.25 million penalty for failing to report nearly $4 billion in currency transactions.

The Treasury Department said Tuesday that the San Francisco bank was found since 1980 to have more than 7,800 violations of the Bank Secrecy Act, a law that, with certain exceptions, requires financial institutions to report to the Internal Revenue Service all cash transactions exceeding $10,000.

Most of the transactions involved six Hong Kong banks.

John M. Walker Jr., assistant Treasury secretary for enforcement and operations, stressed at a press conference that there is no evidence the bank deliberately engaged in money laundering. However, he noted that southeast Asia is a major source of heroin coming to the United States and that Hong Kong has become "a substantial center for money laundering activity."

"We have to suspect," he said, that large dollar transfers from Hong Kong "could well have originated with illegal drug transactions."

Money laundering is the practice of sending money through numerous depository institutions in an attempt to conceal the source of the money, which often is tied to illegal activities, such as drug trafficking.

Mr. Walker said this is one of approximately 100 "open cases" involving financial institutions that have been referred to the IRS for investigation and possible criminal prosecution.

The case could give impetus to efforts by Congress and the Reagan ad-

➸ Crocker: Page 6

# Argentina, Banks Sign New Accord After Short Delay

By DONALD SHOULTZ

NEW YORK — Argentina and its commercial bank creditors Tuesday signed agreements that restructure more than $13 billion in debt and provide the South American nation with more than $4 billion in fresh funds.

But for a while, it looked as if Argentina's long-awaited multiyear debt rescheduling might again be stalled.

The formal signing ceremony of the bank accord was delayed for five and a half hours. It was originally set for 8:45 a.m. Tuesday, but did not actually begin until 2:15 p.m.

Banking sources said the signing of the pact was delayed by the refusal of Japanese banks with Argentine exposures to approve the accord. The Bank

➸ Argentina: Page 15

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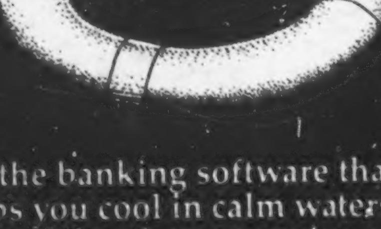

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# Standby Letters Up 24.6% at Top 100 Banks

Continued from Page 1

But some of the groundwork has already been laid.

A recent study by Keefe, Bruyette & Woods Inc. pointed out that if standby letters of credit were included as assets in calculating the primary capital ratios at the eight largest bank holding companies in the nation, they would all fall below the current 5.5% minimum requirement for primary capital. The Keefe study concluded that requiring fuller disclosure may be one way of dealing with the problem.

Not surprisingly, the *American Banker* list shows that increases in standby letters of credit wildly outpaced increases in assets for almost every bank, and even those banks that posted declines in assets racked up increases in their standbys.

At First National Bank of Chicago, for instance, assets declined 1.4% in 1984 while standbys grew 21.6%. Marine Midland Bank in Buffalo had a 4.1% drop in assets, but its standbys grew 93.3%. At Bankers Trust Co. in New York, standbys equaled 20.4% of total assets.

According to the *American Banker* data, the largest percentage growth in standby letters was seen in banks that ranked in the top 11 to 20 in terms of letters of credit outstanding. Outstanding standbys in that group grew 34.4% in 1984 and had a total dollar value of $17.2 billion.

Meanwhile, banks ranked in the top 10 had a 19.4% growth in outstanding standbys from 1983, for a total dollar value of $92.2 billion.

Based on conversations with bankers, as well as raw data, it would appear that the growth in standby letters is starting to emanate from the regional banks, while money center banks, which paved the way in standbys just three or four years ago, are slowing their rate of expansion in this area.

### Prices Have Eroded

Standby letters of credit, like other off-balance-sheet items, have grown in popularity as banks have searched for new ways to make money. But while this much-heralded instrument continues to provide a good source of income, it is no longer able to attract the high fees it did 10 years ago, or even three years ago. Competition from domestic and international banks has drastically eroded the prices on standbys.

For instance, some bankers said standby letters of credit can be priced as low as one-sixteenth of 1%, compared with five-eighths of 1% three years ago and 1.5% 10 years ago.

In some cases, fees have dropped so low they no longer cover the risk involved in writing a standby, several bankers said.

Meanwhile, other bankers and some regulators are suggesting that perhaps all of the recent concern related to the credit quality of standby letters of credit may be overblown. So far, no catastrophes have occurred to indicate problems with standbys.

One possible explanation for the success rate with standbys is that banks are sufficiently analyzing the credit risks.

"Bankers all say they use the same standard to evaluate standby letters of credit as they do loans," said Harry Meily, vice chairman of Security Pacific Corp. "We do in this bank."

Industry experts generally agree that letters of credit should be given the same scrutiny as loans. And apparently that call is being heeded. In conversations with several bankers, all repeated a similar refrain:

"We approve standby letters of credit in the same manner as loans," said Marc Shapiro, vice chairman of Texas Commerce Bank in Houston.

Industry observers are inclined to agree that bankers seem to be applying the same diligence to standbys as they do to loans, and it appears that only small losses from standby letters of credit have been written off.

### Returns May Not Cover the Risk

One thing that does appear to differ, however, is that bankers may not be getting paid adequately to cover the risk of writing a standby.

"There is little compensation for the risk, due to the amount of competition in the field," said one industry expert. "Fees should cover three things: the work being done, a reserve to account for the amount of risk being undertaken, and then a little profit." If the fee on a standby letter of credit is covering those three aspects, it is probably adequate; otherwise one of the areas is being shortchanged, he said.

Fees generated for standby letters of credit vary with the type of credit guaranteed, as well as with the quality of the underlying credit. But one commercial lending expert estimates that, on average, a bank can get 50 basis points for booking a standby letter of credit, although fees range from 35 to 60 basis points. On a sizable letter of credit then, "there's lots of money at risk for a small fee," the industry expert said.

With the intense competition, some fees have even fallen as low as 0.0625%. "That just doesn't account for the risk involved," the lending officer said. "It has the same risk [as a loan] but not the profit."

But even with the lower fees, Mr. Meily of Security Pacific still sees it "as a worthwhile business." Security Pacific, which had a 92% increase in its outstanding standby letters in 1984, has pursued a special segment of the standby business that guarantees multifamily housing bonds. That particular type of standby letter of credit is protected by the security of the project, Mr. Meily explained. "It's backed by a 250-apartment house in Pomona, [Calif.] We could sell the apartment house to cover the loss if we had to."

But, he noted, even in this special niche that Security Pacific has carved for itself, competition has squeezed fees somewhat.

"We were getting higher fees when we did the multifamily housing bonds last year." But he explained that there are several different levels of fees. For instance, on some standby letters of

## Top Letter of Credit Banks

(Ranked by Standby Letters of Credit; Dollar Amounts in Thousands)

| Rank 12/84 | | Standby Letters of Credit 12/31/84 | 12/31/83 | % Chg. | Total Assets 12/31/84 | SLC-% of Assets 12/31/84 | % Chg. In Assets 1984 | Asset Rank 12/31/84 |
|---|---|---|---|---|---|---|---|---|
| 1 | Citibank NA, New York | 19,904,000 | 17,250,000 | 15.39 | 120,054,000 | 16.58 | 5.80 | 1 |
| 2 | Manufacturers Hanover Trust Co., New York | 11,905,538 | 10,691,041 | 11.36 | 62,426,652 | 19.07 | 8.13 | 5 |
| 3 | Bank of America NT & SA, San Francisco | 10,934,000 | 9,886,269 | 10.60 | 104,084,000 | 10.50 | -5.09 | 2 |
| 4 | Chemical Bank, New York | 10,079,031 | 8,089,210 | 24.60 | 51,232,080 | 19.67 | 3.82 | 6 |
| 5 | Bankers Trust Co., New York | 9,011,092 | 7,993,103 | 12.74 | 44,142,280 | 20.41 | 10.00 | 7 |
| 6 | Morgan Guaranty Trust Co., New York | 8,535,928 | 5,525,499 | 54.48 | 63,540,749 | 13.43 | 13.05 | 4 |
| 7 | Chase Manhattan Bank NA, New York | 8,195,027 | 5,776,822 | 41.86 | 80,399,540 | 10.19 | 1.10 | 3 |
| 8 | First National Bank, Chicago | 4,724,671 | 3,885,458 | 21.60 | 35,041,579 | 13.48 | -1.40 | 9 |
| 9 | Security Pacific National Bank, Los Angeles | 4,647,448 | 2,411,318 | 92.73 | 40,149,543 | 11.58 | 11.22 | 8 |
| 10 | Continental Illinois NB & Tr. Co., Chicago | 4,426,242 | 5,584,452 | -20.74 | 30,063,705 | 14.72 | -26.08 | 10 |
| 11 | Marine Midland Bank NA. Buffalo, N.Y. | 2,400,036 | 1,241,375 | 93.34 | 21,677,969 | 11.07 | -4.13 | 14 |
| 12 | Mellon Bank NA, Pittsburgh, PA. | 2,156,556 | 1,592,358 | 35.43 | 24,530,492 | 8.79 | 12.47 | 11 |
| 13 | First National Bank, Boston | 2,024,271 | 1,563,204 | 29.49 | 18,367,026 | 11.02 | 5.31 | 16 |
| 14 | First Interstate Bank of California, Los Angeles | 1,939,301 | 1,808,689 | 7.22 | 20,041,590 | 9.68 | -3.78 | 15 |
| 15 | Crocker National Bank, San Francisco | 1,884,039 | 1,857,169 | 1.45 | 22,000,855 | 8.56 | -4.35 | 13 |
| 16 | Texas Commerce Bank, Houston | 1,697,155 | 597,363 | 184.11 | 12,142,159 | 13.98 | 2.35 | 20 |
| 17 | Irving Trust Co., New York | 1,612,903 | 1,098,960 | 46.77 | 17,200,807 | 9.38 | -2.61 | 17 |
| 18 | Wells Fargo Bank NA. San Francisco | 1,315,138 | 1,294,348 | 1.61 | 24,025,070 | 5.47 | 0.71 | 12 |
| 19 | Bank of New York | 1,159,417 | 791,007 | 46.57 | 14,714,330 | 7.88 | 16.33 | 18 |
| 20 | RepublicBank Dallas NA | 1,048,535 | 878,572 | 19.35 | 14,378,377 | 7.29 | 14.50 | 19 |
| 21 | Pittsburgh National Bank | 1,046,589 | 612,871 | 70.77 | 9,116,191 | 11.48 | 9.13 | 27 |
| 22 | First National Bank, Minneapolis | 950,019 | 485,884 | 95.52 | 8,318,041 | 11.42 | 15.73 | 32 |
| 23 | European American Bank, New York | 894,785 | 705,582 | 26.82 | 7,460,817 | 11.99 | 9.91 | 36 |
| 24 | National Westminster Bank USA, New York | 833,267 | 444,383 | 87.51 | 8,749,413 | 9.52 | 16.88 | 29 |
| 25 | MBank Dallas NA | 812,554 | 615,831 | 31.94 | 6,330,716 | 12.84 | 10.77 | 49 |
| 26 | First City National Bank, Houston | 735,537 | 703,237 | 4.59 | 9,495,920 | 7.75 | -7.08 | 26 |
| 27 | InterFirst Bank Dallas NA | 713,672 | 763,931 | - 6.58 | 10,652,188 | 6.70 | -3.46 | 23 |
| 28 | First National Bank, St. Paul, Minn. | 652,212 | 716,324 | - 8.95 | 5,555,929 | 11.74 | 36.19 | 56 |
| 29 | National Bank of Detroit | 620,595 | 350,743 | 76.94 | 11,867,461 | 5.23 | 2.37 | 21 |
| 30 | Union Bank, Los Angeles | 583,459 | 452,919 | 28.82 | 8,307,556 | 7.02 | 0.60 | 34 |
| 31 | Norwest Bank Minneapolis NA | 542,927 | 618,266 | -12.19 | 5,965,067 | 9.10 | 4.08 | 52 |
| 32 | MBank Houston NA | 523,979 | 106,[illegible]06 | 392.90 | 4,600,881 | 11.39 | 317.25 | 72 |
| 33 | Harris Trust & Savings Bank, Chicago | 500,632 | 507,544 | - 1.36 | 7,767,647 | 6.45 | 11.38 | 35 |
| 34 | Northern Trust Co., Chicago | 385,379 | 356,296 | 8.16 | 6,628,028 | 5.81 | 11.30 | 43 |
| 35 | Rainier National Bank, Seattle | 377,083 | 314,870 | 19.76 | 7,270,970 | 5.19 | 21.33 | 38 |
| 36 | Centerre Bank NA, St. Louis | 375,719 | 283,729 | 32.42 | 3,283,087 | 11.44 | -8.02 | 96 |
| 37 | Fidelity Bank NA, Malvern, Pa. | 372,547 | N.A. | N.A. | 5,904,728 | 6.31 | 520.55 | 53 |
| 38 | Seattle-First National Bank | 358,430 | 228,508 | 56.86 | 8,776,352 | 4.08 | 6.26 | 28 |
| 39 | Connecticut National Bank, Hartford | 342,403 | 168,905 | 102.72 | 6,053,504 | 5.66 | 32.32 | 51 |
| 40 | Comerica Bank- Detroit | 341,196 | 220,439 | 54.78 | 7,175,235 | 4.76 | 24.26 | 40 |
| 41 | Sovran Bank NA, Richmond | 340,345 | 237,561 | 43.27 | 8,148,098 | 4.18 | 15.47 | 33 |
| 42 | J. Henry Schroder Bank & Trust Co., New York | 325,720 | 249,795 | 30.39 | 2,015,620 | 16.16 | -3.04 | 154 |
| 43 | Philadelphia National Bank | 299,690 | 275,386 | 8.83 | 7,169,777 | 4.18 | 22.75 | 41 |
| 44 | United Virginia Bank, Richmond | 285,774 | 232,861 | 22.72 | 5,847,503 | 4.89 | 8.58 | 54 |
| 45 | NCNB National Bank of North Carolina, Charlotte | 284,007 | 295,594 | - 3.92 | 10,296,422 | 2.76 | 12.67 | 24 |
| 46 | Manufacturers National Bank, Detroit | 274,444 | 215,479 | 27.36 | 5,536,551 | 4.96 | 8.98 | 57 |
| 47 | American National Bank & Trust Co., Chicago | 271,786 | 212,870 | 27.68 | 3,428,548 | 7.93 | 11.81 | 92 |
| 48 | National City Bank, Cleveland | 268,923 | 255,866 | 5.10 | 5,076,095 | 5.30 | 20.93 | 64 |
| 49 | Bank One, Columbus, NA, Ohio | 261,791 | 90,131 | 190.46 | 2,473,685 | 10.58 | 41.40 | 126 |
| 50 | Bank of New England NA, Boston | 260,109 | 255,647 | 1.75 | 5,051,714 | 5.15 | 13.44 | 65 |
| | **Top 50 Banks in Standby Letters of Credit** | **124,435,901** | **100,793,975** | **23.50** | **1,024,449,134** | **12.10** | **5.20** | |

Data are taken from the Report of Condition, Schedule RC-L.—Commitments and Contingencies, item 6.a.(1) plus item 6.a.(2), which are the sum of standby letters of credit and foreign office guarantees to U.S. customers plus non-U.S. customers. The amounts outstanding and unused as of the report date are reported. (Also included are all legally binding commitments to issue standby letters of credit.)

According to the instructions to the Report of Condition, originating banks must report the full amount outstanding and unused of standby letters of credit in which participations have been conveyed to others where: (1) the originating and issuing bank is obligated to pay the full amount of any draft drawn under the terms of the standby letter of credit and (2) the participating banks have an obligation to partially or wholly reimburse the originating bank, either directly in cash or through a participation in a loan to the account party.

For syndicated standby letters of credit where each bank has a direct obligation to the benefeciary, each bank must report only its share of the syndication. Similarly, if several banks participate in the issuance of a standby letter of credit under a "bona fide" binding agreement, each bank shall report only its proportional share of the total standby letter of credit.

For a standby letter of credit that is in turn backed by a standby letter of credit issued by another bank, each bank must report the entire amount of the standby letter of credit it has issued and not just the unbacked portion.

"A letter of credit is a document issued by a bank on behalf of its customer (the account party) authorizing a third party (the beneficiary), or in some cases the account party, to draw drafts on the bank up to a stipulated amount with specified terms and conditions. The letter of credit is a conditional commitment...on the part of the bank to provide payment on drafts drawn in accordance with the terms of the document."

There are four types of letters of credit: (1) commercial letters of credit; (2) letters of credit sold for cash; (3) travelers' letters of credit; and (4) standby letters of credit.

A standby letter of credit "(1) represents an obligation on the part of the issuing bank to a designated third party (the beneficiary) contingent upon the failure of the issuing bank's customer (the account party) to perform under the terms of the underlying contract with the beneficiary, or (2) obligates the bank to guarantee or stand as surety for the benefit of a third party to the extent permitted by law or regulation." (Quotes are from the Glossary to the Report of Condition Instructions, page A-24.) N.A.—Not available.

**Data provided by Data Resources Inc., Lexington, Mass. from their data base of the federal regulatory report of condition for Dec. 31, 1984.**

# Top Letter of Credit Banks

(Ranked by Standby Letters of Credit; Dollars Amounts in Thousands)

| Rank 12/84 | | Standby Letters of Credit 12/31/84 | Standby Letters of Credit 12/31/83 | % Chg. | Total Assets 12/31/84 | SLC-% of Assets 12/31/84 | % Chg. In Assets 1984 | Asset Rank 12/31/84 |
|---|---|---|---|---|---|---|---|---|
| 51 | First Fidelity Bank NA, Newark, N.J. | 259,695 | 57,113 | 354.70 | 7,161,788 | 3.63 | 167.57 | 42 |
| 52 | California First Bank, San Francisco | 247,850 | 253,740 | - 2.32 | 5,002,166 | 4.95 | 15.08 | 66 |
| 53 | Valley National Bank, Phoenix, Ariz. | 241,690 | 179,515 | 34.63 | 8,532,058 | 2.83 | 5.38 | 31 |
| 54 | Mellon Bank (East) NA, Philadelphia | 240,035 | 256,889 | - 6.56 | 4,156,709 | 5.77 | 2.01 | 75 |
| 55 | Bank Leumi Trust Co., New York | 234,921 | 45,911 | 411.69 | 2,666,329 | 8.81 | -11.95 | 114 |
| 56 | Bank of Tokyo Trust Co., New York | 233,931 | 141,174 | 58.62 | 5,084,727 | 4.40 | 12.89 | 63 |
| 57 | United States Trust Co., New York | 222,005 | 275,237 | -19.34 | 2,289,867 | 9.70 | -0.77 | 137 |
| 58 | Shawmut Bank of Boston NA | 212,011 | 91,786 | 130.98 | 3,478,466 | 6.09 | 10.91 | 90 |
| 59 | First Wisconsin National Bank, Milwaukee | 209,868 | 202,991 | 3.39 | 3,824,178 | 5.49 | 8.83 | 84 |
| 60 | Allied Bank of Texas, Houston | 207,662 | N.A. | N.A. | 4,190,761 | 4.96 | 21.08 | 77 |
| 61 | Mercantile Trust Co. NA, St. Louis | 201,082 | 153,254 | 31.21 | 3,742,313 | 5.37 | 8.98 | 86 |
| 62 | Provident National Bank, Philadelphia | 185,947 | 121,190 | 53.43 | 4,795,086 | 3.88 | 15.72 | 67 |
| 63 | Fleet National Bank, Providence, R.I. | 178,532 | 137,155 | 30.17 | 4,654,794 | 3.84 | -4.73 | 69 |
| 64 | Southeast Bank NA, Miami | 175,041 | 145,657 | 20.17 | 9,544,003 | 1.83 | 12.58 | 25 |
| 65 | First Interstate Bank of Denver NA | 168,241 | 170,811 | - 1.50 | 2,380,392 | 7.07 | -13.62 | 132 |
| 66 | First National Bank of Maryland, Baltimore | 167,138 | 97,133 | 72.07 | 3,735,140 | 4.47 | 13.90 | 83 |
| 67 | United Bank of Denver NA | 165,689 | 97,755 | 69.49 | 2,631,803 | 6.30 | 7.67 | 116 |
| 68 | Bank of California NA, San Francisco | 162,043 | 90,677 | 78.70 | 3,389,241 | 4.78 | -14.16 | 93 |
| 69 | First National Bank, Louisville, Ky. | 157,151 | 118,298 | 32.84 | 3,291,286 | 4.77 | 0.02 | 95 |
| 70 | Ameritrust Co. NA, Cleveland | 156,725 | 95,922 | 63.39 | 6,617,758 | 2.37 | 14.11 | 45 |
| 71 | Commerce Union Bank, Nashville, Tenn. | 156,650 | 123,410 | 26.93 | 1,777,582 | 8.81 | 13.22 | 179 |
| 72 | Connecticut National B&T Co. NA, Hartford | 156,378 | 142,408 | 9.81 | 6,583,484 | 2.38 | 13.71 | 47 |
| 73 | Maryland National Bank, Baltimore | 153,746 | 92,427 | 66.34 | 6,296,791 | 2.44 | 28.01 | 50 |
| 74 | Texas American Bank/Ft. Worth NA | 152,015 | 70,291 | 116.27 | 2,772,858 | 5.48 | 8.58 | 106 |
| 75 | Continental Bank, Norristown, Pa. | 136,476 | N.A. | N.A. | 2,656,267 | 5.14 | 6.08 | 115 |
| 76 | Citizens & Southern National Bank, Atlanta | 135,361 | 104,064 | 30.07 | 7,411,188 | 1.83 | 15.62 | 37 |
| 77 | Huntington National Bank, Columbus, Ohio | 133,132 | 75,669 | 75.94 | 5,511,072 | 2.42 | 33.48 | 59 |
| 78 | Canadian Imperial Bank of Commerce, New York | 129,316 | N.A. | N.A. | 488,894 | 26.45 | N.A. | 491 |
| 79 | Morgan Bank (Delaware), Wilmington | 128,414 | 99,683 | 28.82 | 2,793,981 | 4.60 | 26.22 | 107 |
| 80 | Zions First National Bank, Salt Lake City, Utah | 127,611 | 77,629 | 64.39 | 2,462,500 | 5.18 | 18.48 | 127 |
| 81 | InterFirst Bank Austin NA, Tex. | 119,187 | N.A. | N.A. | 1,820,691 | 6.55 | 26.00 | 173 |
| 82 | Marine Bank NA, Milwaukee | 116,263 | 81,572 | 42.53 | 1,471,946 | 7.90 | 16.31 | 202 |
| 83 | Riggs National Bank, Washington, D.C. | 115,695 | 98,739 | 17.17 | 5,117,262 | 2.26 | 7.56 | 62 |
| 84 | AmSouth Bank NA, Birmingham, Ala. | 115,237 | 98,318 | 17.21 | 4,301,905 | 2.68 | 16.04 | 74 |
| 85 | American Security Bank NA, Washington, D.C. | 114,803 | 138,100 | -16.87 | 4,033,512 | 2.85 | 8.30 | 79 |
| 86 | Equitable Bank NA, Baltimore | 112,390 | 84,075 | 33.68 | 3,042,844 | 3.69 | 19.65 | 102 |
| 87 | State Street Bank & Trust Co., Boston | 110,551 | 73,756 | 49.89 | 4,677,359 | 2.36 | 19.38 | 68 |
| 88 | Trust Company Bank, Atlanta | 109,324 | 49,503 | 120.84 | 3,902,850 | 2.80 | 26.29 | 82 |
| 89 | Barclays Bank of New York NA | 106,017 | N.A. | N.A. | 1,791,294 | 5.92 | 18.23 | 177 |
| 90 | First Pennsylvania Bank NA, Philadelphia | 104,072 | 56,609 | 83.84 | 5,361,388 | 1.94 | 4.56 | 60 |
| 91 | Chase Lincoln First Bank NA, Rochester, N.Y. | 101,775 | 122,180 | -16.70 | 4,154,750 | 2.45 | 0.63 | 76 |
| 92 | Third National Bank, Nashville, Tenn. | 98,089 | 96,165 | 2.00 | 2,192,695 | 4.47 | 17.19 | 144 |
| 93 | Merchant National B&T Co., Indianapolis | 96,699 | 96,254 | 0.46 | 2,249,001 | 4.30 | 12.22 | 140 |
| 94 | Frost National Bank, San Antonio, Tex. | 96,420 | N.A. | N.A. | 1,807,361 | 5.33 | 11.07 | 179 |
| 95 | First Union National Bank, Charlotte, N.C. | 95,008 | 83,317 | 14.03 | 7,177,223 | 1.32 | 7.87 | 39 |
| 96 | First Security Bank of Utah NA, Ogden, Utah | 94,910 | N.A. | N.A. | 2,682,088 | 3.54 | 11.62 | 113 |
| 97 | Wachovia B&T Co. NA, Winston-Salem, N.C. | 94,389 | 160,766 | -41.29 | 8,592,319 | 1.10 | 5.52 | 30 |
| 98 | Commerce Bank of Kansas City NA, Mo. | 94,106 | 77,127 | 22.01 | 1,656,647 | 5.68 | 8.57 | 187 |
| 99 | BancOhio National Bank, Columbus | 93,755 | 149,722 | -37.38 | 4,626,122 | 2.03 | -20.66 | 71 |
| 100 | Hamilton Bank,Lancaster Pa. | 93,574 | 99,834 | -6.27 | 2,451,771 | 3.82 | 2.76 | 128 |
| | **Top 100 Banks in Standby Letters of Credit** | **131,954,521** | **105,877,801** | **24.60** | **1,237,679,258** | **10.70** | **6.00** | |

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**Data provided by Data Resources Inc., Lexington, Mass. from their data base of the federal regulatory report of condition for Dec. 31, 1984.**

credit there are annual fees. Sometimes, an up-front fee can still be obtained, and in some cases, there is an after-market fee or commission paid on an annual or semiannual basis for such things as marketing bonds.

### More Disclosure May Quell Concerns

Mr. Meily, who told a group of bankers last March that he was sounding "a little bit of an alarm" over the level of growth in standby letters of credit, said more recently that it is possible the hoopla over the standbys is overblown.

He suggested that, rather than have federal banking officials impose a new set of regulations, it may be sufficient for the Securities and Exchange Commission to require more disclosure from banks on their standby holdings, including a breakdown on the types of standby letters. The same would hold true for other types of off-balance-sheet items, he said.

According to a spokesman from the Federal Deposit Insurance Corp., off-balance-sheet items are on the agency's agenda, and standby letters of credit are at the top of the list. But no proposals exist on how to deal with these issues.

However, another industry observer said that though the regulators are making noises about off-balance-sheet items and standbys, "the regulators are not as concerned as it would appear." The regulators have to appease Congress, so they are just taking steps to make sure that nothing happens, he said.

A number of banks, including some that have very large standby letter exposure, say they are no longer seeking to place standby letters of credit in an aggressive fashion but, rather, are doing it to help sell other services or as part of a separate transaction.

Bankers are starting to view the standby letter as an instrument that is added on to another bank product as a credit enhancement feature. For instance, a standby may be done in conjunction with a bank's public finance group to help float a bond or to back a note-issuance facility.

Some money center banks have issued standby letters of credit to back up commercial paper for their customers, only to find they are then competing with their customers in the commercial paper market.

This particular problem has caused larger banks to turn away from issuing standbys to back up commercial paper, especially since the fees for this type of transaction have become very low.

Darin Narayana, executive vice president of Norwest Bank Minneapolis, said his bank does not "go out and market a standby letter of credit by itself." At Norwest, standbys dropped 12.2% to $542.9 million. The decline, Mr. Narayana said, resulted from one or two standbys that matured and were not renewed. He added that he does not expect any growth in that area for Norwest this year.

"The risk in a standby letter of credit is no different than the risk in a loan. It is still a commitment to make a loan. The documentation is also the same," Mr. Narayana said. "This may be a conservative posture that we have taken."

One bank that has taken a somewhat opposite viewpoint is Texas Commerce Bank in Houston, which in 1984 had growth of 184.1% in standby letters of credit, to $1.7 billion — one of the largest percentage increases of any bank.

Marc Shapiro, the Texas Commerce vice chairman, said his bank determined that its standby letters as a percentage of equity had been much lower than at other banks, especially money center banks. Consequently, he said, Texas Commerce decided to actively seek standby letter of credit business. At the end of 1983, standby letters of credit as a percentage of equity were 71% — growing to 134% at the end of 1984, he said.

Texas Commerce set a guideline of 150% for its standby-to-equity ratio, Mr. Shapiro said. "As long as we were below 150% and stuck to certain pricing guidelines, we saw this as a business we ought to pursue. We think on the basis we do [this business], it is profitable."

Mr. Shapiro said Texas Commerce uses standby letters of credit primarily as an enhancement to publicly issued debt. Standbys go through the same credit review process as regular loans, and he views this as a growing business for the bank. ■

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# Fall Conferences Focus On Money Laundering

**Washington Bureau**

WASHINGTON — Ways to prevent money laundering through financial institutions is the topic of a series of conferences this fall.

One-day seminars will offer videotaped comments from authorities in the field and live discussions at more than 60 sites across the country. Policies and procedures involving compliance with money laundering laws and techniques to halt money laundering will be reviewed.

Included in the seminar are discussions of the Bank Secrecy Act, the Right to Financial Privacy Act, the 1984 Comprehensive Crime Control Act, and other laws affecting money laundering.

Among experts taped to present views are Federal Bureau of Investigation Director William Webster, Customs Commissioner William Von Raab, Internal Revenue Service Commissioner Roscoe L. Egger, and Acting Comptroller of the Currency H. Joe Selby. Seminars are sponsored by the American Bankers Association, the National Council of Savings Institutions, the Credit Union National Association, the International Association of Chiefs of Police, and 24 state bankers associations. ■

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**COUNSELOR'S CORNER**

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# American Banker

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**Quote**

***Now, like a scorned suitor whose faithfulness has gone unrewarded, the [foreign exchange] market seizes on every opportunity to "punish" the dollar.***

Lawrence L. Kreicher, economist for New York's Irving Trust Co. [2]

**Unquote**

# Credit Unions Boast Low Fees In Bid to Keep Tax Exemption

**Special to the American Banker**

WASHINGTON — Credit unions generally charge depositors less for basic financial services than banks and thrifts charge, according to a survey by the Credit Union National Association.

At the press conference Wednesday unveiling the survey, which was conducted in March and April, the trade group banged the drum for retaining credit unions' tax-free status, which would be lost under the Reagan tax reform plan.

If credit unions lose their tax exemption, many would be forced to raise the cost of their basic services, said Joseph Perkowski, chairman of the trade group.

Credit unions, he contended, have earned their tax-free status by "assuring that people of modest means are not priced out the banking system."

The survey found that three-fourths of all credit unions with interest-bearing checking accounts do not have per-check or monthly service charges.

All but 5% of the banks and S&Ls surveyed levied these charges on their NOW accounts.

The differences come as no surprise, however, since credit unions are nonprofit as well as tax-exempt.

"We had a hunch that credit unions would show up well in a survey like this," said Mr. Perkowski, acknowledging that the findings were predictable.

Mark Clark, a spokesman for the U.S. League of Savings Institutions, said:

➸ **Credit Unions: Page 7**

# Bankers Trust Plans Brokerage Unit

## Decision Announced Just Hours After Fed Clears Affiliate for Futures Trading

**By ANDREW ALBERT**

NEW YORK — Bankers Trust New York Corp., which is looking more like a big securities firm every day, made important strides Wednesday into the worlds of institutional stock brokerage and futures trading.

In the afternoon, the nation's ninth largest banking company announced plans to open a brokerage subsidiary to trade securities for wealthy individuals and institutional customers.

Just a few hours earlier in the day, the Federal Reserve Board said it had cleared the way for one of the company's affiliates, BT Futures Corp., to trade stock index futures for institutional clients.

The two developments are merely the latest in Bankers Trust's full-scale efforts to tap income sources that have traditionally belonged to the nation's largest investment banking houses.

The new brokerage unit, BT Brokerage Corp., won Federal Reserve approval in April and was registered with the Securities and Exchange Commission last month. It now awaits approval to become a member of the New York Stock Exchange.

Through its one New York office, BT Brokerage plans to act solely as an agent in buying and selling for customer accounts. Bankers Trust said the unit will neither underwrite securities nor provide investment advice and research services.

In addition, BT Brokerage will exe-

➸ **Bankers Trust: Page 10**

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# Senate Report Raps Policing Of Tax Havens

## Criticizes Banks, Regulators For Failing to Spot Laundering

**By MARK BROHAN**

WASHINGTON — The U.S. government is not cracking down hard enough on criminals using foreign tax havens to launder illegal drug profits, a Senate report on offshore banking charged Wednesday.

The report also said the banking industry was negligent because it is not supplying federal authorities with sufficient information on large cash transactions.

"The criminal exploitation of offshore tax havens as means of laundering money is flourishing and more must be done both nationally and internationally to get rid of this problem," Sen. William Roth, R-Del., chairman of the permanent subcommittee on investigation, said in issuing the report.

"By providing anonymity for foreign money and failing to cooperate with U.S. law enforcement, an estimated $20 billion is hidden each year by criminals," he said.

The subcommittee on investigation is a panel that probes issues related to organized crime for the Senate Governmental Affairs Committee.

A spokesman for the subcommittee said further hearings on domestic and international money laundering would be held in October. At that time a new subcommittee report will focus on the offshore banking activities of First National Bank of Boston and various Caribbean banks.

Earlier this year, First National Bank of Boston pleaded guilty to a felony charge of failing to report $1.2 billion of foreign interbank currency transactions and was fined $500,000. The Senate permanent subcommittee held hearings that focused on First National Bank of Boston and other Boston institutions that had failed to report cash transactions. More recently, it held a day of hearings on currency violations in Puerto Rico.

Banks are generally required to report cash transactions that involve $10,000 or more.

According to the 180-page report released Wednesday, banks should be made to report all financial transactions involving foreign tax havens, and Congress should toughen the Bank Secrecy Act.

The report was issued one day after Treasury Department officials announced that Crocker National Bank, San Francisco, had been fined $2.25 million for failing to report almost $4 billion in currency transactions. A subcommittee spokesman said that the issuing of the report so close to the announcement of the Crocker National Bank fine was coincidental.

The report specifically recommends that loans from tax havens be reported to the Internal Revenue Service for income tax purposes; that deductions for income tax purposes be denied for any expense or loss coming from a foreign

➸ **Offshore: Page 10**

## IN THE NEWS

### Crossland to Convert

NEW YORK — The Federal Home Loan Bank Board approved a plan by CrossLand Savings FSB to convert to a stock savings bank from a mutual savings bank, the thrift announced. The $7.9 billion-asset institution said the conversion must receive final approval from depositors and borrowers at a special meeting Oct. 1.

### Marine Offers Car Finance

BUFFALO — Marine Midland Bank said it will offer auto-related financial services to New England car dealers through an agreement with New England Financial Credit Corp. Marine will provide inventory financing, retail auto loan and lease products, and other specialized dealer-oriented financial services to dealers in Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont.

### Mutual Fund Sales Record

WASHINGTON — Mutual funds sales exceeded $10 billion in July, an industry record, according to the Investment Company Institute. That was up from $9.1 billion in June, and $2.7 billion a year ago. Sales of funds other than money market and short-term funds for the first seven months of 1985 are $57.1 billion, already over 1984's record total of $45.9 billion, the institute reported.

### Citadel Attracts Buyers

BURBANK, Calif. — Citadel Holding Corp. has been contacted by two potential buyers, said Spencer Scott, chairman and chief executive of the savings and loan holding company. He said Citadel hasn't received bids from either and isn't involved in any negotiations with them. Mr. Scott said the parties are a major California thrift and a nonfinancial institution outside the state. He said a dispute with Citadel's investment banker, Salomon Brothers Inc., that had scuttled the proposed acquisition of the company by Great Western Financial Corp. was at a "stalemate."

### Grocery Chain Automated

MILWAUKEE — A grocery store chain will be the first in Wisconsin allowing customers to pay with debit cards in all its shops once Marine Bank and Roundy's Corp. complete a system of point-of-sale machines during the next three months. Roundy's will install point-of-sale terminals in all 15 Pick 'n Save grocery stores in the Milwaukee area.

### Equitec Profits Rise

LOS ANGELES — Equitec Financial Group. said its profits in the quarter ended July 31 increased to $1.75 million on revenues of $19.7 million, against profits of $1.69 million on revenues of 19.5 million, a year earlier. Equitec, which is based in Oakland, Calif., said it derived 76% of its operating income from asset management in the period, compared with nearly 55% a year earlier. Assets under management increased 36% from a year earlier to $2.6 billion.

**— Compiled by Gordon F. Light**

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What Analysts Say

# Pennbancorp Offers Something Extra for Ohio Buyers

**By JOHN P. FORDE**

Pennbancorp of Titusville, Pa., is shaping up as an attractive takeover candidate, with a little something extra to offer for acquirers such as the larger Ohio bank holding companies, says Lacy McNaron Shockley, an analyst with Mabon, Nugent & Co.

The analyst says the stock is currently selling at a "reasonably modest valuation relative to book value," and that it represents "solid quality combined with the possibility of a buyout offer during the next several quarters."

Her recommendation of this stock comes mainly from the fact that it has good fundamental earnings and that it is in an area that is soon to become a hotbed of regional bank takeovers.

"Interstate banking will soon be a reality in the mid-Atlantic region, and this bank will surely be an attractive target for the larger Ohio institutions," she says. The western area of Pennsylvania — Pennbancorp is headquartered only about 50 miles from the Ohio border — is a natural expansion area for the major Ohio banks.

Ohio recently passed a reciprocal interstate banking law that will allow Ohio banks to expand into a number of states. Ms. Shockley, however, does not expect Pennsylvania to pass an interstate banking law before late this fall or early 1986.

Pennbancorp's extra added attraction is a large equity portfolio that is being carried on the company's balance sheet at cost. Based on June 30, 1985, numbers, the unreal-

➸ Analysts: Page 11

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# South Africa's Foreign Exchange Crisis Seen as Temporary Liquidity Problem

**By M.S. MENDELSOHN**

News Analysis

LONDON — South Africa's foreign exchange crisis, prompted by the recent pullback by American banks, is seen by the market here as a short-term liquidity problem.

The racially troubled country is said to be weighing several moves to ease the situation in the wake of its suspension Tuesday of currency and stock market transactions.

The suspension is in effect until Monday.

South Africa's currency, the rand, was being quoted in London Wednesday at a level significantly above the low it reached on Tuesday before the government declared the moratorium.

Bankers said the quoting of the rand at a range of 37 to 47 U.S. cents revealed market feelings that short-term economic developments in South Africa were likely to be favorable. The moratorium was declared on Tuesday after the rand fell 4 cents in the exchange rate to a record low of 35.4 cents, down 30% since June and more than 50% since mid-1984.

The crisis is attributed here to the action of Chase Manhattan Bank, followed by several other banks, including Bank of America, Security Pacific National Bank, and NCNB National Bank, in cutting off interbank lines to South African banks.

A senior international banker who returned here Tuesday from a brief visit to Pretoria said a suspension of foreign exchange dealings had been discussed even before the currency's latest slide. He added that several options for dealing with the situation were under consideration.

One possibility is the arrangement of a standby facility either with the Bank for International Settlements or with an informal grouping of foreign central banks or private international banks. The objective would be to announce such a package over the weekend, ahead of the scheduled reopening of the markets.

### Provide Bridge Financing

If such a standby proved possible to arrange, it would provide bridge financing either to tide South Africa over a liquidity shortage pending a change of market sentiment, or as a prelude to the arrangement of a standby with the International Monetary Fund.

If it proves impossible to arrange a quick standby on acceptable terms

➸ South Africa: Page 7

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# Hanover Rescinds Allnet's Credit Line

**By LISABETH WEINER**

CHICAGO — Allnet Communication Services Inc. said Manufacturers Hanover Trust Co. has decided not to renew its $10 million line of credit because of concern about the volatility of long-distance telephone companies.

Commercial Lending

But Allnet, based in Chicago, is reviewing propositions from three institutions to replace the Manufacturers' line, said Robert Hardy, Allnet's executive vice president of finance. A new agreement is expected to be in place by the end of September that could involve just one bank or more than one institution coming together, he said.

Mr. Hardy said he had been advised of Manufacturers' decision about four or five months ago.

It appears, he said, that "Manufacturers has decided to be a lender to the MCIs [MCI Communications Corp.] and Sprints and other large companies in the telephone industry" but not to the smaller companies, Mr. Hardy said. He added, however, that while Manufacturers' line of credit is being terminated on the Aug. 30 expiration date, the bank continues to be the debt source behind a number of leases, probably amounting to about $10 million.

Meanwhile, Mr. Hardy said, Allnet still has a $15 million line of credit with American National Bank and Trust Co., a subsidiary of First Chicago Corp., that is expected to be renewed by the end of September.

Mr. Hardy said borrowings against the Manufacturers Hanover line and the American National Bank line are both set at the prime lending rate plus one.

At Manufacturers, the company has been paying a commitment fee of

➸ Allnet: Page 7

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# Fed Data Show Productivity Is Up at Banks

**By DAVID O. TYSON**

NEW YORK — It takes fewer people to run a bank these days.

A key statistic in the functional cost analysis of the Federal Reserve System shows that productivity continues to improve.

The indicator is the number of people employed for each $1 million of available funds. In 1984, it was down for the third straight year among participants in the annual survey, all of them community banks. And there was little difference between large, midsize, and small banks.

Most functional cost analysis ratios use available funds as a basis, since most bank functions are devoted either to providing funds or using funds. Available funds are defined as total liabilities and capital less bank premises, other real estate, and other assets. They equal cash and due from banks plus loans and portfolio investments.

The 12 Fed banks conduct the functional costs analysis each year, sending back individual reports to each participating bank and thrift so its management can determine how profitably — or unprofitably — each function of the institution is run. The Federal Reserve Bank of New York compiles the national figures for commercial banks, not thrifts, and makes a report available free to the public.

Participants numbered 509 in the functional cost analysis for 1984, down from 553 in 1983 and 608 in 1982. Mergers account for most of the decline.

The participants are grouped in three categories by deposit size: under $50 million, from $50 million to $200 million, and more than $200 million.

In the large-bank group in 1984, the ratio of personnel to each $1 million of available funds was 0.84, down from 0.91 in 1983 and 1.02 in 1982. For the midsize banks, it was 0.80, down from 0.83 in 1983, and 0.93 in 1982. And for the small banks, it was 0.82, down from 0.91 in 1983 and 1.01 in 1982.

As recently as 1979, the ratio was 1.15 for large banks, 1.14 for midsize banks, and 1.22 for small banks.

Such year-to-year comparisons can be misleading, because new participants enter the survey and old participants drop out, merge, or grow into a larger size category. But results do uncover trends.

The 1984 functional cost analysis shows service and handling charges

➸ Costs: Page 8

## Costs . . .

Continued from Page 3

were still below 5% of current income in all size groups and actually declined on average in the small and large banks. Such charges had been up in 1983 but had remained low, despite complaints about fees levied on consumers. (*American Banker,* Sept. 26, 1984, p.1).

Last year, charges averaged 4.26% of current income for the large banks, down from 4.44% in 1983; averaged 4.10% for midsize banks, up from 4.03%; and averaged 4.54% for small banks, down from 4.97%.

Also, the liability mix of survey participants continued to change, with banks attracting more funds through money market accounts, though not as much as they did in 1983 when those accounts were new.

As the accompanying table shows, regular savings deposits declined last year in all size categories. So did interest-bearing checking accounts. Customers obviously favored accounts paying higher interest, since there were increases in both certificates of deposit under $100,000 and in what the Fed labels "time open and other time deposits."

This last type comprises accounts that customers can add to or withdraw from whenever they wish. Originally, they were known as Golden Passbook accounts, but functional cost analysis banks now report their money market accounts in this category.

Retirement accounts continue to lose money in all size categories, though the loss ratio improved for midsize and large banks. And CDs under $100,000 produced a small profit in 1984 for banks with less than $200 million deposits but produced a small loss for the large banks. ■

### The Shift of Funds in 1984

In the functional cost analysis, the Federal Reserve groups banks by deposit size: less than $50 million, from $50 million to $200 million, and more than $200 million. Two numbers are shown for each group. One is the average size of account totals in millions of dollars. The other number for the first three types of deposits is the percentage of time deposit dollar volume for regular savings accounts, certificates of deposit, and time open and other time deposits. In the bottom group, the other number is the percentage of demand deposit volume that interest-bearing checking accounts represent.

| | | Small Banks | | Midsize Banks | | Large Banks | |
|---|---|---|---|---|---|---|---|
| Regular savings deposits | | | | | | | |
| | 1982 | $5.6 | 27.4% | $17.5 | 26.8% | $ 95.5 | 33.0% |
| | 1983 | $4.5 | 22.3% | $14.5 | 21.0% | $ 70.3 | 25.1% |
| | 1984 | $3.6 | 16.8% | $11.9 | 12.2% | $ 59.7 | 20.9% |
| Certificates of deposit under $100,000 | 1982 | $13.8 | 67.8% | $43.2 | 66.0% | $164.3 | 56.9% |
| | 1983 | $12.0 | 59.9% | $37.1 | 54.0% | $118.4 | 42.4% |
| | 1984 | $12.9 | 60.2% | $37.5 | 54.5% | $127.1 | 44.5% |
| Time open, other time deposits | 1982 | $0.6 | 2.9% | $ 3.2 | 4.8% | $ 22.5 | 7.8% |
| | 1983 | $2.9 | 14.6% | $14.6 | 21.3% | $ 81.3 | 29.1% |
| | 1984 | $4.0 | 18.9% | $16.0 | 23.3% | $ 83.7 | 29.8% |
| Interest-bearing checking | | | | | | | |
| | 1982 | $2.7 | 26.1% | $ 8.0 | 24.3% | $ 34.6 | 19.1% |
| | 1983 | $4.2 | 39.8% | $12.6 | 36.3% | $ 41.2 | 27.3% |
| | 1984 | $4.1 | 41.3% | $11.6 | 36.8% | $ 37.9 | 28.0% |

## Answer . . .

Continued from Page 4

the sale of the equipment.

Thus, the court held that, as a matter of law, the lease was a security agreement covered by the U.C.C.

Therefore, the court ruled that the guarantors, who were considered as debtors under the U.C.C., should have been given notice of the sale of the equipment. Since the bank failed to give such notice to the guarantors, the court sent the case back for trial to determine whether the sale was reasonable. In order to recover a deficiency judgment, the bank must also show that the value of the collateral was less than the unpaid debt at the time of sale. ■

## LEGAL ADVERTISING

### Auction Notices

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 sell, Sept. 5, 1985 3333 Riverside Dr NYC 10:30 A.M. 1970 Volkswagon 2 Dr Convt. 1402012657 Re; M. Fernandez, 1982 Datsun 4 Dr Sdn JN1MN03S1CM010147 Re: O. Garcia, 1973 Ford Van E21GHR71074 Re: J. Ramos: 11:15 AM. 164 Dyckman St NYC 1976 Mercedes Benz 4 Dr Sdn 11603312051308 Re; M. De La Hoz, 1980 Oldsmobile 4 Dr Sdn 3N69NAM193518 Re; F. Sanchez:11:45 A.M. 1133 OgdenAve Bronx 1976 BMW 4 Dr Sdn 5030325 Re; L.T.B.L., Inc.: 12:15 P.M. 1261 Jerome Ave Bronx 1980 Honda 2 Dr Sdn SNF2001581 Re; H. Kitt: 12:45 P.M. 1328 Prospect Ave Bronx 1981 Toyota 4 Dr Sdn JT2MX62E7B0006740 Re; T. Warner: 1:15 P.M. 602 Clarence Ave Bronx R/T/I In & To 1977 Steury 22' Boat Hull# SRC0682M 77G Re; R. Scroggs: 2:00 P.M. 536 City Island Ave Bronx R/T/I In & To 1981 Cutter 43' Boat Documental Del. Re: E. James, 1969 Chris Craft 46' Reg# DL4920KRe: L. Blatt: 2:30 P.M. 173 Marine St Bronx 1950 Chris Craft 42' Boat Reg# NY623CD Documentation# 11G410 Re; A. Kojouras, 1954 Mathews 46' Boat Documentation # 546427NET13 Re; K. Madden, 1952 Mathew 38' Boat Hull # & Reg# Distorted Re: C. Del Vecchio.

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Edward F. Fazio, auctr. sells 8 AM on 9/5/85 at 279 10th Ave. 1974 Chev. C30BE4V022388 Re: I. Levin; 9 AM 539 W. 47th St. 1977 Chev. 1D37U7B482247 Re: E.G. Zibit &/or M. Coronel; 10 AM 1828 Webster Ave. 1982 Buick 1G4AX69Y1CH443528 Re: Ect Leasing Inc., 1974 Linc. 4Y89A873216 Re: S. Rodriguez; 11 AM 242 Dyckman St. 1977 Olds 3Q35R7X156445 Re: N. Aquino, 1984 Olds 1G3AR47A9EM311457 Re: Hartford Ins. &/or M. Smith; 12 PM 165 Saw Mill River Rd. 1979 Cady 6D69S99263505 Re; R.L. Bailey, 1981 Dodge 1B3BK26B8BF228689 Re: M. Farrell, 1981 Buick 1G4AJ47A2BG165710 Re: O. Jacobs; 1 PM 131 Lincoln Ave 1977 BMW NY25673 Re: M. Echavarria, 1969 BMW 1666906 Re: H. Perez; 2 PM 20-15 21st Ave. 1976 Chev. CGT366U219663 Re: G.S. Smith; 2:30 PM 59-78 54th Ave. 1981 Peugeot 3BA41F7BS308411 Re: M. Roman; 3 PM 57-11 79 Ave 1978 Pont. 2T87U8N105308 Re: J.A. McNell; 4 PM 145-29 119 Rd. 1978 Chev. 1R07V8U130705 Re: A.G. Evelyn; 5 PM 51-22 Roosevelt Ave 1977 Dodge B11AB7K211023 Re: J.E. Marchan. Published 8/29 & 9/5/85.

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DEFAULT IN A Security Agreement Made By Stascott Foods, Inc. To Lisa Edibles Corp. Sale , Aug 29, 1985, 11 A.M. at 69th New St, N.Y.C. R/T/I In & To Chatt., Fixt. & Equip. Subject To Prior Liens & S/A. Secured Party Reserves The Right To Bid. LEO FRANK INC., Auctrs As Agent.

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John Gill auctr sells 9/5/85 at 9AM at 733 Van Sinderen Ave., Bklyn 1981 Buick 1G4AM47AXBG127844 Re: Malouf Buick, 1976 Mercedes Benz 11602012058115 Re: A. Rivers, 1983 Chevy 1G1AC69P9D7144196 Re: H. Romani & J. Lentime. Published 8/29 & 9/5/85.

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Jack Ross auctr sells 9 AM 9/5/85 360 Magee St. Southampton 1975 Yamaha 397-206827 Re: A. Gessin. Secured Party has the right to bid. Published 8/29 & 9/5/85.

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## TODAY

### PEOPLE

- Richard H. Bragdon, a senior account director with S&O Consultants Inc. in San Francisco, is a master of the name game.
- Marvin Duncan says he likes challenges, a personality trait that he will need in his new position as senior deputy governor at the Farm Credit Administration.
- Ralph Casazzone credits stiff competition with spurring him to a second consecutive win in the "World Cup Championship of Futures Trading."
- "If you give your job all you've got, you're bound to get better at it," says Maria Fiorini Ramirez, the modest winner of the annual merit award of the Women's Bond Club of New York.
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### EFHutton

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# Bell Report Sparks Departure of 3 Hutton Executives

By BARTLETT NAYLOR
and ANDREW ALBERT

The E.F. Hutton Group Inc. on Thursday announced the departures of three top executives and disciplinary actions against several employees in response to an internal investigation of the broker's highly publicized check-kiting scheme.

The move came after former U.S. Attorney General Griffin B. Bell, who conducted the four-month investigation, said he found no criminal wrongdoing on the part of company chairman and chief executive Robert Fomon or any other top officials at the nation's fifth largest securities firm.

THOMAS P. LYNCH

The highest-ranking executive hit by the firm's disciplinary actions was Thomas P. Lynch, who agreed to give up his titles and responsibilities as vice chairman and chief financial officer of the E.F. Hutton Group. He will com-

➻ E.F. Hutton: Page 10

# Was Guilty Plea Unnecessary Evil?

## In Wake of Bell Report's Findings, E.F. Hutton's Answer May Be 'Yes'

By TOM FERRIS

**News Analysis**

NEW YORK — Should E.F. Hutton & Co. have pleaded innocent to government charges of check-kiting and taken its chances in court?

That's a question that E.F. Hutton chairman Robert Fomon must have asked himself over and over again this summer. When his brokerage house pleaded guilty to 2,000 counts of fraud on May 2, Mr. Fomon no doubt thought the event would fade from the headlines within a few days. Rather than test the legality of the company's dubious cash management practices in litigation that could drag on for months or even years, the firm probably decided to take its lumps all at once.

But, as must be evident to even the most casual newspaper reader, that is not the way it has worked out. The scandal has not gone away. For more than four months, the brokerage firm has been pestered with questions about top management's involvement in the scheme, and has found itself in the middle of a battle between a House committee and the Justice Department over the way the agency prosecuted the case.

At a press conference in Washington Thursday announcing the findings of his investigation into the matter, former U.S. Attorney General Griffin Bell gave E.F. Hutton officials further cause

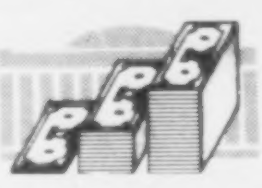
➻ Analysis: Page 9

# Thrifts Continue to Leave Fold of Private Insurers

## Most Applicants from North Carolina Gain Federal Coverage

By MARK BASCH

NEW YORK — Private deposit insurance in North Carolina will likely be a memory by October, according to the head of the state's savings and loan division, and efforts to eliminate private insurance continue in four other states.


Thrifts

"We still have four S&Ls and five or six credit unions that didn't get final approval [for federal insurance]," said George King, administrator of North Carolina's savings and loan division. "We fully expect all of them to qualify."

Earlier this year, in the aftermath of the Ohio thrift crisis, the 56 savings and loans and credit unions insured by the Ohio Financial Institutions Assurance Corp., or FIAC, applied for federal deposit insurance. The decision followed a consumer survey commissioned by the private insurance group, according to Donald R. Deason, president of the insurance fund.

"It showed that public confidence in a federal insurer was higher than in other insurers," Mr. Deason said at the time.

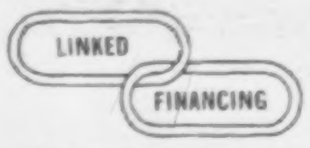
Of 27 savings and loans that have applied for federal insurance, 23 have received final approval and one has re-

➻ Thrifts: Page 15

# FDIC Expands NY Money Broker Suit

By RICHARD RINGER

CHICAGO — The Federal Deposit Insurance Corp. has expanded its racketeering lawsuit against a Long Island money brokerage firm, accusing the firm of involvement in another linked financing deal that caused a second bank failure.



The suit, amended Wednesday, now accuses First United Fund Ltd. of Garden City, N.Y., of participating in linked financing that led to the failure of Rexford State Bank in Rexford, Kan. Several other parties, including Joseph J. DeCarlo Sr., a senior executive vice president at First United Fund, also are named in the complaint.

In the original suit last April, the FDIC sued First United Fund, its president, Mario Renda, and 11 other parties for their alleged role in a linked financing deal that caused Indian Springs State Bank in Kansas City, Kan., to fail. The $27 million-asset Indian Springs was closed Jan. 27, 1984. Rexford State, with assets of about $5 million, was declared insolvent almost nine months later, on Oct. 10.

The Indian Springs suit, filed in U.S. District Court in Kansas City, Kan., included the agency's first allegation of a civil violation of the Racketeer-Influenced and Corrupt Organizations Act.

"The reason we amended the Indian Springs State Bank RICO complaint to include the Rexford failure is because of the extraordinary similarities in the scheme at both failed banks," said Michael Manning, an Overland Park, Kan., attorney representing the FDIC in the case.

Also on Wednesday, the FDIC added two more defendants to the Indian Springs action: Sammy G. Daily, a Ha-

➻ Money Broker: Page 14

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## IN THE NEWS

### Bevill Test Cases Slated

NEW YORK — A federal judge next month will select several test cases to begin sorting out the complicated finances of the failed Bevill, Bresler & Schulman Asset Management Corp. U.S. District Judge Dickinson R. Debevoise said that on Oct. 15 he will pick from among the 80 creditors who have filed claims against Bevill, Bresler, based in Livingston, N.J. It is hoped that resolution of several representative test cases will pave the way for settlement of most claims.

### Flat Interest Rates Seen

NEW YORK — Corporate treasury managers are now borrowing based on the prediction of a 9.7% prime interest rate by the end of the year, according to a survey by Manufacturers Hanover Trust Co. "There's an overwhelming sentiment that interest rates will not move much either up or down," a bank official said.

### Great Western Realty Buy

BEVERLY HILLS, Calif. — Great Western Financial Corp. announced that its subsidiary, Great Western Real Estate Inc., has acquired Sacramento-based Western National Realtors Inc. Western National operates seven offices with about 360 agents. Transaction terms were not disclosed.

### Marine Has Consumer Push

BUFFALO — Marine Midland Bank says it is launching a major business generation program to increase its share of the upstate consumer banking market. The effort reflects "Marine's strategic emphasis on domestic business in general and retail banking in particular," said a spokesman.

### Tennessee Failure Is No. 77

WASHINGTON — The Federal Deposit Insurance Corp. said deposit liabilities of The Bank of Loretto in Loretto, Tenn., have been assumed by First Farmers and Merchants National Bank of Columbia, Tenn. The $24 million-deposit bank, closed by the state on Wednesday because of heavy loan losses, is the 77th FDIC-insured bank to fail this year and the fourth in Tennessee. It was also the 43rd farm bank closing this year, the FDIC said.

### Biscayne Export Coverage

MIAMI — Export insurance provided by the Export-Import Bank of the U.S. will be offered through a program being introduced by Biscayne Bank. The new program makes it possible for exporters in the South Florida market to once again obtain financing for export sales, Biscayne said. The umbrella policy insures short-term export sales of U.S.-produced goods and services against loss due to political and commercial risk. The exports that the program will insure include consumables, agricultural commodities, raw materials, consumer durables, spare parts, and certain services.

— **Compiled by Gordon F. Light**

# Farm Credit Chief Says System Faces Breakup In 2 Years Without Contingency Bailout Plans

**Washington Bureau**

Agricultural Lending

WASHINGTON — The Federal Farm Credit System could face piece-by-piece dismantling within 18 months to two years unless contingency plans for a federal bailout are in place by then, Farm Credit Administration governor Donald E. Wilkinson said Thursday.

Speaking at a packed press conference at the agency's offices in McLean, Va., Mr. Wilkinson said that the entire agricultural community faces "the most severe crisis since the Depression."

The federally chartered, privately owned credit system no longer has sufficient resources to take care of its own problems unless "major forces" improve the economy of the agricultural sector, he said.

At the same time, Mr. Wilkinson said the system currently is solvent and can meet obligations to holders of the approximately $74 billion of bonds supported by its portfolio of farm loans.

Mr. Wilkinson declined to put a dollar figure on the size of an aid package, except to acknowledge that it would be "a multibillion-dollar" deal. However, Rep. Cooper Evans, R-Iowa, a member of the congressional rural caucus, has estimated that the system will require somewhere between $10 billion and $20 billion.

Several approaches are being considered to provide assistance, Mr. Wilkinson said. They include: creation of a new government-guaranteed security backed by farm loans; establishment of an organization to acquire nonperforming loans; a direct infusion of cash; or a buydown of interest rates to farmers.

The Farm Credit System has been informed by Agriculture Secretary John Block that it must marshal and exhaust all of its own resources before approaching Congress for a bailout, Mr. Wilkinson said.

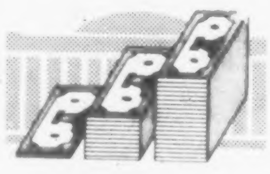
The FCA, which regulates the system, has taken steps in this direction by adopting new rules that will allow it to compel healthy member institutions to share the losses of ailing banks. Mr. Wilkinson said the only intra-system assistance package now under way is a

➱ Farm: Page 7

# Three NY Savings Banks Are About to Lose Their Liferaft

### Without New Law, Program Keeping Them Afloat Will Expire Next Month

By MARK BASCH



Thrifts

NEW YORK — Three of New York City's large state-chartered savings banks are still depending on net worth certificates from the Federal Deposit Insurance Corp. to keep afloat, as the deadline for the end of the net worth certificate program approaches next month.

The three — the Bowery Savings Bank, the Emigrant Savings Bank, and the Williamsburgh Savings Bank — would all have negative net worths and be theoretically insolvent if not for the certificates.

According to call report data released by the New York State Banking Department, the $5.4 billion-asset Bowery would have a negative net worth of $145.3 million, if not for $201.3 million in net worth certificates.

Emigrant, with $3.2 billion in assets, has a negative net worth of $60.7 million, but has net worth certificates totaling $90 million. The $2.4 billion-asset Williamsburgh has a negative net worth of $35.6 million, and certificates totaling $61.1 million.

Under the Net Worth Certificate Act, eligible mutual savings banks can issue net worth certificates that are then purchased by the FDIC or the Federal Savings and Loan Insurance Corp., which in turn issue promissory notes to the assisted institution.

The act is scheduled to expire Oct. 15, unless Congress passes an extension. As the legislators return from their summer recess, it is unclear what they will do with the net worth assistance program.

While the Bowery and Williamsburgh continued to lose money in the second quarter, Emigrant returned to profitability. Emigrant had net income of $3.2 million, after posting a $5.9 million loss in the first quarter.

For state-chartered thrifts in New York other than the Bowery and Williamsburgh, the second quarter was a good one. For the first time since the Banking Department began releasing quarterly data four years ago, the 71 state-chartered thrifts had aggregate income instead of a loss. Net operating income was $53.1 million at the 71 institutions, compared with a loss of $1.7 million in the first quarter, and a loss of $22.8 million in the year-earlier quarter.

However, the Bowery continued to lose money, posting a net loss of $10.4 million in the second quarter, after a $14.2 million loss in the first quarter. Its total of net worth certificates increased $29.7 million during the second quarter.

Richard Ravitch, a former New York City official, has apparently reached an

➱ Net Worth: Page 7

**Profits Reappear at New York Savings Banks**

Figures in thousands, as of 6/30/85

| | Assets | 2d Q profit/ loss | Net Worth | Net worth certif. | Regulatory Net worth as % of assets |
|---|---|---|---|---|---|
| Bowery Savings Bank | $5,319,512 | -$10,423 | $55,969 | $201,300 | 1.1% |
| Dollar-Dry Dock Savings Bank | 4,915,433 | 3,369 | 140,879 | 66,321 | 3.0% |
| Emigrant Savings Bank | 3,248,076 | 3,209 | 29,366 | 90,037 | 1.2% |
| Manhattan Savings Bank | 2,863,193 | 7,283 | 188,298 | 0 | 6.6% |
| Greater New York Savings Bank | 2,501,072 | 4,352 | 45,482 | 23,054 | 1.8% |
| Green Point Savings Bank | 2,438,458 | 10,935 | 160,922 | 0 | 6.6% |
| Williamsburgh Savings Bank | 2,399,318 | -2,513 | 25,539 | 61,148 | 1.1% |
| East River Savings Bank | 2,041,060 | 2,710 | 48,150 | 26,430 | 2.5% |

Data obtained from New York State Banking Departmentk

# Ticor Stops Writing Mortgage Insurance, Chief Resigns

By DAVID LaGESSE

NEW YORK — Apparently unconvinced any rescue plan can quickly save the Epic group of companies, Ticor Mortgage Insurance Corp. on Thursday announced that it would cease writing mortgage insurance policies as of Sept. 10.

The company also announced that Ticor chairman Raymond A. Rodeno has resigned and will be replaced by William J. Fitzpatrick, formerly executive vice president and secretary to Ticor's board.

Ticor said it announced its decision after consultations with the California Insurance Department, the primary regulator for Ticor, based in Los Angeles. The department already had requested that Ticor reorganize its structure to isolate the mortgage insurance business from its other lines of service, including title insurance.

The company said it will continue to honor outstanding commitments to insure loans and will renew its existing policies, but that "it now appears that it may be quite some time before the consequences of the reported Epic default can be quantified and its impact on Ticor Mortgage can be ascertained."

Ticor has reported that it could lose a maximum of $166 million on coverage that it wrote for mortgages sold by Epic Mortgage Inc., an affiliate of Equity Programs Investment Corp. Equity Programs, based in Falls Church, Va., acted as general partner for limited partnerships that borrowed some $1.4 billion from Epic Mortgage.

At a seminar Thursday on Epic's problems in Washington, representatives of Moody's Investors Service said there are growing questions that the appraisals that stood behind Epic's deals may be faulty.

Moody's analyst Michael Molesky said the bond-rating agency, which already placed in question its rating of Ticor's insurance, has indications that at least one major source of Epic appraisals may have been an affiliate of the Epic — instead of the independent appraisals that mortgage insurers require.

Moody's officials also say that Epic often borrowed from one partnership to help other partnerships with cash-flow problems, adding to the complexity of judging the company's assets and the potential exposure of the insurers.

Epic has been delinquent on August payments that were due to institutional investors that had bought its mortgages, and has said it is suffering con-

➱ Net Worth: Page 14

# SEC Charges Firm, 3 Men in NY Scam

Special to the American Banker

NEW YORK — An investment consulting firm, two of its principals, and the former credit manager of a brokerage house here have been charged with violating securities laws.

The Securities and Exchange Commission filed a civil complaint in Manhattan federal court accusing the defendants of conspiring to purchase and sell $19.8 million in securities without paying for them.

The transactions cost six brokerage houses nearly $400,000 in losses, according to the charges.

Named as defendants were: ITC Inc.; its two principals, Benjamin Chamis and Robert Malfi; and Michel Erlichson, former credit manager with Nomura Securities International Inc.

The complaint alleges that from April 1983 through February 1984 the defendants conspired to purchase and sell the securities "without paying for or intending to pay for" them.

The complaint also alleges that Mr. Erlichson arranged for the purchases and sales knowing that they were not paid for, resulting in the losses to the brokerage houses.

The brokerage houses that lost money were E.F. Hutton & Co.; Bear Stearns & Co.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Donaldson, Lufkin & Jenrette Securities Corp.; L.F. Rothschild, Unterberg, Towbin; and Nomura.

The SEC accuses ITC, Mr. Chamis, and Mr. Malfi of issuing nine checks to Nomura, totaling almost $8.6 million, that were returned due to insufficient funds.

In a related action, the commission simultaneously instituted and settled administrative proceedings against Nomura.

Without admitting or denying the violations, Nomura consented to a censure and a finding that it had violated SEC regulations in the case. ■

## Options . . .

Continued from Page 2

don, Amsterdam, and New York to conduct a virtually round-the-clock futures and options market.

A word of warning was sounded, however, by Walter Auch, chairman of the Chicago Board Options Exchange, who said much work needs to be done to educate investors — and, indeed, officials of many banks — about the attractions of the options market.

Mr. Auch said his exchange runs a full-time training school to do just that. "We think that the options business can boom if it is developed," he said. "But we think that only 10% of the American investing public is dealing in options — there's a vast untapped market out there which we need to contact."

Mr. Auch said he was also convinced that not enough was being done in the field of financial futures.

Mr. Brodsky, spelling out the progress his exchange has made in the past year, said Eurodollar options were the most successful — the Chicago Board of Trade's Eurodollar options are now the third most active options in the United States, he said.

Mr. Brody of New York's Comex also said he felt there was an ongoing market for exchange-traded options, which he said are now running at about one and a half million contracts a year, "despite periodic regulatory interference."

Joseph Stefanelli, vice president of options at the American Stock Exchange, said he thought "our place in the market has been proved." Options, he said, offer the individual investor a chance to get back into a marketplace from which he has found himself increasingly squeezed in the past few years by institutional investors.

Arnold Staloff, president of the Philadelphia Board of Trade, said options business there was up 300% over the last year. ■

## Farm . . .

Continued from Page 3

$300 million to $400 million transfer to the Omaha district, and that is being undertaken voluntarily by the members.

The 37 banks that compose the system are jointly and severally liable for all borrowing done by member institutions.

FCA deputy governor Larry Edwards said the Farm Credit System still has $9.2 billion in reserves, half of which consists of members' capital stock, and another $500 million in reserves among member banks.

Initial reaction by banking sources to the announced intentions of the Farm Credit Administration was cautious.

Any government assistance plan to bail out the troubled Farm Credit System must be broad enough to also aid the ailing commercial banking sector, which provides shorter-term agricultural credit, an Independent Bankers Association of America spokesman said.

More than half of this year's 77 failed banks so far have been agricultural banks. In addition, more than 400 agricultural banks are on the Federal Deposit Insurance Corp.'s problem bank list of more than 1,000 troubled institutions, and the proportion is rising.

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## Net Worth . . .

Continued from Page 3

agreement with the FDIC to rescue the Bowery with about $100 million of new capital. Mr. Ravitch has been trying to line up an investor group to assist him in the deal.

Williamsburgh had a net loss of $2.5 million in the second quarter, after a loss of $7.4 million in the first quarter. Its net worth certificates increased by $12.9 million.

Although Emigrant was profitable, it still added $11.9 million in certificates to its net worth.

Two other New York savings banks with more than $2 billion in assets and low net worths also had increases in net worth certificates. Dollar-Dry Dock Savings Bank had $5.9 million in new certificates, while the East River Savings Bank added $3.4 million.

Last week, depositors of East River approved the thrift's conversion to a stock form of ownership and approved the sale of all the stock and capital notes of the bank to Alvin Dworman and Great Universal Capital Corp. for $43 million.

Another large New York thrift with net worth certificates, the Greater New York Savings Bank, did not add any certificates last quarter. ■

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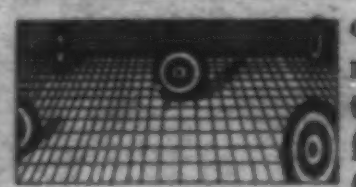

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# Survey Finds Wide Bank Interest in Mutual Funds

By ANDREW ALBERT

NEW YORK — Almost half the banks responding to a survey of the nation's 300 largest banks are offering mutual funds to their customers, and they are doing it more to enhance their full-service image than to generate immediate profits.

Those are among the key findings of the new industry survey, which for the first time measures the banking industry's keen interest in mutual funds. Alliance Capital Management Corp. conducted the survey this summer and furnished *American Banker* with its results.

Alliance, which manages a group of mutual funds that are marketed solely through banks, canvassed the top 300 U.S. commercial banks in an effort to better understand its market. Alliance is the asset management arm of Donaldson, Lufkin & Jenrette Inc., the Wall Street securities firm.

Of the 240 banks responding to the survey, 107, or 45%, said they were making some form of mutual funds available to customers. Another 77 banks, or about one-third of the group, said they were not offering mutual funds but were planning to do so.

Some 61% of the banks offering mutual funds or planning to do so said they were interested in the investment products for individual retirement account customers. More than half saw mutual funds as valuable additions to the product menus of their discount brokerage units.

Only 56 banks, or 23% of those responding, said they did not provide

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Discount Brokers

# Citibank Joins in Electronic Commodities Network

## Pact Marks Trend Among Technologically Advanced Banks To Sell Nontransactional Financial Data to Corporations

By TOM FERRIS

NEW YORK — Citibank's joint venture with McGraw-Hill Inc. is one of the most striking examples yet of a trend among high-technology banks to emphasize the sale of broad-based financial data to corporations, observers said Tuesday.

Banks that provide operating services to companies have long seen the value of supplementing transactional services with such closely related data as account balances and notification of payments. But now some large institutions are moving closer to the information business itself by selling financial information — such as foreign-exchange rates or news headlines — that is not directly connected to an underlying transaction.

One example is the Los Angeles-based Security Pacific National Bank, which recently started providing late-breaking financial news, economic reports, and interest and commodity rates to corporate cash managers.

Citibank's venture with McGraw-Hill goes several steps further, linking the initial provision of generic financial data — specifically, price quotes on oil products — to the settlement of a resulting transaction.

"This is just the tip of the iceberg," said Lawrence C. Rus-

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## Venture with McGraw-Hill for First Time Combines Information Access, Trading, and Settlement Capability

By DAVID O. TYSON

NEW YORK — Citibank and McGraw-Hill Inc. Tuesday announced a joint venture to operate what they claim is the first electronic network that combines information access, trading, and settlement capability in the commodities markets.

Called Gemco, for Global Electronic Markets Co., the new partnership takes over the 24-hour-a-day commodity information and trading service McGraw-Hill has operated for two and a half years through a wholly owned subsidiary, Electronic Markets & Information Systems (EMIS). EMIS presently enables two customers to negotiate on-line for a trade in the spot or forward contract market.

Gemco intends to bring banks onto the network directly. Building on the present service, it said it will enhance the trading capability and add the ability for customers to issue settlement instructions to their banks, arrange letters of credit, obtain bankers acceptances or other financing, transfer funds to pay for trades, arrange spot or future foreign exchange transactions, and monitor their bank balances, cash, debt, and foreign currency positions.

Though Citibank holds a 50% interest in Gemco, the system is open to all banks doing an international business. The

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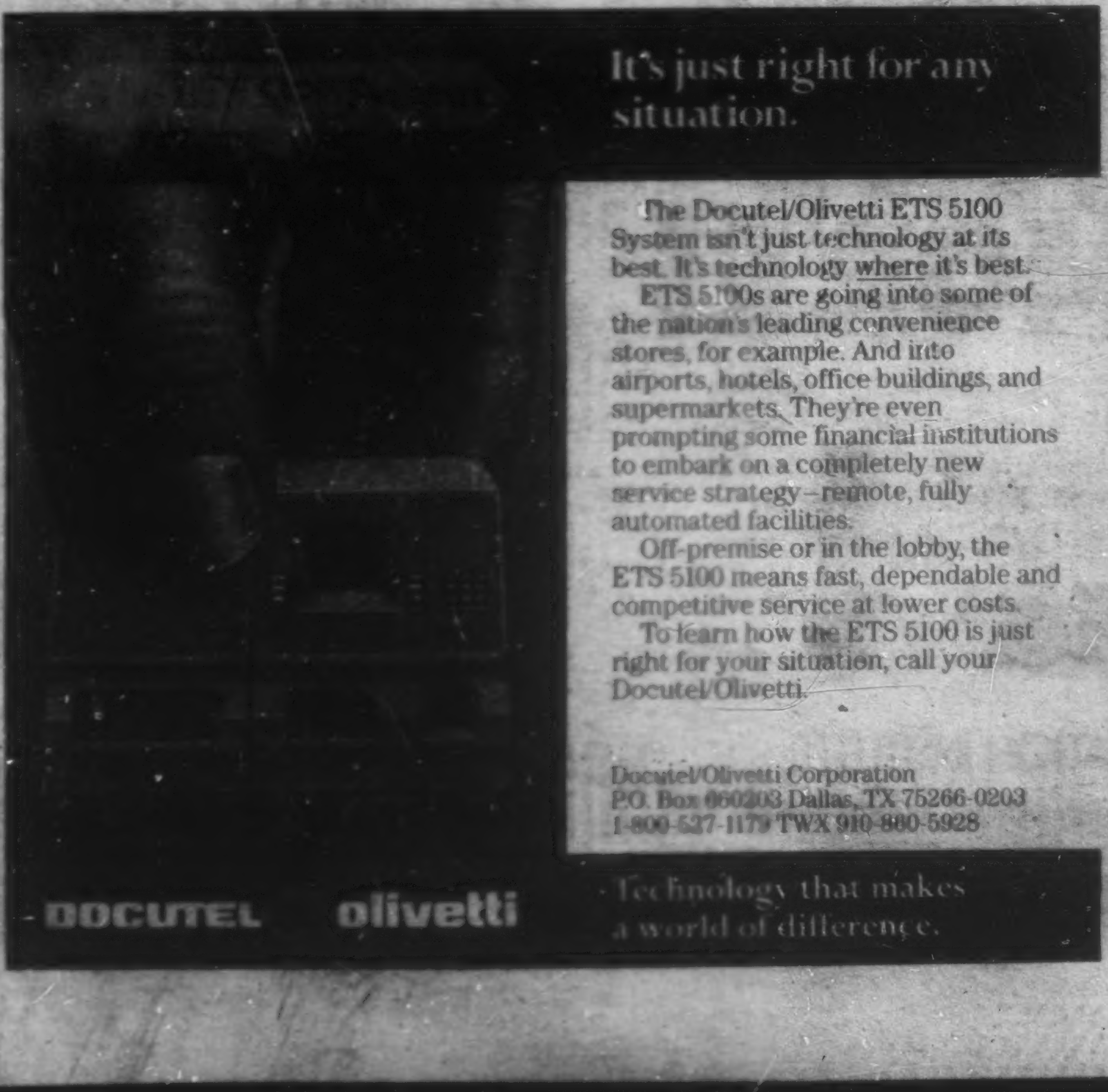

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# Banks Offer Mutual Funds to Cultivate Image, Survey Finds

Continued from Page 1

customers with mutual fund services and had no plans to start. Most of those institutions said the marketing of mutual funds was simply not among their top priorities.

### Battle Cry Is 'Full Service'

The findings quantify the banking industry's interest in developing long-term customer relationships by broadening product lines. "The battle cry in the commercial banking arena is 'full service,' which, according to the bankers we surveyed, includes making mutual funds available on a broader scale than we had anticipated," said Iris Burkat, an Alliance vice president who coordinated the survey.

Ms. Burkat is also the creator of Alliance's four "Decision Funds," which are marketed only through banks and other depository institutions. The funds, developed for the Pershing division of Donaldson, Lufkin & Jenrette, came in response to earlier research showing that banks are ideal outlets for mutual funds, which are pools of funds invested for a common purpose.

Two-thirds of the banks offering or planning to offer such investment alternatives said in the survey that mutual funds were "necessary to complete their product line." Of that group, which was permitted to cite more than one reason for offering mutual funds, 56% said that providing access to the investment pools was key to strengthening a bank's customer relationship.

"The bankers felt their clients appreciated the convenience of investing within the comfort of their own bank," Ms. Burkat said. And banks, she added, risk losing clients to other financial institutions if they do not make mutual funds available as an investment alternative. The survey showed that 46% of those offering or planning to offer mutual funds said they felt competitive pressure to do so.

Only 20% of those favoring mutual funds cited profitability as a reason for offering mutual funds. Banks generally seem more eager to establish a lasting market niche and broaden product lines than to generate short-term profits from mutual funds, according to the survey report, entitled "A Study of Banks' Plans for Mutual Funds."

### Mutual Fund Activity at Top US Banks

| | | |
|---|---|---|
| Of the banks surveyed, how many currently offer funds? | 107 | 45% |
| Of the banks surveyed, how many are not offering funds? | 133 | 55% |
| Of those not offering funds, how many plan to? | 77 | 58% |
| Of those offering funds, how many use just one investment company's funds? | 62 | 58% |
| Of those offering funds, how many use two or more companies' funds? | 45 | 42% |

### Why Banks Favor Mutual Funds

| | Number | Percent |
|---|---|---|
| Provide more full service banking | 122 | 66% |
| Strengthen bank/customer relationship | 103 | 56% |
| Response to competitive pressure | 85 | 46% |
| Profitability | 36 | 20% |
| Response to customer request | 26 | 14% |
| Attract new customers | 15 | 8% |
| Other | 2 | 1% |
| No response | 3 | 2% |

Note: Many banks cited more than one motivation

### Why Banks Avoid Mutual Funds

| | Number | Percent |
|---|---|---|
| Low priority | 58 | 44% |
| Internal bank problems | 28 | 21% |
| Competition with other products | 21 | 16% |
| Low Profitability | 20 | 15% |
| Low customer interest | 19 | 14% |
| Legal questions | 15 | 10% |
| Prohibitive bank policy | 3 | 2% |
| Other | 9 | 7% |
| No response | 1 | 1% |

Note: Some banks cited more than one motivation

Source: Based on a survey of the 300 largest U.S. banks, with 240 responding, by Alliance Capital Management Corp.

Of the 107 banks now offering mutual funds, 76% are using no-load funds, which carry no up-front sales charge. Load funds, which require investors to pay a sales commission and the cost of distributing shares, are offered by 36% of those banks. Nineteen banks said they offered both load and no-load funds.

Ms. Burkat acknowledged that banks generally forego some profit by offering no-load funds. However, banks offering no-load funds can still require transaction fees from investors and other referral fees from the investment companies that manage and distribute funds.

It is widely believed that banks have veered away from load funds because they require aggressive marketing, which may be viewed by regulators as a violation of federal law.

Until recently, Depression-era laws have kept banks and thrifts out of the mutual fund business. The Glass-Steagall Act of 1933 specifically prohibits banks from "sponsoring" or "distributing" shares of mutual funds. But the legal blockade hasn't held up well against semantic-minded lawyers, who insist their banks merely "make mutual funds available" to customers, and never sell or distribute the shares.

Of the 133 banks that are not offering mutual funds, only 10% said their decision was based on legal concerns — a number that likely would have been far higher just two years ago. More than 20% of that group said they have avoided the mutual fund business because of unspecified internal problems at their institutions. And 16% said they feared that mutual funds would compete excessively with their own accounts.

Half of the bankers surveyed said they would change — and mostly expand — their mutual fund plans if banking laws were further deregulated.

For wholesalers of mutual funds, the survey findings portend a rife market among banking institutions, assuming cyclical market changes do not diminish the attractiveness of the pooled investments. Among the wholesalers positioned to take advantage of such an outlook are Alliance; Fidelity Group of Boston; Dreyfus Corp. of New York; Shearson Lehman Brothers Inc., a unit of American Express Co.; and Federated Investors, the Pittsburgh-based subsidiary of Aetna Life & Casualty Co.

Of those offering mutual funds, 58% said they are marketing the funds of only one investment company. The remaining 42% are employing at least two investment firms; some are offering dozens.

To compile its data, Alliance conducted telephone interviews with executives in charge of investment products.

Alliance and its sister company, Donaldson, Lufkin & Jenrette, were acquired in January by the Equitable Life Assurance Society of the United States. ■

# High Rates, Fees Vex Cardholders

By RICHARD RINGER

CHICAGO — High interest rates and high fees on credit cards are the primary concerns of consumers using credit cards, according to a new national survey.

Yet despite these concerns, the survey found that consumers are using their credit cards more often, and more than half of the consumers maintain a monthly carry-over balance of $250 or more.

The survey was conducted in June and July by the Bankcard Holders of America, a private, nonprofit consumers organization founded in 1980. The group's 150,000 members were mailed a survey and asked to respond to 12 questions; more than 3,500 members replied. All of those who responded have a bank-issued Visa or MasterCard, or both.

The survey was the first of its kind done by the group, making it difficult to spot trends and changes in consumer attitudes. But Marla Kaplan, associate director of the group, said the survey showed that, contrary to the arguments of banks issuing credit cards, consumers are concerned about interest rate charges and service fees.

Of those consumers responding to the survey, 39% said that high interest rates charged on credit card purchases is the most important issue facing consumers buying on credit. Another 24% cited the annual fees for credit cards as the most important issue, while 21% cited surcharges on credit card purchases.

In all, 66% of the respondents said that they would switch to another card if it offered a lower interest rate. Nearly two-thirds of the consumers, 62%, said that they pay interest rates of 18% to 20% on outstanding credit card purchases. Another 13% said they pay interest rates of 20% to 21%; 4% pay over 21%. Somewhat surprising to even Ms. Kaplan was that 11% of the consumers said they don't know what interest rate they pay on outstanding credit card balances.

A substantial majority of the survey respondents said they believed that banks should not charge annual fees for their credit cards. In all, 73% of the consumers said that banks were not justified in charging the annual fee; 15% said banks were justified; and 12% said they didn't know.

But the interest rates and fees consumers pay aren't stopping them from making purchases with credit cards. The survey found that 80% of the consumers have used their credit cards as often or more often during the last year.

And after buying on credit, consumers aren't immediately paying for the purchases charged to their accounts. The survey showed that 68% of the consumers regularly carry over monthly balances on their accounts. Of that total, 38% said they maintain a monthly average balance of over $500; 15% said their monthly carry-over was $250 to $500; 8% had a monthly carry-over of $100 to $250; 8% had under $100; and 31% had no monthly carry-over balance.

### Other Findings

Some of the other findings were:

- 47% of the consumers said they would like a "universal" plastic card that would serve as a credit and debit card.
- 93% of the respondents said they had not been a victim of credit card fraud during the past year.
- Of those who were fraud victims, 37% said that their credit card number had been used, while 27% said that their card had been stolen.

Bankcard Holders of America, meanwhile, is scouting the country for banks and savings and loans offering lower interest rates on card purchases, and no or low annual fees and service charges. The group hopes to get those financial institutions to participate in a venture of providing their card to members of Bankcard Holders of America.

Ms. Kaplan, the group's associate director, said test programs got started in the last month with a St. Louis bank and a San Diego savings and loan. ■

# Vermont Bankers Group Names Hayward Exec VP

MONTPELIER, Vt. — Timothy Y. Hayward has been appointed executive vice president of the Vermont Bankers Association, effective Sept. 30.

Mr. Hayward was an executive assistant to Vermont Gov. Richard Snelling from 1978 until January 1985. He was responsible for a wide variety of governmental affairs.

In 1976, Mr. Hayward was elected as a representative and served one term in the Vermont House. Prior to being a state representative, he was an aide to U.S. Rep. James Jeffords in 1974, managing his first successful campaign for the U.S. House of Representatives and his district office in Montpelier in 1975 and 1976. ■

# Arizona Bank's O'Connor Joins Thunderbird Bank

PHOENIX — William J. O'Connor has joined Thunderbird Bank as executive vice president/lending division. He will be responsible for the supervision and administration of the bank's entire lending portfolio.

Prior to joining Thunderbird this month, Mr. O'Connor was a senior vice president with the Arizona Bank. ■

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# American Banker

The Daily Financial S

VOL. CI. NO. 182 Wednesday, September 18, 1985 150th Year

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## TODAY

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**HUMAN PROBLEMS:** Alcohol, drug abuse, and AIDS were discussed at sessions of the recent human resources conference of the American Bankers Association... 1

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# Citizens & Southern of Georgia to Buy C&S in South Carolina for $400 Million

By BART FRAUST

NEW YORK — Citizens and Southern Georgia Corp. said on Tuesday it has agreed to acquire the Citizens and Southern Corp. of Charleston, S.C., for about $400 million in cash.

Interstate Banking

Despite their similar names, the companies are not currently affiliated. They once were linked by family ties.

The proposed acquisition is the second interstate deal for the $12 billion-asset Citizens and Southern Georgia. The company this month completed the acquisition of Landmark Banking Corp. of Florida in Fort Lauderdale.

Citizens and Southern of South Carolina, which has $2.3 billion in assets, is the second banking company from that state to acccept an interstate takeover offer. In July, NCNB Corp. of Charlotte, N.C., agreed to acquire the $1.9 billion-asset Bankers Trust of South Carolina in Columbia.

Effective July 1, the acquisition of South Carolina banks by banks from a band of southeastern states will be permitted. A similar law in Georgia is already in operation.

The acquisition is the latest regional deal announced since the June 10 decision by the U.S. Supreme Court affirming the constitutionality of these arrangements.

Under terms of the Citizens and Southern agreement, each share of the South Carolina bank holding company will be exchanged for $55 in cash. The

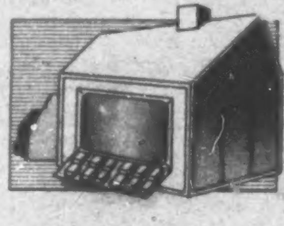
→ Citizens: Page 30

# CompuServe On the Rise

## Subscribers Top 235,000

By DAVID O. TYSON

COLUMBUS, Ohio — CompuServe announced Tuesday that subscribers to its consumer information service now exceed 235,000, and that it is signing up 10,000 a month.



Home Banking

But Charles McCall, CompuServe's president and chief executive officer, said half its revenues still come from wholesale services to banks and other commercial

→ CompuServe: Page 30

# Coming to Grips with Alcohol and Drug Abuse – and AIDS

## Most Banks Reluctant to Test Employees for Drug Use

By MARYN McKENNA

WASHINGTON — American industry loses $15 billion in productivity yearly from alcohol and drug abuse by employees, according to a recent federal study.

But in a show of hands at a recent American Bankers Association conference on human resources here, a majority of bank human resource professionals opposed chemically testing employees for drug use.

"We don't do it, and we don't plan to do it," said Judith A. Norton, vice president of Manufacturers Hanover Trust Co. in New York. "It's an invasion of privacy, plus I don't think we have gotten any sense that the tests work. The doctors are split on whether they're reliable."

"Banks are using polygraphs or honesty tests for drug use, but no one I know of has gone into chemical testing," said Veronica Biggins, senior vice president of the Citizens and Southern National Bank in Atlanta. "I'm not sure banks recognize drugs as a problem of that magnitude," she said at the banking conference on human resources.

→ Drugs: Page 25

## California Banks Taking First Steps to Cope with AIDS

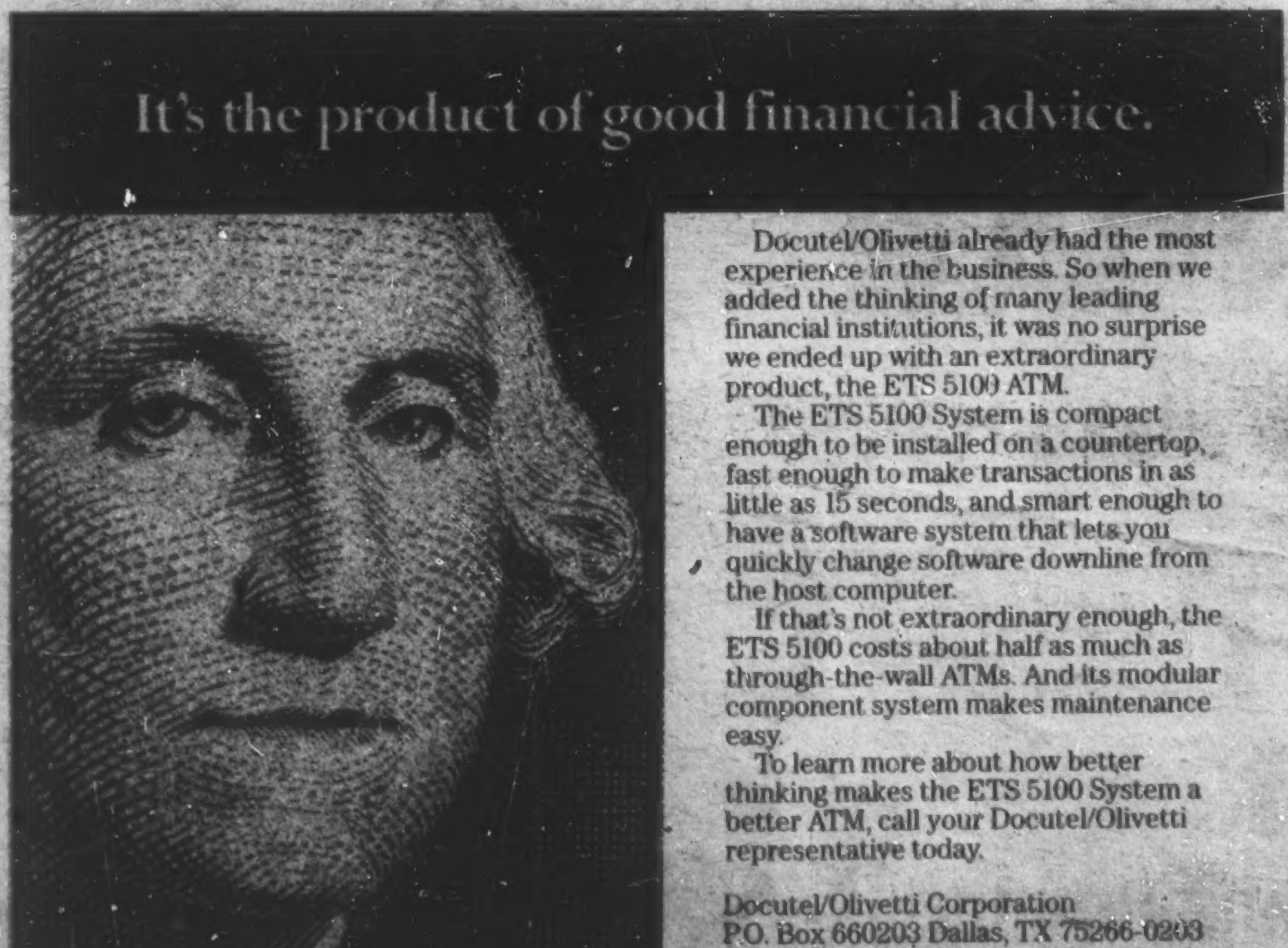
WASHINGTON — In the past year, at least four employees in two San Francisco banks have died of AIDS — acquired immune deficiency syndrome. Banks in California are beginning to grapple with educating victims and their coworkers about real and imaginary dangers.

According to Cathie A. Shattuck, a partner with the Los Angeles labor law firm of Epstein, Becker, Bosody & Green, AIDS has become an issue much faster than most human resources professionals are prepared to deal with it. The disease has spread rapidly in California and New York. On Aug. 14, Los Angeles passed a ruling that outlaws discrimination against employees who have contracted AIDS.

Because so little is known about AIDS — and because the disease has primarily been limited to gay men and intravenous drug users — a stigma is still attached to it.

"AIDS is becoming a problem in a big way in California banks," Ms. Shattuck said at the recent American Bankers Association conference on human resources in Washington, D.C. "They are dealing with it very conservatively. Employees have been allowed to return to work if they can show a

→ AIDS: Page 26



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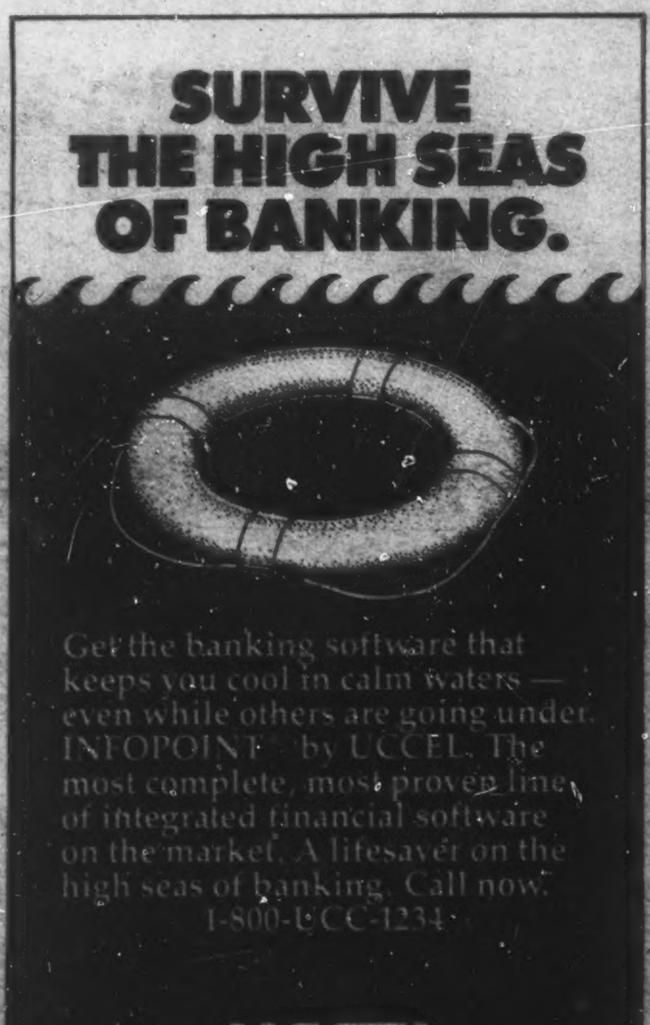

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# Full Results of Survey on Cash Management Profitability

By TOM FERRIS

Which cash management products are most profitable? How closely do banks track earnings — or losses — from individual operating services? What marketing strategies do the Top 100 banks have for noncredit products?

The *American Banker* sought answers to those questions in its first survey on the profitability of operating services. The key findings were published in a special cash management edition on Sept. 5. Today the *American Banker* presents the full results.

The survey was mailed in July to the 100 largest banks with cash management departments. Bank size was based on the level of deposits.

The two-page questionnaire was returned by 64 banks, including 15 in the top 25. Six of the 10 largest institutions participated. Respondents were required to identify themselves, but were told that only aggregate figures would be published.

Participants were instructed to include the value of bank-retained float and compensating balances in determining the profitability of services.

In some cases where more than one answer was given to a question, the response was weighted proportionately so that the reply of each bank counted equally. Percentages were rounded off.

Here are the results, listed in three categories: overall, top 25 banks, and banks ranked 26 to 100 in size.

1. To which function does your cash management department report within your bank?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Lending | 58 | 53 | 60 |
| Operations | 13 | 20 | 11 |
| Other | 29 | 27 | 30 |
| **Sample:** | 62 | 15 | 47 |

2. For accounting and reporting purposes, how is your cash management department regarded within the bank?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Cost center | 53 | 60 | 51 |
| Profit center | 16 | 13 | 16 |
| "Shadow" profit center | 31 | 27 | 33 |
| **Sample:** | 64 | 15 | 49 |

3. Over the past year, have expenditures for cash management sales and marketing at your bank:

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Increased more than 10% | 60 | 50 | 63 |
| Increased 1% to 10% | 31 | 43 | 27 |
| Remained the same | 6 | 0 | 8 |
| Decreased 1% to 10% | 0 | 0 | 0 |
| Decreased more than 10% | 2 | 7 | 0 |
| Don't know | 2 | 0 | 2 |
| **Sample:** | 62 | 14 | 48 |

4. Over the past year, have expenditures for cash management product development at your bank:

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Increased more than 10% | 59 | 67 | 57 |
| Increased 1% to 10% | 22 | 33 | 18 |
| Remained the same | 14 | 0 | 18 |
| Decreased 1% to 10% | 2 | 0 | 2 |
| Decreased more than 10% | 0 | 0 | 0 |
| Don't know | 3 | 0 | 4 |
| **Sample:** | 64 | 15 | 49 |

5. Overall, are the cash management services that your bank offers directly profitable (including value of bank-retained float and compensating balances)?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Yes | 91 | 100 | 88 |
| No | 0 | 0 | 0 |
| Don't know | 9 | 0 | 12 |
| **Sample:** | 64 | 15 | 49 |

6. Does your bank's accounting system track the profitability of individual cash management services?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Yes | 58 | 93 | 47 |
| No | 42 | 7 | 53 |
| **Sample:** | 64 | 15 | 49 |

7. Which cash management service will your bank spend the most money on marketing in the next 12 months?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Lockbox | 31 | 18 | 36 |
| Treasury workstation | 30 | 42 | 26 |
| ACH | 17 | 17 | 17 |
| Balance reporting | 12 | 14 | 11 |
| Other | 10 | 9 | 10 |
| **Sample:** | 52 | 12 | 40 |

8. Which cash management service had the highest gross profit margin at your bank in the last year?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Controlled disbursement | 29 | 23 | 32 |
| Wire transfer | 18 | 8 | 23 |
| Lockbox | 11 | 8 | 13 |
| Balance reporting | 11 | 12 | 10 |
| Account reconciliation | 11 | 19 | 7 |
| Corporate checking | 8 | 15 | 5 |
| Zero-balance account | 8 | 8 | 8 |
| Other | 4 | 8 | 2 |
| **Sample:** | 42 | 13 | 29 |

9. Which service generated the highest net profit in 1984?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| Wire transfer | 27 | 8 | 34 |
| Controlled disbursement | 26 | 13 | 32 |
| Account reconciliation | 19 | 37 | 11 |
| Balance reporting | 10 | 17 | 7 |
| Lockbox | 8 | 17 | 4 |
| Corporate checking | 7 | 8 | 7 |
| Other | 3 | 0 | 4 |
| **Sample:** | 41 | 12 | 29 |

10. What is the primary reason why your bank offers ACH applications?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| For profit potential | 37 | 26 | 40 |
| To develop other business | 35 | 44 | 32 |
| To enhance bank's image | 13 | 10 | 14 |
| Competition offers it | 5 | 0 | 7 |
| Other | 11 | 20 | 7 |
| **Sample:** | 63 | 15 | 48 |

11. What is the primary reason why your bank offers consulting?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| To develop other business | 54 | 39 | 58 |
| To enhance bank's image | 34 | 50 | 29 |
| For profit potential | 9 | 11 | 8 |
| Other | 3 | 0 | 5 |
| **Sample:** | 37 | 9 | 28 |

12. What is the primary reason why your bank offers treasury workstations?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| To enhance bank's image | 38 | 18 | 45 |
| For profit potential | 24 | 50 | 14 |

➡ Survey: Page 22

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## On-Line Services

**TOP 300 IN VIDEO BANKING:** Thirty of the top 300 banks in the country say they are involved in video banking, and another 31 plan to get into it.

The numbers come from the responses to questions on the form that the statistics department of the *American Banker* sent to the largest banks in its midyear survey of the top 300 (Aug. 23, page 1).

Of the top 300 banks, 266 responded to the question. Of the 30 that said they are in video banking, 12 are in full operation, 15 have pilot tests, and three did not answer.

Among the 236 banks that are not in video banking, 31 said they plan to get into it, 171 do not plan it, and 64 did not respond.

**TELESCAN PRICE CHANGES:** Telescan Inc. has slashed from $395 to $49.95 the entry fee for its stock analysis software but raised connect charges from $10 to $30 an hour in prime time and $5 to $15 an hour in nonprime time.

The firm, located at 11011 Richmond Ave., Suite 600, Houston, Tex. 77042 (telephone: 713-952-1060), provides technical and fundamental analysis from a data base of 12 years of historical price and volume history of all New York Stock Exchange and American Stock Exchange issues and most NASDAQ issues. It displays the data in graph form in seconds.

In its announcement of price changes, Telescan said it is negotiating with two major securities firms and a major discount broker to supply the Telescan Analyzer to their brokers and clients.

The system requires an IBM PC, AT, XT, jr., or 100% compatible machines. They must have double-sided disk drives, 256K of memory, the IBM Color Graphics Adapter Board or Hercule Monochrome Graphics board, 1,200 baud Hayes Smartmodem or compatible, and the MS-DOS 2.1 operating system or higher.

Derek Hoggett, Telescan president, said in the announcement that two factors influenced the price changes.

"Significant cost reductions, due to computer hardware advances and an increased subscriber base, enable us to offer an inexpensive sophisticated program to the untapped but enormous individual investor market," he said.

"Up to now, software has been too complicated and too expensive for the home market."

**INVESTEXT ON DOW JONES:** The Investext data base of investment research now is accessible to users of the Dow Jones News/Retrieval service.

Business Research Corp., Boston, operates Investext, an on-line service supplying the full text of research reports on more than 3,000 companies written by analysts at more than 30 brokerage houses and other institutions.

The service is accessible directly by Tymnet or Uninet, or by gateway from four other on-line systems besides Dow Jones. They are SI/BRC, Dialog, NewsNet, and The Source.

Through Dow Jones News/Retrieval, connect charges at 1,200 baud are $2.40 a minute in prime time from 6 a.m. to 6 p.m. eastern time on business days and $1.60 a minute in nonprime time from 6:01 p.m. to 4 a.m. At 300 baud, charges are halved. Volume discounts are available.

**UNIFIED FUNDS AND ACH:** Unified Management Corp., Indianapolis, whose Unisave customers can enter brokerage orders on line, has made automated clearing house transfers available for all its mutual funds, whether bond, equity, or money market. Previously, only holders in Liquid Green Trust and Liquid Green Tax-Free Trust, its two money funds, could order purchases and redemptions, with cash transfers into and out of accounts at their own banks.

**STRATEGIC PLANNING PROGRAM:** A Knoxville data base of financial and demographic information on 40,000 federally insured institutions and a set of analysis programs has gone on line under the name FASTT for Financial Analytical Systems Through Technology.

The vendor is Ralph E. Newman Jr. & Associates, Suite 1400, 531 South Gay St., Knoxville, Tenn. 37902. It says FASTT runs on a standard terminal or personal computer.

— David O. Tyson

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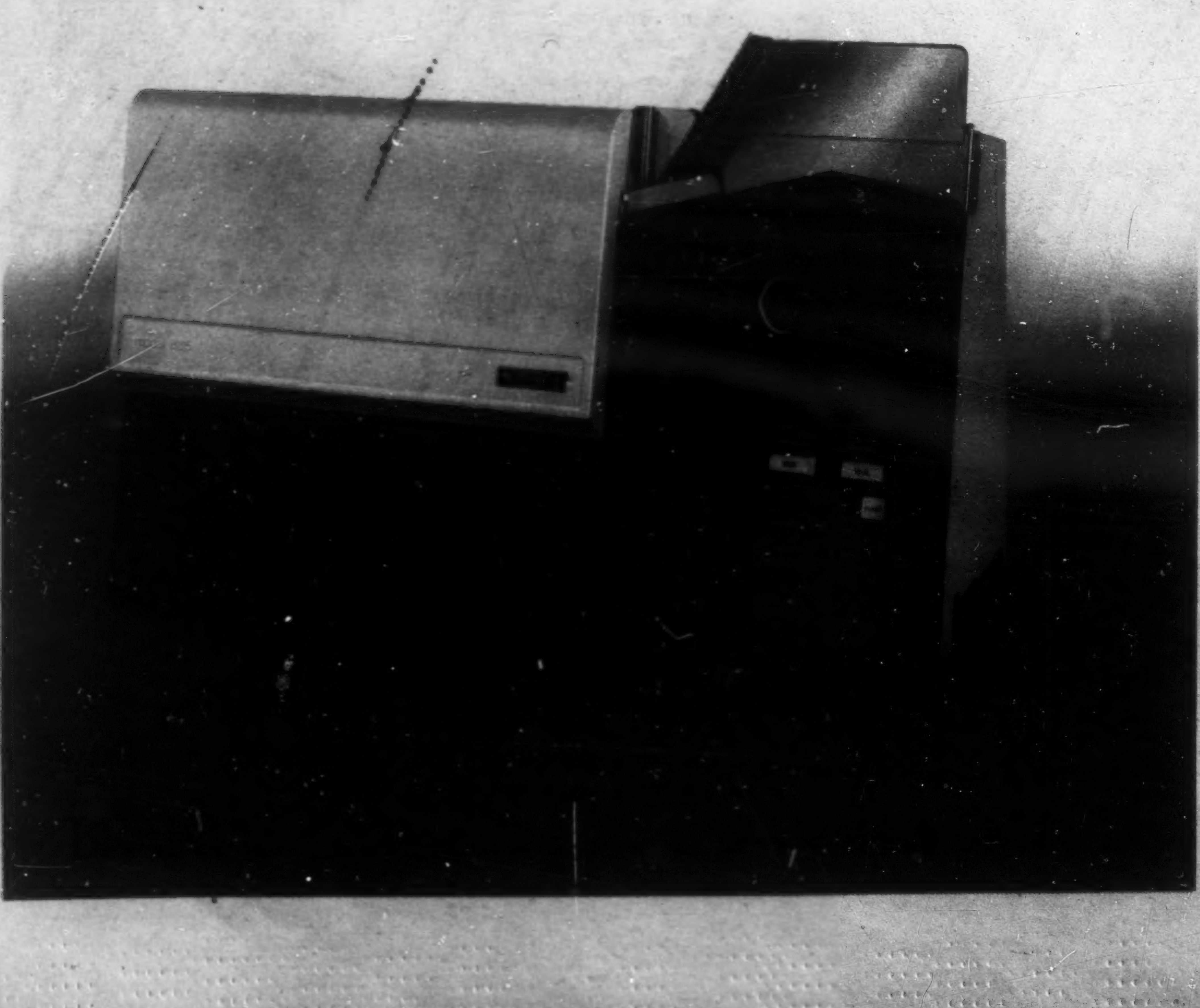

## Survey . . .

Continued from Page 20

| | | | |
|---|---|---|---|
| To develop other business | 25 | 32 | 23 |
| Competition offers it | 10 | 0 | 13 |
| Other | 3 | 0 | 4 |
| Sample: | 41 | 11 | 30 |

13. What is the primary reason why your bank offers wholesale lockbox?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| For profit potential | 51 | 49 | 51 |
| To develop other business | 41 | 41 | 41 |
| Other | 8 | 10 | 7 |
| Sample: | 63 | 15 | 48 |

14. What is the primary reason why your bank offers controlled disbursement?

| | Overall (%) | Top 25 (%) | 26-100 (%) |
|---|---|---|---|
| For profit potential | 64 | 64 | 64 |
| To develop other business | 23 | 19 | 24 |
| Other | 13 | 17 | 12 |
| Sample: | 60 | 15 | 45 |

## Indiana Merger Seminar Will Be Held in 3 Cities

NEW YORK — A seminar on the new merger and acquisition environment in Indiana will be held this month in three Indiana cities.

Indiana recently changed its banking statutes to permit bank holding companies to expand outside of their home counties for the first time and to allow interstate banking on a regional basis.

The seminar, which is sponsored by the accounting firm of Deloitte Haskins & Sells, will be held Sept. 24 in Indianapolis, Sept. 25 in South Bend, and Sept. 26 in Evansville. ■

COMMENTS/RANDOM THOUGHTS
by Sanford Rose
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C0175-1A

# American Banker

The Daily Financial Se

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TODAY

PEOPLE

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**HOLDING COMPANY SURVEY:** Interstate mergers have altered considerably the lineup of the top 50 bank holding companies, according to a survey by the *American Banker*... 1

**SEIDMAN SIDETRACKED:** Questions about a 1973 fraud involving a company for which L. William Seidman's accounting firm was auditor have snagged the confirmation hearings of Mr. Seidman as head of the Federal Deposit Insurance Corp... 2

**INTERNATIONAL BRIEFING:** Taiwan's 32 foreign-owned banks are tightening credit lines after a dramatic rise in problem loans... 2

**VIDEO PROBLEM:** The Shawmut Bank of Boston has found branch training is one of the toughest problems in implementing its video banking service... 2

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COMMENTS

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**Quote**

***It's true we've got a lot of customers. But we don't have the same advantage as Sears Roebuck, where people browse. When people start browsing in a bank, they look very suspicious.***

William F. Evenson, president of Bank of Virginia Insurance Agency. [1]

**Unquote**

# Banks and Insurance: Costlier than It Looks

By LYNN BRENNER

NEW YORK — It's easy to see why so many bankers and insurers are seized with the idea of teaming up to market insurance to bank customers. Insurers need a lower-cost distribution system as much as banks need substantial fee income.

On paper, selling insurance to bank customers answers both needs. But in fact, merely putting a bank and an insurance agency or company together doesn't create an efficient, cost-effective mechanism for insurance distribution.

Judging by real-life experience to date, just breaking even — whether in a joint venture or with an insurance subsidiary — takes much more time, money, and hard work than most strategic planners in either industry anticipate.

Most such experiments don't break even until 18 months to three years after inception, according to bankers and insurance executives speaking at a recent seminar sponsored by the Risk Planning Group, a division of Tillinghast Nelson & Warren Inc., a consulting and actuarial firm.

During that time, they rack up big bills. In its first year, for instance, Bank of America's venture with the Capital Holding Corp. has cost "millions of dollars," said Edward J. Blackburn, an executive officer with the Bank of America insurance group. The venture has yet to break even.

Hawkeye Insurance Services Inc., a subsidiary of the Iowa-based Hawkeye Bancorp. and another pioneer in the field, expects to make its first, modest profit in three years in 1985, according to its president, Terrence J. Montgomery. Last year, the insurance operation lost about $1.2 million and wrote off $350,000 in bad debt.

"Last year, we were borrowing $1 million a month to pay

➼ Insurance: Page 31

# Mergers Rejigger Lineup of the Biggest Banking Firms

## Primary Capital Growth Meanwhile Pushes Up Capital-to-Assets Ratios At Largest Bank Holding Companies

By L. MICHAEL CACACE

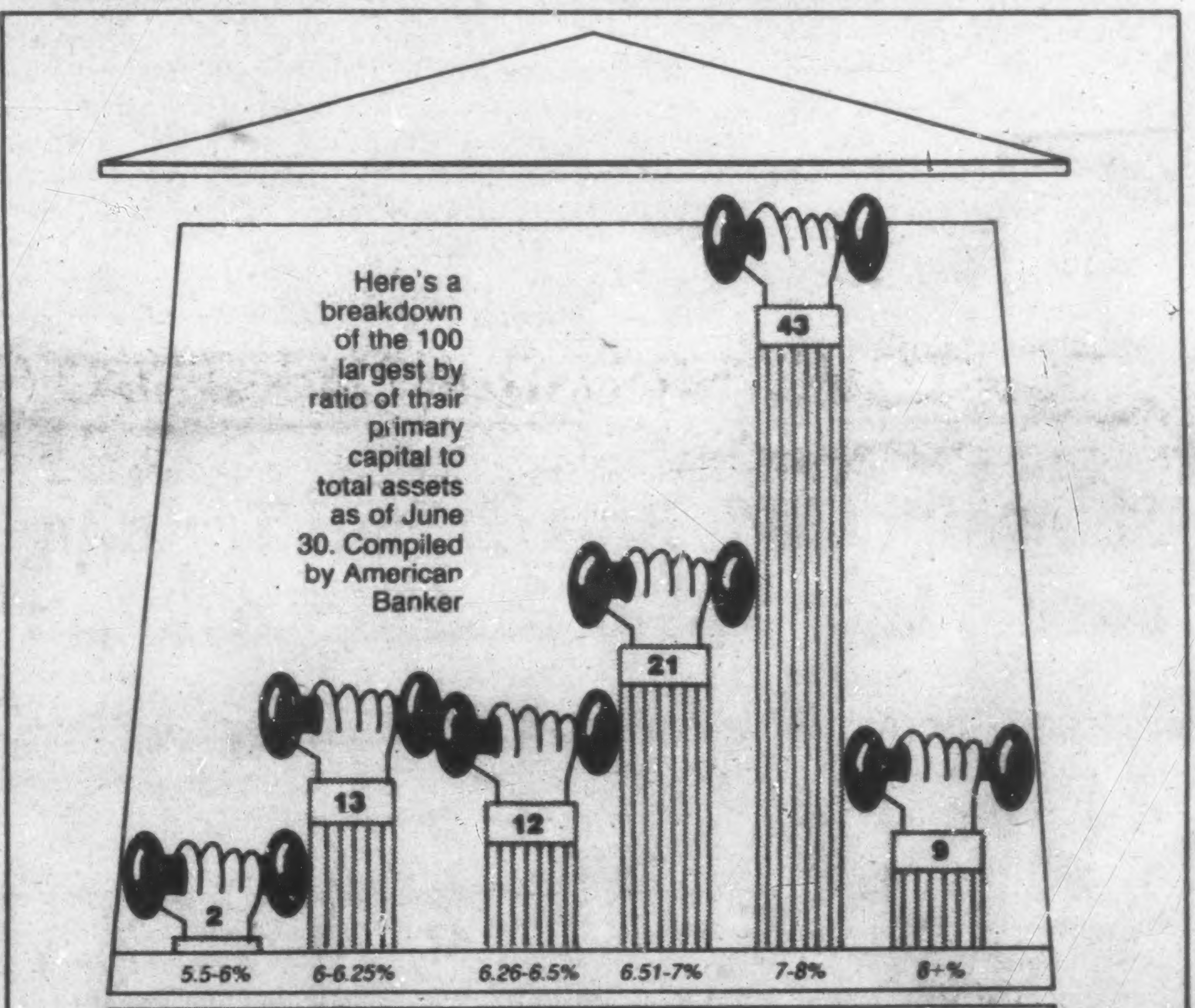
NEW YORK — Interstate mergers, which have accelerated in the last year, have altered considerably the lineup of the top 50 bank holding companies, a new listing published by the *American Banker* today shows.

Other *American Banker* data show that growth in primary capital continues to outpace the growth in assets at the large banking companies, pushing up the primary capital-to-assets ratios of these firms.

For the first time, two regionals have entered the ranks of the bank holding companies with assets of more than $14 billion. And another interstate deal helped boost the ranking of one of the nation's top banking firms. These companies are: SunTrust Banks Inc. of Atlanta, the Bank of New England Corp. of Boston, and the Bank of Boston Corp.

- SunTrust Banks is a new company, formed when SunBanks Inc. of Orlando, Fla. — a $9.4 billion-asset company that ranked 37th in assets on Dec. 31, 1984 — merged with the Atlanta-based Trust Company of Georgia — a $6.2 billion-asset company that ranked 62nd at yearend. SunTrust began operations on July 1, but based on pro forma data, the company ranked 27th in assets with $16.3 billion on June 30; 24th in primary capital with $1.3 billion at midyear; and 12th in first-half earnings with $89.8 million. In addition, its primary capital-to-assets ratio of 8.04% was ninth best among the top 100 firms.
- The Bank of New England Corp. acquired the CBT Corp. of Hartford, Conn., on June 14. As a result of this merger, Bank of New England joined the ranks of the nation's top 30 banking companies. It ranked 30th at midyear, with assets of $14.2 billion. On Dec. 31, 1984, Bank of New England ranked 58th in assets, with $6.75 billion, and CBT was 55th with $6.86 billion in assets.
- The Bank of Boston Corp. also acquired a Connecticut banking firm, the $1.2 billion-asset Colonial Bancorp. of Waterbury, on June 20. This acquisition helped the Bank of Boston move up one notch in the rankings to 15th

➼ Midyear Rankings: Page 28



Capital Strength of Top 100 Banking Firms in Assets

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Nashville, Tennessee

# Top 100 Bank Holding Companies

## In Order of Total Assets on June 30, 1985, Compared with Dec. 31, 1984

(Dollar Amounts in Millions) Copyright **American Banker** 1985

| Asset Rank | | | Total Assets | | Total Deposits | | June 30, 1985 | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 6/30/85 | 12/31/84 | | 6/30/85 | 12/31/84 | 6/30/85 | 12/31/84 | Domestic Banks Controlled | Domestic Bank Branches | Primary Capital 6/30/85 | Total Capital 6/30/85 | Ratio of Prim. Cap.: Tot. Assets | Net Income First Half 1985 |
| 1 | 1 | Citicorp, New York | 159,580 | 150,586 | 97,082 | 90,349 | 7 | 340 | 9,733.0 | 13,165.0 | 6.10 | 528.0 |
| 2 | 2 | BankAmerica Corp., San Francisco | 120,553 | 117,680 | 95,466 | 94,048 | 2 | 1,103 | 7,475.0 | 8,868.0 | 6.20 | (224.0) |
| 3 | 3 | Chase Manhattan Corp., New York | 86,329 | 86,883 | 59,786 | 59,680 | 3 | 327 | 5,783.0 | 7,629.0 | 6.70 | 264.7 |
| 4 | 4 | Manufacturers Hanover Corp., New York | 75,948 | 75,714 | 45,363 | 44,206 | 3 | 209 | 4,648.1 | 7,639.6 | 6.12 | 198.7 |
| 5 | 5 | J.P. Morgan & Co., Inc., New York | 63,831 | 64,126 | 38,573 | 38,760 | 2 | 5 | 4,918.0 | 5,470.0(a) | 7.70 | 322.0 |
| 6 | 6 | Chemical New York Corp. | 57,327 | 52,236 | 35,355 | 33,698 | 3 | 270 | 3,764.0 | 4,504.4 | 6.57 | 197.0 |
| 7 | 7 | Security Pacific Corp., Los Angeles | 47,874 | 46,117 | 31,222 | 31,006 | 1 | 643 | 3,089.0 | 3,444.0 | 6.45 | 152.7 |
| 8 | 8 | First Interstate Bancorp., Los Angeles | 46,784 | 45,544 | 33,928 | 33,604 | 22 | 952 | 2,905.0 | 3,900.0 | 6.21 | 148.2 |
| 9 | 9 | Bankers Trust New York Corp. | 43,927 | 45,208 | 23,921 | 25,559 | 1 | 6 | 3,053.0 | 3,596.0 | 6.95 | 179.8 |
| 10 | 10 | First Chicago Corp. (b) | 39,922 | 39,846 | 28,225 | 28,592 | 5 | 0 | 2,520.0 | N.A. | 6.31 | 48.4 |
| 11 | 11 | Mellon Bank Corp., Pittsburgh | 30,529 | 30,603 | 18,715 | 18,997 | 5 | 307 | 2,151.0 | 2,585.8 | 7.05 | 109.7 |
| 12 | 13 | Wells Fargo & Co., San Francisco | 29,212 | 28,184 | 19,454 | 20,201 | 1 | 314 | 2,022.0 | 3,665.1 | 6.92 | 92.4 |
| 13 | 12 | Continental Illinois Corp., Chicago | 29,178 | 30,413 | 16,387 | 15,056 | 3 | 0 | 2,212.0 | 2,896.0 | 7.58 | 76.6 |
| 14 | 14 | First Bank System, Inc., Minneapolis | 24,421 | 22,438 | 15,484 | 14,782 | 78 | 148 | 1,530.2 | 1,798.1 | 6.27 | 79.0 |
| 15 | 16 | Bank of Boston Corp. (c) | 24,286 | 22,079 | 16,490 | 15,258 | 8 | 245 | 1,678.8 | 2,004.8 | 6.91 | 83.5 |
| 16 | 17 | Marine Midland Banks, Inc., Buffalo, N.Y. | 22,419 | 22,056 | 15,302 | 15,691 | 2 | 297 | 1,601.5 | 1,968.9 | 7.14 | 54.4 |
| 17 | 15 | Crocker National Corp., San Francisco | 22,161 | 22,322 | 16,150 | 18,015 | 1 | 325 | 1,436.1 | 1,588.3 | 6.50 | 18.2 |
| 18 | 19 | RepublicBank Corp., Dallas | 22,130 | 21,595 | 15,536 | 15,600 | 38 | 0 | 1,385.8 | 1,827.8 | 6.26 | 70.9 |
| 19 | 23 | Irving Bank Corp., New York | 22,105 | 18,982 | 12,864 | 13,447 | 14 | 138 | 1,329.7 | 1,696.4 | 6.02 | 58.7 |
| 20 | 18 | InterFirst Corp., Dallas | 21,846 | 21,617 | 17,329 | 17,211 | 68 | 0 | 1,449.0 | 1,776.0 | 6.63 | 31.2 |
| 21 | 22 | MCorp, Dallas | 21,017 | 20,697 | 16,052 | 16,585 | 63 | 0 | 1,305.0 | 1,584.0 | 6.21 | 71.1 |
| 22 | 20 | Norwest Corp., Minneapolis | 19,661 | 21,346 | 13,802 | 14,615 | 81 | 227 | 1,477.0 | 2,294.0 | 7.51 | 58.6 |
| 23 | 21 | Texas Commerce Bancshares, Inc., Houston | 19,579 | 20,732 | 14,074 | 14,481 | 69 | 0 | 1,391.0 | 1,571.0 | 7.10 | 60.3 |
| 24 | 25 | NCNB Corp., Charlotte, N.C. | 16,900 | 15,679 | 11,701 | 11,311 | 2 | 472 | 1,072.1 | 1,294.5 | 6.34 | 71.0 |
| 25 | 27 | PNC Financial Corp, Pittsburgh (d) | 16,701 | 14,870 | 10,649 | 8,976 | 4 | 243 | 1,312.4 | N.A. | 7.86 | 89.0 |
| 26 | 24 | First City Bancorporation of Texas, Inc., Houston | 16,671 | 17,319 | 12,669 | 13,033 | 63 | 0 | 1,284.9 | 1,432.7 | 7.71 | 21.3 |
| 27 | .. | SunTrust Banks, Inc., Atlanta (e) | 16,292 | ... | 13,251 | ... | 45 | 363 | 1,309.6 | 1,378.7 | 8.04 | 89.8 |
| 28 | 28 | NBD Bancorp., Inc., Detroit | 16,132 | 14,232 | 11,757 | 10,087 | 21 | 233 | 1,146.7 | 1,331.4 | 7.11 | 56.1 |
| 29 | 26 | Bank of New York Co., Inc. | 15,531 | 15,757 | 10,655 | 10,528 | 2 | 146 | 1,099.7 | 1,099.7 | 7.08 | 64.0 |
| 30 | 58 | Bank of New England Corp., Boston (f) | 14,178 | 6,756 | 10,669 | 5,437 | 9 | 255 | 914.5 | 986.4 | 6.45 | 54.1 |
| 31 | 29 | Barnett Banks of Florida, Inc., Jacksonville | 13,190 | 12,501 | 11,680 | 10,966 | 30 | 345 | 979.2 | 1,052.8 | 7.42 | 60.1 |
| 32 | 30 | Republic New York Corp. | 12,741 | 12,382 | 8,957 | 8,237 | 1 | 30 | 934.7 | 958.7 | 7.34 | 59.3 |
| 33 | 31 | National City Corp., Cleveland | 11,804 | 12,373 | 9,062 | 9,238 | 11 | 301 | 871.0 | 956.5 | 7.38 | 49.3 |
| 34 | 32 | First Fidelity Bancorporation, Newark, N.J. (g) | 10,569 | 10,680 | 8,145 | 8,712 | 5 | 238 | 752.5 | 824.7 | 7.12 | 44.7 |
| 35 | 33 | Southeast Banking Corp., Miami | 10,204 | 9,869 | 7,695 | 7,641 | 5 | 165 | 666.5 | 779.9 | 6.53 | 26.9 |
| 36 | 36 | Allied Bancshares, Inc., Houston | 9,957 | 9,630 | 7,975 | 7,396 | 51 | 0 | 703.4 | 703.4 | 7.06 | 61.9 |
| 37 | 35 | Comerica, Inc., Detroit | 9,792 | 9,631 | 8,068 | 7,621 | 18 | [illegible] | 639.0 | 685.4 | 6.53 | 31.1 |
| 38 | 38 | Banc One Corp., Columbus, Ohio | 9,612 | 9,106 | 7,650 | 7,407 | 22 | 329 | 811.2 | 929.0 | 8.44 | 60.4 |
| 39 | 53 | Midlantic Banks, Inc., Edison, N.J. (h) | 9,522 | 7,177 | 7,526 | 5,755 | [illegible] | 205 | 649.4 | 849.2 | 6.82 | 39.3 |
| 40 | 34 | CoreStates Financial Corp., Philadelphia | 9,398 | 9,848 | 6,493 | 7,070 | 3 | 131 | 861.0 | 1,063.0 | 9.16 | 131.7(i) |
| 41 | 40 | Valley National Corp., Phoenix, Ariz. | 9,324 | 8,777 | 7,554 | 7,388 | 1 | 239 | 576.7 | 676.7 | 6.19 | 37.1 |
| 42 | 41 | Natwest Holdings Inc., New York (j) | 9,322 | 8,727 | 6,994 | 7,019 | 1 | 152 | 710.9 | 615.3 | 7.63 | 19.8 |
| 43 | 42 | Wachovia Corp., Winston-Salem, N.C. | 8,932 | 8,717 | 6,624 | 6,381 | 1 | 207 | 683.2 | 793.3 | 7.65 | 59.7 |
| 44 | 44 | Sovran Financial Corp., Norfolk, Va. | 8,660 | 8,287 | 6,637 | 6,238 | 1 | 267 | 663.2 | 739.4 | 7.70 | 43.4 |
| 45 | 39 | Harris Bankcorp, Inc., Chicago | 8,637 | 8,828 | 6,349 | 6,248 | 8 | 0 | 623.4 | 655.0 | 7.22 | 29.0 |
| 46 | 43 | Union Bancorp, Los Angeles | 8,597 | 8,369 | 6,138 | 5,838 | 1 | 47 | 580.0 | 848.0 | 6.75 | 17.5 |
| 47 | 45 | Citizens & Southern Georgia Corp., Atlanta | 8,480 | 8,036 | 5,810 | 5,728 | [illegible] | 376 | 547.6 | 689.1 | 6.46 | 43.1 |
| 48 | 46 | Norstar Bancorp, Inc., Albany, N.Y. | [illegible] | [illegible] | 5,668 | [illegible] | [illegible] | 354 | 817.2 | N.A. | 9.85 | 45.2 |
| 49 | 50 | First Union Corp., Charlotte, N.C. | [illegible] | 7,320 | [illegible] | [illegible] | 1 | 207 | 654.9(k) | 722.9(k) | 7.94 | 51.5 |
| 50 | 49 | U.S. Bancorp., Portland, Ore. | [illegible] | 7,496 | [illegible] | [illegible] | 5 | 202 | 597.0 | 802.7 | 7.85 | 30.1 |
| 51 | 48 | European American Bancorp, New York | [illegible] | 7,519 | [illegible] | 5,622 | 1 | [illegible] | 418.4 | 622.2 | 5.51 | 3.7 |
| 52 | 47 | Rainier Bancorporation, Seattle | [illegible] | 7,762 | 5,407 | 5,471 | 2 | [illegible] | 539.1 | 539.1 | 7.11 | 31.6 |
| 53 | 51 | Maryland National Corp., Baltimore | [illegible] | 7,286 | 4,542 | 4,374 | 2 | [illegible] | 509.0 | 635.7 | 6.94 | 33.6 |
| 54 | 56 | AmeriTrust Corp., Cleveland | 7,139 | 6,845 | [illegible] | [illegible] | 1 | 113 | 753.2 | 753.2 | 10.55 | 35.9 |
| 55 | 54 | First Atlanta Corp. | [illegible] | 7,003 | [illegible] | [illegible] | 3 | [illegible] | 538.3 | 605.9 | 7.58 | 42.1 |
| 56 | 57 | Michigan National Corp., Bloomfield Hills | [illegible] | 6,769 | [illegible] | [illegible] | 23 | [illegible] | 443.9 | 473.6 | 6.38 | 14.1 |
| 57 | 52 | Northern Trust Corp., Chicago | [illegible] | 7,225 | [illegible] | 4,904 | 9 | 0 | 435.2 | 535.2 | 6.28 | 12.6 |
| 58 | 59 | Shawmut Corp., Boston | [illegible] | 6,509 | [illegible] | [illegible] | 12 | 172 | 471.3 | 584.2 | 7.02 | 26.1 |
| 59 | 61 | Hartford National Corp., Conn. | 6,575 | [illegible] | 4,873 | 4,850 | [illegible] | 154 | 467.0 | 539.7 | 7.10 | 30.7 |
| 60 | 66 | United Virginia Bankshares, Inc., Richmond | 6,558 | [illegible] | 4,637 | 4,374 | 1 | 192 | 497.0 | 550.0 | 7.58 | 33.3 |
| 61 | 60 | Manufacturers National Corp., Detroit | 6,364 | 6,216 | 5,155 | 5,066 | 9 | 132 | 391.8 | 420.0 | 6.16 | 23.6 |
| 62 | 64 | Fidelcor, Inc., Philadelphia | 6,199 | 5,975 | 4,849 | 4,675 | 1 | 98 | 388.0 | 477.4 | 6.26 | 21.0(l) |
| 63 | 67 | Society Corp., Cleveland | 6,145 | 5,835 | 5,013 | 4,866 | 10 | 208 | 415.7 | 484.3 | 6.77 | 23.6 |
| 64 | 106 | Boatmen's Bancshares, Inc., St. Louis, Mo. (m) | 6,127 | 3,482 | 4,695 | 2,670 | 39 | 100 | 603.0 | 603.0 | 9.84 | 26.8 |
| 65 | 63 | Texas American Bankshares, Inc., Fort Worth | 6,096 | 6,032 | 4,930 | 5,022 | 33 | 0 | 430.9 | 533.9 | 7.07 | 16.5 |
| 66 | 68 | Fleet Financial Group, Inc., Providence, R.I. | 5,986 | 5,747 | 3,740 | 3,120 | 1 | 45 | 569.9 | 810.6 | 9.52 | 38.9 |
| 67 | 69 | Key Banks, Inc., Albany, N.Y. | 5,875 | 5,620 | 4,841 | 4,706 | 13 | 351 | 459.5 | 604.5 | 7.82 | 30.3 |
| 68 | 70 | Huntington Bancshares, Inc., Columbus, Ohio | 5,836 | 5,574 | 4,342 | 4,171 | 2 | 162 | 408.5 | 455.1 | 7.00 | 24.7 |
| 69 | 65 | Mercantile Bancorporation, Inc., St. Louis, Mo. | 5,788 | 5,944 | 4,314 | 4,478 | 43 | 94 | 441.0 | 441.0 | 7.62 | 24.3 |
| 70 | 72 | Meridian Bancorp., Inc., Reading, Pa. | 5,688 | 5,494 | 4,650 | 4,579 | 3 | 149 | 520.1 | 538.7 | 9.14 | 25.1 |
| 71 | 76 | BayBanks, Inc., Boston | 5,560 | 5,180 | 4,682 | 4,418 | 8 | 225 | 326.7 | 338.2 | 5.88 | 21.0 |
| 72 | 74 | First Pennsylvania Corp., Philadelphia | 5,504 | 5,356 | 3,830 | 3,889 | 1 | 67 | 398.0 | 469.0 | 7.23 | 12.5 |
| 73 | 71 | First Wisconsin Corp., Milwaukee | 5,409 | 5,516 | 4,163 | 4,201 | 19 | 66 | 369.5 | 417.2 | 6.83 | 18.0 |
| 74 | 73 | Florida National Banks of Florida, Inc., Jacksonville | 5,367 | 5,357 | 4,542 | 4,376 | 2 | 161 | 448.3 | 456.9 | 8.35 | 22.8(n) |
| 75 | 79 | First American Bankshares, Washington, D.C. | 5,256 | 4,756 | 4,306 | 3,992 | 6 | 210 | 330.9 | 349.7 | 6.30 | 12.9 |
| 76 | 78 | First Security Corp., Salt Lake City, Utah | 5,128 | 5,107 | 3,770 | 3,793 | 4 | 164 | 398.1 | 596.1 | 7.76 | 6.1 |
| 77 | 77 | Riggs National Corp., Washington, D.C. | 4,969 | 5,120 | 3,832 | 4,170 | 1 | 28 | 298.2 | 363.8 | 6.00 | 15.6 |
| 78 | 80 | State Street Boston Corp., Boston | 4,933 | 4,744 | 3,201 | 3,211 | 1 | 16 | 323.4 | 323.4 | 6.56 | 27.2 |
| 79 | 75 | Centerre Bancorp., St. Louis, Mo. | 4,876 | 5,215 | 3,599 | 3,886 | 20 | 65 | 354.0 | 354.0 | 7.26 | 13.2 |
| 80 | 81 | First Tennessee National Corp., Memphis | 4,811 | 4,658 | 3,617 | 3,644 | 1 | 144 | 292.4 | 353.8 | 6.08 | 20.5 |
| 81 | 89 | Bank of Virginia Co., Richmond | 4,634 | 4,134 | 3,267 | 3,116 | 1 | 129 | 304.8 | 341.1 | 6.58 | 21.1 |
| 82 | 82 | Commerce Bancshares, Inc., Kansas City, Mo. | 4,559 | 4,616 | 3,637 | 3,820 | 26 | 107 | 315.5 | 315.5 | 6.92 | 19.7 |
| 83 | 83 | Dominion Bankshares Corp., Roanoke, Va. | 4,531 | 4,317 | 3,554 | 3,175 | 6 | 179 | 321.1 | 330.8 | 7.09 | 18.6 |
| 84 | 85 | First of America Bank Corp., Kalamazoo, Mich. | 4,404 | 4,261 | 3,927 | 3,755 | 30 | 238 | 267.8 | 319.5 | 6.08 | 18.6 |
| 85 | 88 | Continental Bancorp, Inc., Philadelphia | 4,342 | 4,160 | 3,704 | 3,564 | 3 | 115 | 332.0 | 332.0 | 7.65 | 23.8 |
| 86 | 97 | Bancorp Hawaii, Inc., Honolulu | 4,306 | 3,852 | 3,769 | 3,353 | 1 | 60 | 269.2 | 288.6 | 6.25 | 18.4 |
| 87 | 95 | First American Corp., Nashville, Tenn. | 4,296 | 3,963 | 3,390 | 3,142 | 7 | 94 | 297.4 | 332.4 | 6.92 | 18.1 |
| 88 | 90 | First Maryland Bancorp, Baltimore | 4,295 | 4,108 | 2,812 | 2,898 | 2 | 143 | 299.4 | 408.8 | 6.97 | 13.7 |
| 89 | 86 | Third National Corp., Nashville, Tenn. | 4,249 | 4,231 | 3,537 | 3,507 | 11 | 122 | 312.1 | 315.1 | 7.35 | 22.5 |
| 90 | 94 | Old Kent Financial Corp., Grands Rapids, Mich. | 4,188 | 4,024 | 3,535 | 3,423 | 19 | 154 | 315.9 | 319.7 | 7.54 | 24.8 |
| 91 | 93 | United Jersey Banks, Princeton, N.J. | 4,170 | 4,051 | 3,363 | 3,208 | 6 | 116 | 277.7 | 299.0 | 6.66 | 17.7 |
| 92 | 84 | AmSouth Bancorporation, Birmingham, Ala. | 4,081 | 4,282 | 3,189 | 3,219 | 2 | 141 | 312.4 | 312.4 | 7.66 | 20.8 |
| 93 | 87 | United Banks of Colorado, Inc., Denver | 4,068 | 4,215 | 3,225 | 3,255 | 31 | 0 | 311.3 | 311.3 | 7.65 | 15.1 |
| 94 | 92 | South Carolina National Corp., Columbia | 3,926 | 4,078 | 2,883 | 2,970 | 1 | 160 | 278.6 | 296.0 | 7.10 | 17.8 |
| 95 | 91 | American Security Corp., Washington, D.C. | 3,894 | 4,080 | 2,869 | 3,146 | 1 | 30 | 290.6 | 290.6 | 7.46 | 12.0 |
| 96 | 96 | Marshall & Ilsley Corp., Milwaukee, Wis. | 3,863 | 3,958 | 2,804 | 2,826 | 28 | 21 | 294.5 | 302.1 | 7.62 | 20.6 |
| 97 | 99 | Landmark Banking Corp., Fort Lauderdale, Fla. | 3,844 | 3,759 | 3,134 | 3,102 | 23 | 125 | 306.6 | 337.1 | 7.98 | 18.1 |
| 98 | 101 | Atlantic Bancorp., Jacksonville, Fla. | 3,777 | 3,723 | 3,064 | 2,955 | 2 | 116 | 254.3 | 254.3 | 6.73 | 18.0 |
| 99 | 98 | American National Corp, Chicago (o) | 3,749 | 3,774 | 2,896 | 2,943 | 4 | 0 | 232.6 | 232.6 | 6.20 | 20.1 |
| 100 | 100 | First Florida Banks, Inc., Tampa | 3,741 | 3,751 | 3,023 | 3,000 | 13(p) | 113 | 276.5 | 288.1 | 7.39 | 21.5 |
| | | **TOTALS FOR TOP 50 FIRMS** | **1,355,914** | **1,296,662** | **922,641** | **889,657** | **813** | **11,535** | **91,319.1** | **107,339.6** | **6.73** | **4,066.5** |
| | | **TOTALS FOR THE TOP 100 FIRMS** | **1,621,221** | **1,553,978** | **1,124,446** | **1,086,925** | **1,302** | **17,675** | **110,429.7** | **128,798.0** | **6.81** | **5,126.0** |

(a)—Estimated from publically available ratio of total capital to adjusted period-end total assets. (b)—Owns American National Corp., Chicago, and its data are consolidated to include American National. (c)—Acquired the $1.2 billion-asset Colonial Bancorp., Inc., Waterbury, Conn., on June 20. (d)—Acquired the $1.5 billion-asset Northeastern Bancorp, Inc., Scranton, on Jan. 31. (e)—New company formed by the merger of the $9.4 billion-asset SunBanks Inc., Orlando, Fla. and the $6.2 billion-asset Trust Company of Georgia, Atlanta. Began operations on July 1. All data are pro forma. (f)—Acquired the $6.8 billion-asset CBT Corp., Hartford, Conn., on June 14. (g)—Formerly First National State Bancorp. (h)—Acquired the $2 billion-asset Heritage Bancorp., Jamesburg, N.J. on May 1. (i)—Includes gain on sale and income from operations of subsidiaries sold in 1985. (j)—Data for Dec. 31 are for for lead bank, National Westminster Bank USA. (k)—Average balances reported. (l)—Includes a one time charge to earnings of $2.7 million to reflect a change in accounting principles. (m)—Acquired the $2.9 billion-asset CharterCorp, Kansas City, Mo., in March. (n)—Income before net gain on sale of Alliance Mortgage Company, Jacksonville. (o)—Owned by First Chicago Corp. Data are included in First Chicago's figures. (p)—All but one bank merged into lead bank after June 30. ( )—A loss. N.A.—Not available.

# Top 50 Bank Holding Companies in Primary Capital

## As of June 30, 1985, Compared with December 31, 1984

(In Millions of Dollars)

| Primary Rank 6/30/85 | Capital Rank 12/31/84 | Name of Banking Firm, City | Primary Capital | | Ratio: Primary Capital to Total Assets (%) | | Total Capital Funds | | Total Assets 6/30/85 | Tctal Assets 12/31/84 | Asset Rank 6/30/85 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | 6/30/85 | 12/31/84 | 1985(a) | 1984(b) | 6/30/85 | 12/31/84 | | | |
| 1 | 1 | Citicorp, New York | 9,733.0 | 8,872.0 | 6.10 | 6.03 | 13,165.0 | 11,708.0 | 159,580 | 150,586 | 1 |
| 2 | 2 | BankAmerica Corp., San Francisco | 7,475.0 | 6,930.0 | 6.20 | 5.33 | 8,868 | N.A. | 120,553 | 117,680 | 2 |
| 3 | 3 | Chase Manhattan Corp., New York | 5,783.0 | 5,580.0 | 6.70 | 5.95 | 7,629 | 6,947.0 | 86,329 | 86,883 | 3 |
| 4 | 4 | J.P. Morgan & Co., Inc., New York | 4,918.0 | 4,542.0 | 7.70 | 7.08 | 5,570.0(e) | N.A. | 63,831 | 64,126 | 5 |
| 5 | 5 | Manufacturers Hanover Corp., New York | 4,648.1 | 4,369.2 | 6.12 | 5.58 | 7,639.6 | 6,738.4 | 75,948 | 75,714 | 4 |
| 6 | 6 | Chemical New York Corp. | 3,764.0 | 3,298.9(c) | 6.57 | 6.32† | 4,504.4 | 3,960.0(e) | 57,327 | 52,236 | 6 |
| 7 | 9 | Security Pacific Corp., Los Angeles | 3,089.0 | 2,727.0 | 6.45 | 6.24† | 3,444.0 | 2,954.0 | 47,874 | 46,117 | 7 |
| 8 | 7 | Bankers Trust New York Corp. | 3,053.0 | 2,838.8 | 6.95 | 6.00 | 3,596.0 | 3,003.4 | 43,927 | 45,208 | 9 |
| 9 | 8 | First Interstate Bancorp., Los Angeles | 2,905.0 | 2,814.9 | 6.21 | 6.24 | 3,900.0 | 3,801.5 | 46,784 | 45,544 | 8 |
| 10 | 10 | First Chicago Corp. | 2,520.0 | 2,441.0 | 6.31 | 6.01 | N.A. | 2,441.0 | 39,922 | 39,846 | 10 |
| 11 | 11 | Continental Illinois Corp., Chicago | 2,212.0 | 2,104.0 | 7.58 | 5.45 | 2,896.0 | 2,508.0 | 29,178 | 30,413 | 13 |
| 12 | 12 | Mellon Bank Corp., Pittsburgh | 2,151.0 | 2,053.0 | 7.05 | 6.71 | 2,585.8 | 2,318.6 | 30,529 | 30,603 | 11 |
| 13 | 13 | Wells Fargo & Co., San Francisco | 2,022.0 | 1,892.0 | 6.92 | 6.36 | 3,665.1 | 2,955.0 | 29,212 | 28,184 | 12 |
| 14 | 15 | Bank of Boston Corp. | 1,678.8 | 1,517.8 | 6.91 | 6.42 | 2,004.8 | 1,650.8 | 24,286 | 22,079 | 15 |
| 15 | 14 | Marine Midland Banks, Inc., Buffalo, N.Y. | 1,601.5 | 1,546.2 | 7.14 | 5.96 | 1,968.9 | 1,897.0 | 22,419 | 22,056 | 16 |
| 16 | 22 | First Bank System, Inc., Minneapolis | 1,530.2 | 1,291.6 | 6.27 | 6.01 | 1,798.1 | 1,587.2 | 24,421 | 22,438 | 14 |
| 17 | 18 | Norwest Corp., Minneapolis | 1,477.0 | 1,395.8 | 7.51 | 6.54 | 2,294.0 | 1,460.8 | 19,661 | 21,346 | 22 |
| 18 | 17 | InterFirst Corp., Dallas | 1,449.0 | 1,398.0 | 6.63 | 6.49 | 1,776.0 | 1,732.0 | 21,846 | 21,617 | 20 |
| 19 | 16 | Crocker National Corp., San Francsico | 1,436.1 | 1,431.9 | 6.50 | 6.33† | 1,588.3 | 1,588.6 | 22,161 | 22,322 | 17 |
| 20 | 20 | Texas Commerce Bancshares, Inc.,Houston | 1,391.0 | 1,319.0 | 7.10 | 6.56 | 1,571.0 | 1,449.0 | 19,579 | 20,732 | 23 |
| 21 | 19 | RepublicBank Corp., Dallas | 1,385.8 | 1,326.7 | 6.26 | 6.08 | 1,827.8 | 1,618.1 | 22,130 | 21,595 | 18 |
| 22 | 24 | Irving Bank Corp., New York | 1,329.7 | 1,124.1 | 6.02 | 5.30 | 1,696.4 | 1,430.6 | 22,105 | 18,982 | 19 |
| 23 | 25 | PNC Financial Corp., Pittsburgh | 1,312.4 | 1,037.3 | 7.86 | 7.38 | N.A. | 1,138.4 | 16,701 | 14,870 | 25 |
| 24 | .. | SunTrust Banks, Inc., Atlanta | 1,309.6 | ... | 8.04 | ... | 1,378.7 | ... | 16,292 | ... | 27 |
| 25 | 23 | MCorp, Dallas | 1,305.0 | 1,256.3 | 6.21 | 6.35 | 1,584.0 | 1,303.6 | 21,017 | 20,697 | 21 |
| 26 | 21 | First City Bancorporation of Texas, Inc., Houston | 1,284.9 | 1,295.4 | 7.71 | 7.55 | 1,432.7 | 1,467.9 | 16,671 | 17,319 | 26 |
| 27 | 28 | NBD Bancorp., Inc., Detroit | 1,146.7 | 949.7 | 7.11 | 8.84 | 1,331.4 | 1,050.8 | 16,132 | 14,232 | 28 |
| 28 | 26 | Bank of New York Co., Inc. | 1,099.7 | 965.5 | 7.08 | 6.78 | 1,099.7 | 1,150.9 | 15,531 | 15,157 | 29 |
| 29 | 27 | NCNB Corp., Charlotte, N.C. | 1,072.1 | 965.1 | 6.34 | 5.96 | 1,294.5 | 1,171.4 | 16,900 | 15,679 | 24 |
| 30 | 29 | Barnett Banks of Florida, Inc., Jacksonville | 979.2 | 917.6 | 7.42 | 7.28 | 1,052.8 | 992.1 | 13,190 | 12,501 | 31 |
| 31 | 30 | Republic New York Corp. | 934.7 | 887.0 | 7.34 | 6.77 | 958.7 | 1,018.8 | 12,741 | 12,382 | 32 |
| 32 | 56 | Bank of New England Corp., Boston | 914.5 | 440.1 | 6.45 | 5.54 | 986.4 | 495.5 | 14,178 | 6,755 | 30 |
| 33 | 31 | National City Corp., Cleveland | 871.0 | 847.0 | 7.38 | 7.25 | 956.5 | 933.7 | 11,804 | 12,373 | 33 |
| 34 | 33 | CoreStates Financial Corp.,Philadelphia | 861.0 | 724.7 | 9.16 | 7.57 | 1,063.0 | 918.4 | 9,396 | 9,848 | 40 |
| 35 | 35 | Norstar Bancorp., Inc., Albany, N.Y. | 817.2 | 686.3 | 9.85 | 8.80 | N.A. | 688.8 | 8,298 | 7,909 | 48 |
| 36 | 32 | Banc One Corp., Columbus, Ohio | 811.2 | 742.4 | 8.44 | 8.46 | N.A. | N.A. | 9,612 | 9,106 | 38 |
| 37 | 34 | AmeriTrust Corp., Cleveland | 753.2 | 724.5 | 10.55 | 11.76 | 753.2 | 724.5 | 7,139 | 6,845 | 54 |
| 38 | 36 | First Fidelity Bancorp., Newark, N.J. | 752.5 | 669.4 | 7.12 | 6.39 | 824.7 | 669.4 | 10,569 | 10,680 | 34 |
| 39 | 42 | Natwest Holdings Inc., New York (f) | 710.9 | 582.1 | 7.63 | 7.20 | 814.6 | 584.2 | 9,322 | 8,727 | 42 |
| 40 | 37 | Allied Bancshares, Inc., Houston | 703.4 | 653.2 | 7.06 | 6.73 | 703.4 | 653.2 | 9,957 | 9,630 | 36 |
| 41 | 39 | Wachovia Corp., Winston-Salem, N.C. | 683.2 | 633.5 | 7.65 | 7.44 | 793.3 | 745.0 | 8,932 | 8,717 | 43 |
| 42 | 38 | Southeast Banking Corp., Miami, Fla. | 666.5 | 646.8 | 6.53 | 6.51 | 779.9 | 796.6 | 10,204 | 9,869 | 35 |
| 43 | 46 | Sovran Financial Corp., Norfolk, Va. | 663.2 | 561.5 | 7.70 | 7.20 | 739.4 | 588.3 | 8,660 | 8,287 | 44 |
| 44 | 41 | First Union Corp., Charlotte, N.C. | 654.9(g) | 607.5 | 7.94 | 7.90 | 722.9(g) | 673.4 | 8,250 | 7,320 | 49 |
| 45 | 54 | Midlantic Banks, Inc., Edison, N.J. | 649.4 | 463.4 | 6.82 | 6.48 | 849.2 | 580.7 | 9,522 | 7,177 | 39 |
| 46 | 47 | Comerica, Inc., Detroit | 639.0 | 543.5 | 6.53 | 5.77 | 685.4 | 564.7 | 9,792 | 9,631 | 37 |
| 47 | 45 | Harris Bankcorp., Inc., Chicago | 623.4 | 562.5 | 7.22 | 5.20 | 655.0 | 562.5 | 8,637 | 8,828 | 45 |
| 48 | .. | Boatmen's Bancshares, Inc., St. Louis, Mo. | 603.0 | 265.9 | 9.84 | 8.11 | 603.0 | 265.9 | 6,127 | 3,482 | 64 |
| 49 | 43 | U.S. Bancorp., Portland, Ore. | 597.0 | 571.9 | 7.85 | 7.98 | 802.7 | 733.6 | 7,603 | 7,496 | 50 |
| 50 | 44 | Union Bancorp, Los Angeles | 580.0 | 566.1 | 6.75 | 7.29 | 848.0 | 721.1 | 8,597 | 8,369 | 46 |
| | | **TOTALS FOR THE TOP 50 FIRMS ††** | **91,551.0** | **83,601.9** | **6.79** | **6.41(†)** | **107,701.3** | **86,178.2** | **1,348,376** | **1,304,429** | |

Data were reported in response to an American Banker questionnaire, which asked the banking companies to report primary and total capital "as defined by Federal regulators and calculated by the company." **Primary capital** is the sum of common stock; perpetual preferred stock; surplus; undivided profits; contingency and other capital reserves; "mandatory convertible instruments"; allowance for possible loan and lease losses; and minority interest in equity accounts of consolidated subsidiaries. **Total capital** is primary capital plus secondary capital. **Secondary capital** is limited-life preferred stock plus unsecured long-term debt with an original weighted average maturity of at least seven years. **Primary Capital ratio: (a)**— For midyear 1985, the ratio is calculated by dividing primary capital on June 30 by total assets on June 30, expressed as a percentage. **(b)**— For 1984, the ratio is average primary capital for 1984 divided by average total assets for 1984 expressed as a percentage. **Note:** The American Banker ratio for June 30, 1985, is not calculated in the same manner as the Federal Reserve Board ratio. The American Banker does not add back the allowance for possible loan and lease losses back to total assets, as the Fed does. Therefore, for each bank, the American Banker ratio will be from 5-to-10 basis points higher than the Fed ratio, depending on the size of the bank's allowance for possible loan and lease losses. † — Average data were not available. Ratio was based on yearend primary capital and yearend assets. ††— The 1984 totals are for the top 50 firms in primary capital on Dec. 31, 1984. **(c)**— Calculated from company's published data. **(e)**— Estimated from company's published data. **(f)**— The 1984 data are for National Westminster Bank USA, the bank subsidiary of Natwest Holdings Inc. **(g)**— These are average balances for the period ending June 30. **N.A.**— Not available.

## The 10 Largest Primary Capital-to-Assets Ratios for 6/30/85 Among the Top 100 Firms in Assets

| | (Dollar Amounts in Millions) | Primary Capital 6/30/85 | Total Assets 6/30/85 | C-A Ratio (%) 6/30/85 | Asset Rank |
|---|---|---|---|---|---|
| 1 | AmeriTrust Corp., Cleveland | 753.2 | 7,139 | 10.55 | 54 |
| 2 | Norstar Bancorp., Inc., Albany, N.Y. | 817.2 | 8,298 | 9.85 | 48 |
| 3 | Boatmen's Bancshares, Inc., St. Louis | 603.0 | 6,127 | 9.84 | 64 |
| 4 | Fleet Financial Group, Inc., Providence, R.I. | 569.9 | 5,986 | 9.52 | 66 |
| 5 | CoreStates Financial Corp., Philadelphia | 861.0 | 9,396 | 9.16 | 40 |
| 6 | Meridian Bancorp., Inc., Reading, Pa. | 520.1 | 5,688 | 9.14 | 70 |
| 7 | BancOne Corp., Columbus, Ohio | 811.2 | 9,612 | 8.44 | 38 |
| 8 | Florida National Banks of Florida, Inc., Jacksonville | 448.3 | 5,367 | 8.35 | 74 |
| 9 | SunTrust Banks, Inc., Atlanta | 1,309.6 | 16,292 | 8.04 | 27 |
| 10 | Landmark Banking Corp., Fort Lauderdale, Fla. | 306.6 | 3,844 | 7.98 | 97 |

## The 10 Smallest Primary Capital-to-Assets Ratios for 6/30/85 Among the Top 100 Firms in Assets

| | (Dollar Amounts in Millions) | Primary Capital 6/30/85 | Total Assets 6/30/85 | C-A Ratio (%) 6/30/85 | Asset Rank |
|---|---|---|---|---|---|
| | European American Bancorp, New York | 418.4 | 7,589 | 5.51 | 51 |
| 2 | BayBanks, Inc., Boston | 326.7 | 5,560 | 5.88 | 71 |
| 3 | Riggs National Corp., Washington, D.C. | 298.2 | 4,969 | 6.00 | 77 |
| 4 | Irving Bank Corp., New York | 1,329.7 | 22,105 | 6.02 | 19 |
| 5 | First Tennessee National Corp., Memphis | 292.4 | 4,811 | 6.08 | 80 |
| 6 | First of America Bank Corp., Kalamazoo, Mich. | 267.8 | 4,404 | 6.08 | 84 |
| 7 | Citicorp, New York | 9,733.0 | 159,580 | 6.10 | 1 |
| 8 | Manufacturers Hanover Corp., New York | 4,648.1 | 75,948 | 6.12 | 4 |
| 9 | Manufacturers National Corp., Detroit | 391.8 | 6,364 | 6.16 | 61 |
| 10 | Valley National Corp., Phoenix | 576.7 | 9,324 | 6.19 | 41 |

# Banking Companies with Primary Capital Greater Than $400 Million

## Based on Primary Capital on June 30, 1985
Firms Listed Alphabetically
with Midyear Capital and Asset Ranks
(Dollar Amounts in Millions)
Compiled by American Banker Copyright 1985

| Name of Bank | Prim Cap. Rank 6/30/85 | Asset Rank 6/30/85 | C-A Ratio† 6/30/85 | Primary Capital 6/30/854 |
|---|---|---|---|---|
| Allied Banchares, Inc., Houston | 40 | 36 | 7.06 | $ 703.4 |
| AmeriTrust Corp., Cleveland | 37 | 54 | 10.55 | 753.2 |
| Banc One Corp., Columbus | 36 | 38 | 8.44 | 811.2 |
| BankAmerica Corp., San Francisco | 2 | 2 | 6.20 | 7,475.0 |
| Bank of Boston Corp. | 14 | 15 | 6.91 | 1,678.8 |
| Bank of New England Corp., Boston | 32 | 30 | 6.45 | 914.5 |
| Bank of New York Co. Inc. | 28 | 29 | 7.08 | 1,099.7 |
| Bankers Trust New York Corp. | 8 | 9 | 6.95 | 3,053.0 |
| Barnett Banks of Florida, Inc., Jacksonville | 30 | 31 | 7.42 | 979.2 |
| Boatmen's Bancshares, inc., St. Louis | 48 | 64 | 9.84 | 603.0 |
| Chase Manhattan Corp., New York | 3 | 3 | 6.70 | 5,783.0 |
| Chemical New York Corp. | 6 | 6 | 6.57 | 3,764.0 |
| Citicorp, New York | 1 | 1 | 6.10 | 9,733.0 |
| Citizens & Southern Georgia Corp., Atlanta | 53 | 47 | 6.46 | 547.6 |
| Comerica Inc., Detroit | 46 | 37 | 6.53 | 639.0 |
| Continental Illinois Corp., Chicago | 11 | 13 | 7.58 | 2,212.0 |
| CoreStates Financial Corp., Philadelphia | 34 | 40 | 9.16 | 861.0 |
| Crocker National Corp., San Francisco | 19 | 17 | 6.50 | 1,436.1 |
| European American Bancorp., New York | 67 | 51 | 5.51 | 418.4 |
| First Atlanta Corp. | 55 | 55 | 7.58 | 538.3 |
| First Bank System, Inc., Minneapolis | 16 | 14 | 6.27 | 1,530.2 |
| First Chicago Corp. | 10 | 10 | 6.31 | 2,520.0 |
| First City Bancorporation of Texas, Inc., Houston | 26 | 26 | 7.71 | 1,284.9 |
| First Fidelity Bancorp., Newark, N.J. | 38 | 34 | 7.12 | 752.5 |
| First Interstate Bancorp., Los Angeles | 9 | 8 | 6.21 | 2,905.0 |
| First Union Corp., Charlotte, N.C. | 44 | 49 | 7.94 | 654.9(a) |
| Fleet Financial Group., Providence, R.I. | 52 | 66 | 9.52 | 569.9 |
| Florida National Banks of Florida, Inc., Jacksonville | 62 | 74 | 8.35 | 448.3 |
| Harris Bankcorp., Inc., Chicago | 47 | 45 | 7.22 | 623.4 |
| Hartford National Corp., Conn. | 60 | 59 | 7.10 | 467.0 |
| Huntington Bancshares, Inc., Columbus, Ohio | 69 | 68 | 7.00 | 408.5 |
| InterFirst Corp., Dallas | 18 | 20 | 6.63 | 1,449.0 |
| Irving Bank Corp., New York | 22 | 19 | 6.02 | 1,329.7 |
| Key Banks, Inc., Albany, N.Y. | 61 | 67 | 7.82 | 459.5 |
| Manufacturers Hanover Corp., New York | 5 | 4 | 6.12 | 4,648.1 |
| Marine Midland Banks, Inc., Buffalo, N.Y. | 15 | 16 | 7.14 | 1,601.5 |
| Maryland National Corp., Baltimore | 57 | 53 | 6.94 | 509.0 |
| MCorp., Dallas | 25 | 21 | 6.21 | 1,305.0 |
| Mellon Bank Corp., Pittsburgh | 12 | 11 | 7.05 | 2,151.0 |
| Mercantile Bancorp., Inc., St. Louis | 64 | 69 | 7.62 | 441.0 |
| Meridian Bancorp., Inc., Reading, Pa. | 56 | 70 | 9.14 | 520.1 |
| Michigan National Corp., Bloomfield Hills | 63 | 56 | 6.38 | 443.9 |
| Midlantic Banks, Inc., Edison, N.J. | 45 | 39 | 6.82 | 649.4 |
| J.P. Morgan & Co., Inc., New York | 4 | 5 | 7.70 | 4,918.0 |
| NBD Bancorp. Inc., Detroit | 27 | 28 | 7.11 | 1,146.7 |
| NCNB Corp., Charlotte, N.C. | 29 | 24 | 6.34 | 1,072.1 |
| National City Corp., Cleveland | 33 | 33 | 7.38 | 871.0 |
| Natwest Holdings Inc., New York | 39 | 42 | 7.63 | 710.9 |
| Norstar Bancorp., Inc., Albany, N.Y. | 35 | 48 | 9.85 | 817.2 |
| Northern Trust Corp., Chicago | 65 | 57 | 6.28 | 435.2 |
| Norwest Corp., Minneapolis | 17 | 22 | 7.51 | 1,477.0 |
| PNC Financial Corp., Pittsburgh | 23 | 25 | 7.86 | 1,312.4 |
| Rainier Bancorp., Seattle | 54 | 52 | 7.11 | 539.1 |
| Republic New York Corp. | 31 | 32 | 7.34 | 934.7 |
| RepublicBank Corp., Dallas | 21 | 18 | 6.26 | 1,385.8 |
| Security Pacific Corp. | 7 | 7 | 6.45 | 3,089.0 |
| Shawmut Corp., Boston | 59 | 58 | 7.02 | 471.3 |
| Society Corp., Cleveland | 68 | 63 | 6.77 | 415.7 |
| Southeast Banking Corp., Miami | 42 | 35 | 6.53 | 666.5 |
| Sovran Financial Corp., Norfolk, Va. | 43 | 44 | 7.70 | 663.2 |
| SunTrust Banks, Inc., Atlanta | 24 | 27 | 8.04 | 1,309.6 |
| Texas American Bankshares, Inc., Fort Worth | 66 | 65 | 7.07 | 430.9 |
| Texas Commerce Bancshares, Inc., Houston | 20 | 23 | 7.10 | 1,391.0 |
| U.S. Bancorp., Portland, Ore. | 49 | 50 | 7.85 | 597.0 |
| Union Bancorp., Los Angeles | 50 | 46 | 6.75 | 580.0 |
| United Virginia Bankshares, Inc., Richmond | 58 | 60 | 7.58 | 497.0 |
| Valley National Corp., Phoenix | 51 | 41 | 6.19 | 576.7 |
| Wachovia Corp., Winston-Salem, N.C. | 41 | 43 | 7.65 | 683.2 |
| Wells Fargo & Co., San Francisco | 13 | 12 | 6.92 | 2,022.0 |

(†)—Ratio calculated by dividing primary capital on June 30 by total assets on June 30. Please note that this ratio is not calculated in the same manner as the Federal Reserve Board. In its denominator, the Federal Reserve adds back to total assets the allowance for loan and lease losses. As a result, the American Banker ratio is higher. On average, it is from 5-to-10 basis points higher than the Federal Reserve ratio.

(a)—Reported average balances.

# Top 25 Banking Companies in the U.S.

## Based on Net Income for First Half of 1985
Compared with the Full Year 1984
(In Millions of Dollars)

| Rank 1985† | Rank 1984†† | | Net Income 1985* | Net Income 1984** |
|---|---|---|---|---|
| 1 | 1 | Citicorp, New York | $528.0 | $890.0 |
| 2 | 2 | J. P. Morgan & Co., Inc., New York | 322.0 | 537.6 |
| 3 | 3 | Chase Manhattan Corp., New York | 264.7 | 405.8 |
| 4 | 4 | Manufacturers Hanover Corp., New York | 198.7 | 352.5 |
| 5 | 6 | Chemical New York Corp. | 197.0 | 340.8 |
| 6 | 7 | Bankers Trust New York Corp. | 179.8 | 306.8 |
| 7 | 8 | Security Pacific Corp., Los Angeles | 152.7 | 291.0 |
| 8 | 9 | First Interstate Bancorp., Los Angeles | 148.2 | 276.3 |
| 9 | 23 | CoreStates Financial Cp., Philadelphia | 131.7(a) | 104.5 |
| 10 | 13 | Mellon Bank Corp., Pittsburgh | 109.7 | 158.5 |
| 11 | 11 | Wells Fargo & Co., San Francisco | 92.4 | 169.3 |
| 12 | -- | SunTrust Banks Inc., Atlanta (b) | 89.8 | --- |
| 13 | 14 | PNC Financial Corp., Pittsburgh | 89.0 | 143.2 |
| 14 | 12 | Bank of Boston Corp. | 83.5 | 164.1 |
| 15 | 16 | First Bank System, Inc., Minneapolis | 79.0 | 131.1 |
| 16 | – | Continental Illinois Corp., Chicago | 76.6 | (1,087) |
| 17 | 21 | MCorp, Dallas | 71.1 | 107.7 |
| 18 | 17 | NCNB Corp., Charlotte, N.C. | 71.0 | 119.2 |
| 19 | 15 | RepublicBank Corp., Dallas | 70.9 | 137.3 |
| 20 | 22 | Bank of New York Co., Inc. | 64.0 | 107.5 |
| 21 | 18 | Allied Bancshares, Inc., Houston | 61.9 | 118.8 |
| 22 | 20 | Banc One Corp., Columbus, Ohio | 60.4 | 108.0 |
| 23 | 10 | Texas Commerce Bcsh, Inc., Houston | 60.3 | 183.3 |
| 24 | 24 | Barnett Bks of Fla., Inc., Jacksonville | 60.1 | 103.4 |
| 25 | 25 | Wachovia Corp., Winston-Salem, N.C. | 59.7 | 100.3 |

(†) — Based on net income for the first half of the year.
(††) — Based on net income for the full year.
(*) — For the first half of the year.
(**) — For the full year.
(a) — Includes gain on sale and income from operations of subsidiaries sold in 1985.
(b) — Company formed by the merger of SunBanks Inc., Orlando, Fla. and Trust Company of Georgia, Atlanta. Operations began July 1. Net income is pro forma.
( ) — A loss.

# Mergers Rejigger Lineup of Big Bank Firms

Continued from Page 1

place, with assets of $24.3 billion.

In addition to interstate mergers, three major intrastate mergers helped change the rankings significantly:

- PNC Financial Corp. of Pittsburgh now ranks among the top 25 banking firms in the nation, after acquiring the $1.5 billion-asset Northeastern Bancorp of Scranton on Jan. 31. PNC ranked 25th with $16.7 billion in assets on June 30, compared with $14.9 billion on Dec. 31, when it ranked 27th.
- Midlantic Banks Inc. of Edison, N.J., acquired the $2 billion-asset Heritage Bancorp. of Jamesburg and joined the ranks of the nation's top 50 banking firms. Midlantic moved up 14 places to 39th position, with assets of $9.5 billion at midyear, compared with $7.2 billion at yearend.
- Boatmen's Bancshares Inc. of St. Louis acquired the $2.9 billion-asset CharterCorp of Kansas City, Mo., in March, to join the ranks of the top 100 firms at midyear. The acquisition helped Boatmen's move up 42 places to 64th position with assets of $6.1 billion on June 30, compared with $3.5 billion at yearend.

Boatmen's is also in the process of acquiring the $2 billion-asset General Bancshares Corp. of St. Louis.

The new listing of the top 100 bank holding companies in assets as of June 30, 1985, is part of the *American Banker's* first midyear review of the nation's top banking firms. Also included in today's review are: a listing of the top 50 firms in primary capital on June 30; a listing of the 25 firms with the highest net income for the first half of 1985; a listing, in alphabetical order, of all banking firms with $400 million or more in primary capital; and summary tables identifying the 10 firms among the top 100 companies in assets with the highest primary-capital-to-assets ratio, and the 10 companies with the lowest capital ratios.

For the 50 largest firms in primary capital, primary capital totaled $91.6 billion on June 30, up $8 billion, or 9.5%, from $83.6 billion for the top 50 firms on Dec. 31. Over the first half of 1985, the assets of the top 50 firms — adjusted for mergers — rose only 3.3%.

As a result of the faster growth in primary capital, the ratio of primary capital to assets for the top 50 firms as a group rose 38 basis points to 6.79% on June 30 from 6.41% on Dec. 31. For the top 10 firms, primary capital rose 7.8% over the first half of 1985, and the primary capital ratio rose 32 basis points to 6.45% from 6.13%. For the firms ranked 11th through 50th, primary capital rose 11.4%, with their ratio up 45 basis points to 7.20% from 6.75%.

Primary capital rose 20.3% at the top 50 firms in 1984, with assets up 9%.

The *American Banker* finds that all of the top 100 bank holding companies in assets had primary-capital-to-assets ratios exceeding the 5.50% minimum established by the Federal Reserve Board. The ratios ranged from a low of 5.51% for European American Bancorp in New York to a high of 10.55% for the AmeriTrust Corp. in Cleveland.

Two firms had ratios between 5.50% and 6%; 13 were between 6.01% and 6.25%; 12 had 6.26% to 6.50%; 21 were between 6.51% and 7%; 43 were between 7.01% and 8%; and nine were over 8%.

On average, the *American Banker* ratio is larger than the Federal Reserve Board ratio by five to 10 basis points, because *American Banker* does not add the allowance for possible loan and lease losses back to total assets, as the Fed does.

Primary capital is the sum of common stock, perpetual preferred stock, surplus, undivided profits, contingency and other capital reserves, mandatory convertible instruments, allowance for possible loan and lease losses, and minority interest in equity accounts of consolidated subsidiaries.

Mandatory convertible instruments are subordinated debt that eventually are transformed into common or perpetual preferred stock within a specified time not to exceed 12 years. Mandatory convertible debt includes equity contract notes and equity commitment notes that were issued prior to May 15, 1985. The holder of an equity contract note must take common or perpetual preferred stock as payment for the note. Equity commitment notes are redeemable only with the proceeds from the sale of common or perpetual preferred stock.

Total capital is primary capital plus secondary capital. Secondary capital is the sum of limited-life preferred stock and subordinated notes and debentures as well as unsecured long-term debt with an original maturity of seven years.

According to the Federal Reserve Board, adequate capital "provides a buffer for individual banking organizations in times of poor performance, helps to maintain public confidence in particular banking organizations and in the banking system, promotes the safety of depositors' funds, and supports the reasonable growth of banking organizations. An evaluation of capital adequacy is one of the major purposes of a bank holding company examination."

- Continental Illinois Corp., which lost more than $1 billion in 1984, was the 16th most profitable banking company over the first half of 1985, with net income of $76.6 million.
- BankAmerica Corp., which ranked fifth in net income in 1984 with $345.5 million, lost $224 million over the first half of 1985. Also falling from the ranks of the 25 most profitable firms was the InterFirst Corp. of Dallas. InterFirst, which ranked 19th in net income in 1984 with $117.9 million, earned $31.2 million over the first half of 1985.
- Citicorp remains the nation's top banking firm in total assets, primary capital, and first-half earnings. Citicorp's assets totaled $159.6 billion at midyear; it had $9.7 billion in primary capital on June 30; and its first-half earnings were $528 million.
- The largest jump in rank in net income from yearend to midyear was posted by the CoreStates Financial Corp. of Philadelphia. It moved up 14 places to ninth position, with first-half net income totaling $131.7 million, compared with $104.5 million for all of 1984. However, 73% of its first-half earnings, or $96.2 million, came from the gain on the sale and income from the operations of Colonial Mortgage Corp., Philadelphia. CoreStates completed the sale of Colonial Mortgage to General Motors Acceptance Corp. on May 31, receiving $190 million in cash, which resulted in a gain of $95.8 million.

Please note that for the midyear rankings, the *American Banker* did not enforce the rules it uses to compile its listings based on yearend data. For example, at yearend, no pro forma data are used. However, for the midyear listings pro forma data were used for SunTrust.

Also, for the full year net income rankings, only net income from continuing operations is used. For the first-half rankings, CoreStates was ranked on its net income including discontinued operations. ■

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 100 Bank Holding Companies** and **Top 50 Bank Holding Companies in Primary Capital** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

____________________________

____________________________

(2.) What do you like **best** about this tabulation?

____________________________

____________________________

(3.) What do you like **least** about this tabulation?

____________________________

____________________________

(4.) **How** do you use this information in your work?

____________________________

____________________________

(5.) What **new** statistical survey would you like to see?

____________________________

____________________________

**Name (optional)**____________________
**Title**__________________________
**Company**_______________________
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## LEGAL ADVERTISING

### Auction Notices

B.SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 sell, September 27, 1985 11:00 A.M. 338 E. 110th St NYC 1973 Chevrolet 2 Dr Sdn CGX153U107183 Re: W. Smith, Jr.: 11:30 A.M. 204 W. 101st St NYC 1978 Audi 4 Dr Sdn 4382055872 Re: S. Nelson: 12:00 PM. 137 W. 108th St NYC 1973 Mercury 2 Dr Sdn 3F93H515199 Re: A. Sylvain: 12:30 P.M. 627 W. 129th St NYC 1984 Toyota 4 Dr Sdn JT2AE82E1E3015439 Re: T. Dikerson; 1976 Chevrolet 2 Dr Sdn 1H57Q6B614816 Re: N. Torres: 1:00 P.M. 1908 Park Ave NYC 1977 Plymouth 2 Dr Van BA2AE7X091536 Re: P.T. Weathersby; 1973 AMC 2 Dr Sdn A3A067E756624 Re: J. Singleterry: 1975 Dodge 2 Dr Sdn DP29M5D157395 Re: L. Jones: 1:30 P.M. 310 W. 144th St NYC 1973 Plymouth 2 Dr Sdn VL29B3B224022 Re: W. Escobar: 2:00 P.M. 3333 Riverside Drive NYC 1977 Pontiac 2 Dr Sdn 2.57Y7A180000 Re: F. Mercado.

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LIEN SALES: Sept. 30, 1985 in Brooklyn, N.Y. At 8:30 A.M. At 4902 Farragut Rd. A 1984 Cadillac #1GAS628OEE820201 Re: Rick Barry; At 9:30 A.M. At 839 39 Street A 1978 Chrysler #SS22N8R25306 Re: Jose Ayala; At 10:30 A.M. At 18 Goodwin Place a 1971 Cadillac #683491E369237 Re: Cathy B. Stubbs: At 11:30 A.M. At 193 7th Avenue A 1984 Cadillac #1G6AL5782EE600374 Re: John Dimteer & James G. Charski: At 12:30 P.M. At 196 Stanton St. A 1976 Cadillac #6S69R6Q453328 Re: Gregorio Santa-Rita & Michael P. Eason. At 61-05 32nd Ave., Woodside, Queens, N.Y. A 1984 Ford #1FMCU14S3EUC88319 Re: Marino J. Martinez—At 1:30 P.M. AL DELLAVALLE, Auctioneer.

## LEGAL ADVERTISING

### Legal Notice

DEA Case No. CT-85-0117: Notice is hereby given that on 3-21-85 the following items were seized at Bronx, New York for violation of 21 USC 881:$1,525. Jewelry Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $250., in the form of a cashier's check or certified check made payable to the U.S. Dept. of Justice, or approved surety on or before 10-3-85. An indigency petition may be filed in lieu of a cost bond. Otherwise, the property will be administratively forfeited pursuant to 19 USC 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 USC 1618 and 21 CFJR 1316.71-1316.81 without filing a cost bond.

Michael J. Agnese
Associate Special Agent in Charge

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DEA Case No. CT-85-0181: Notice is hereby given that on 8-21-85 the following items were seized at Brooklyn, New York for violation of 21 USC 881:'82 Honda Accord VIN# MSZ5425CC079707 Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $630., in the form of a cashier's check or certified check made payable to the U.S. Dept. of Justice, or approved surety on or before 10-3-85. An indigency petition may be filed in lieu of a cost bond. Otherwise, the property will be administratively forfeited pursuant to 19 USC 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 USC 1618 and 21 CFJR 1316.71-1316.81 without filing a cost bond.

Michael J. Agnese
Associate Special Agent in Charge

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DEA Case No. CJ-85-0149: Notice is hereby given that on 7-17-85 the following items were seized at LaGuardia Airport, Queens NY for violation of 21 USC 881:$35,015 U.S. Currency Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $2,500., in the form of a cashier's check or certified check made payable to the U.S. Dept. of Justice, or approved surety or or before 10-3-85. An indigency petition may be filed in lieu of a cost bond. Otherwise, the property will be administratively forfeited pursuant to 19 USC 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 USC 1618 and 21 CFJR 1316.71-1316.81 without filing a cost bond.

Michael J. Agnese
Associate Special Agent in Charge

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DEA Case No. CJ-85-0161: Notice is hereby given that on 8-12-85 the following items were seized at LaGuardia Airport, Queens NY for violation of 21 USC 881:$16,880. U.S. Currency Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $1,688., in the form of a cashier's check or certified check made payable to the U.S. Dept. of Justice, or approved surety on or before 10-3-85. An indigency petition may be filed in lieu of a cost bond. Otherwise, the property will be administratively forfeited pursuant to 19 USC 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 USC 1618 and 21 CFJR 1316.71-1316.81 without filing a cost bond.

Michael J. Agnese
Associate Special Agent in Charge

C0175-1A

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VOL. CL NO. 190 Monday, September 30, 1985 150th Year

## TODAY

### No Place Like Home

Rates are falling, but carpenters aren't rushing to raise the roofbeams. Today's feature section reviews the housing market across the country, highlighting different regions through specific products, from condos to log homes. The section begins on page........................ 9

**MORTGAGE COMPANY SURVEY:** Mortgage businesses are changing hands at a furious pace, according to an *American Banker* survey............... 1

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**TRUST SERVICE DISPUTE:** Many large national banks offering trust services are up in arms over a demand by their federal regulator that they reimburse trust customers whose cash accounts may have been improperly invested....................... 2

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**CITICORP IN ARIZONA:** Citicorp has agreed to acquire Great Western Bank & Trust Co. of Phoenix......... 3

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### news monday

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Washington Monday

**AGGIE MAE:** A new "Mae" sister by the name of "Aggie," may be joining the family of secondary market agencies with the aim of bolstering the Farm Credit System by buying farm loans and reselling them as securities... ........................................ 25

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**Capital People**... ................................ 24

# Acquisitions in the Mortgage Arena Accelerate

## Major Buyers Are Nonbanks, According to Top 300 Survey

By L. MICHAEL CACACE

NEW YORK — Acquisitions of both mortgage servicing portfolios and mortgage companies are occurring at a frantic pace. Commercial banks have been the major sellers; nonbank firms the major buyers.

Nonfinancial firms are moving into mortgage servicing because they view it as the ideal point of entry into the financial services field. The chances of being quickly profitable are greatest there.

Banks, on the other hand, have been leaving the field because the prices for servicing portfolios are at historically high levels, and many banks have been under pressure to quickly increase their capital positions.

Over the first half of the year, there were nine major mergers of those companies ranked among the top 300 firms in the industry. In the first half of 1984, there were five such mergers.

As to who bought and who sold, seven of the nine sellers were commercial banking firms, one was a nonbanking

➜ Mortgage: Page 42

### Major Mortgage Company Acquisitions This Year

| Acquirer<br>Company Acquired | Date | ($ Millions)<br>Portfolio | Price |
|---|---|---|---|
| General Motors Acceptance Corp.<br>Norwest Mortgage Inc., Minneapolis | 3/85 | $11,000 | $125 |
| General Motors Acceptance Corp.<br>Colonial Mortgage Service Co., Philadelphia | 5/85 | $7,400 | $190 |
| Metropolitan Life Insurance Co.<br>CrossLand Capital Corp., Los Angeles | 6/85 | $9,700 | $200 |
| Commonwealth Financial Group, Houston<br>General Electric Mortgage Corp., Portland | 8/85 | $2,850 | $145 |
| Goldome FSB, Buffalo, N.Y.<br>Bankers' Funding Corp., Newport Beach | 6/85 | $525 | N.A. |

Table shows acquisitions made this year by the five largest mortgage companies ranked among the top 300 at midyear.

# Glancing into the Future of the Middle Market and Swaps

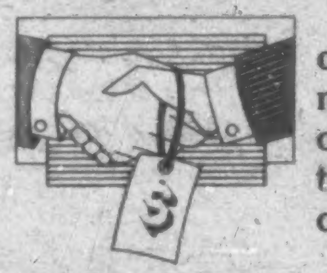
## Mid-Sized Firms Are Seeking Financial Service Options

By LISABETH WEINER

BOSTON — Bankers who focus on the middle market for commercial lending activity are going to find growing demand from their customers for a host of financial service options, according to Russell Faucett, a managing partner of Barrington Associates, a Los Angeles consulting firm.

Mr. Faucett told Robert Morris Associates' convention last week that two major trends have changed the way companies raise money: It is easier today to go public, and it is easier to raise big chunks of capital.

Because of this, Mr. Faucett said, medium-size companies' feelings about their bankers have also changed.



Commercial Lending

"Middle-market companies have less loyalty to their banks," he said. "They engage in shopping. Relationships are more transaction-oriented. Companies have access to many different forms of finance."

And there are pitfalls to watch out for in working with these companies, he said. The credit status of these firms

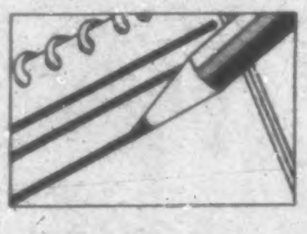
➜ Middle Market: Page 8

## $150 Billion Market in Interest Rate Swaps Predicted

BOSTON — The largest interest rate swap ever arranged was for $350 million, and guess who did it? Why, Citicorp, of course, Citicorp's J. Michael Payte told the Robert Morris Associates convention.

Mr. Payte is a vice president with Citicorp's investment banking division and in charge of interest rate swaps for the company's financial institutions. Citicorp is the biggest player in the market.

Mr. Payte predicted the market in interest rate swaps will total $150 billion this year. He did not give details of the $350 million deal arranged by Citicorp.

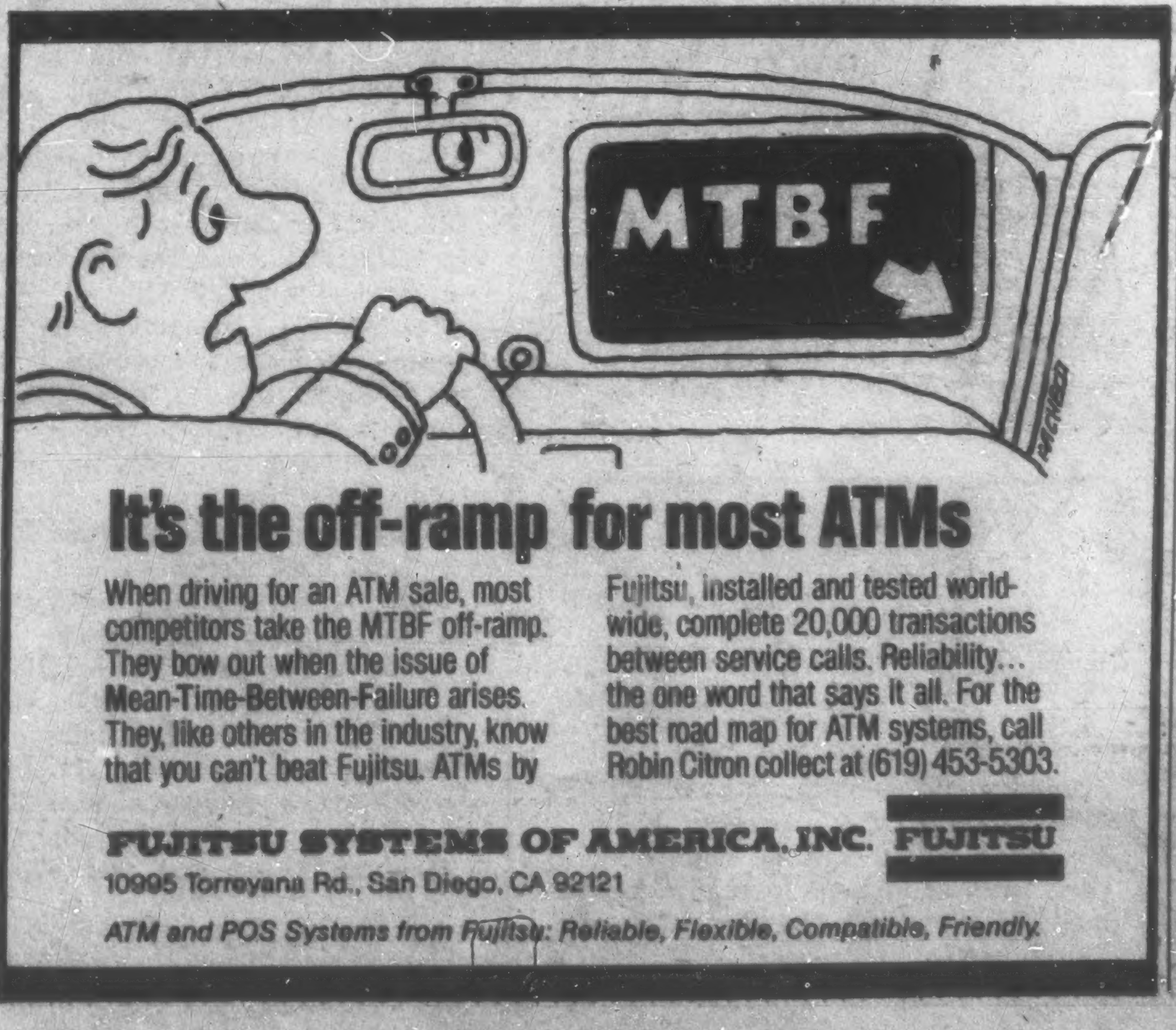


Reporter's Notes

While most swaps are priced based on a seven- to 10-year Treasury bond rate, Mr. Payte said that Citibank has gone out as far as 12 years, although he said "that requires a policy decision." A Chase Manhattan Bank senior vice president, Charles Brauch, said his bank has gone out as far as 16 years on some swaps.

Mr. Payte also said the International Swap Dealers Association is planning to revise its swap code, probably in time for the professional group's first annual meeting sometime in

➜ Notes: Page 8



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# The Top 300 Mortgage Companies

## Based on Volume of Permanent Mortgages Serviced on June 30, 1985 (a)

Compiled by **American Banker** Copyright 1985

TOP 100

| Rank 6/30/85 | Name of Firm and Headquarters City | Dollar Volume of Mortgages Serviced 6/30/85 | 6/30/84 | Rank 6/30/84 | Gain in Rank | No. of Mortgages Serviced 6/30/85 | No. of Investors 6/30/85 Excluding GNMA Pools | GNMA Pools |
|---|---|---|---|---|---|---|---|---|
| 1 | Lomas & Nettleton Financial Corp., Dallas | 20,245,241,228 | 18,253,388,000 | 1 | | 678,456 | 859 | 2,622 |
| 2 | GMAC Mortgage Co., Melrose Park, Pa. | 19,339,293,000 | .......... | ... | | 324,633 | 816 | 1,573 |
| 3 | Manufacturers Hanover Mortgage Corp., Farmington Hills, Mich. | 14,241,445,000 | 10,216,899,000 | 3 | | 364,619 | 562 | 2,606 |
| 4 | Metmor Financial, Inc., Los Angeles (b) | 9,728,718,260 | 7,219,844,434 | 6 | +2 | 223,260 | 361 | 1,901 |
| 5 | Weyerhaeuser Mortgage Co., Los Angeles | 9,114,850,844 | 9,143,513,000 | 4 | | 188,060 | 410 | 1,993 |
| 6 | Citicorp Homeowners Services, Inc., St. Louis, Mo. | 8,721,409,648 | 5,000,000,000 | 20 | + 14 | 157,062 | 258 | 583 |
| 7 | Fleet Mortgage Corp., Milwaukee, Wis. | 7,867,317,000 | 7,713,324,584 | 5 | | 236,996 | 696 | 2,011 |
| 8 | First Interstate Mortgage Co., Pasadena, Calif. | 7,549,516,106 | 6,209,485,726 | 10 | +2 | 93,774 | 378 | 474 |
| 9 | Cameron-Brown Co., Charlotte, N.C. | 7,368,613,500 | 6,055,684,468 | 12 | +3 | 164,459 | 400 | 1,026 |
| 10 | Commonwealth Mortgage Corp., Houston | 7,211,891,444 | 6,709,669,863 | 8 | | 167,197 | 656 | 1,552 |
| 11 | Goldome Realty Credit Corp., Buffalo, N.Y. | 6,645,675,640 | 5,750,704,724 | 13 | +2 | 135,889 | 235 | 357 |
| 12 | Anchor Mortgage Services, Inc., Wayne, N.J. | 6,600,000,000 | 6,128,944,814 | 11 | | 141,000 | 195 | 478 |
| 13 | Kissell Co., Springfield, Ohio | 6,549,787,000 | 6,638,000,000 | 9 | | 224,263 | 438 | 694 |
| 14 | Sovran Mortgage Corp., Richmond | 6,203,112,992 | 5,608,358,795 | 14 | | 158,823 | 265 | 1,176 |
| 15 | Richard Gill Co., San Antonio, Tex. | 6,105,091,125 | 5,373,000,000 | 15 | | 141,648 | 230 | 1,762 |
| 16 | Imco Realty Services Inc., Santa Rosa, Calif. (c) | 6,057,396,342 | 4,727,861,000 | 23 | +7 | 129,350 | 286 | 316 |
| 17 | Chemical Mortgage Corp., Columbus, Ohio | 5,948,897,982 | 5,198,960,000 | 18 | +1 | 85,833 | 250 | 677 |
| 18 | Alliance Mortgage Co., Jacksonville, Fla. | 5,838,894,942 | 5,223,357,155 | 17 | | 117,867 | 158 | 1,494 |
| 19 | Bowest Corp., La Jolla, Calif. | 5,172,349,899 | 4,058,299,224 | 26 | +7 | 97,072 | 200 | 399 |
| 20 | Talman Home Mortgage Corp., Chicago | 5,143,491,377 | 5,251,980,000 | 16 | | 142,302 | 167 | 440 |
| 21 | Colwell Financial Corp., Los Angeles | 5,075,545,416 | 5,064,143,672 | 19 | | 174,708 | 275 | 1,524 |
| 22 | Stockton, Whatley, Davin & Co., Jacksonville, Fla. | 5,036,651,000 | 4,510,185,284 | 25 | +3 | 139,053 | 273 | 3 |
| 23 | Pacific First Mortgage Corp., Walnut Creek, Calif. (d) | 4,950,272,000 | 3,117,502,333 | 35 | + 12 | 128,552 | 130 | 586 |
| 24 | Shearson Lehman Mortgage Corp., Irvine, Calif. | 4,695,939,690 | 4,730,402,732 | 22 | | 92,581 | 398 | 859 |
| 25 | New York Guardian Mortgagee Corp., Hempstead, N.Y. | 4,607,409,720 | 2,255,125,123 | 52 | + 27 | 101,446 | 32 | 2,598 |
| 26 | Bright Mortgage Co., Dallas | 4,447,700,000 | 2,317,038,000 | 50 | + 24 | 124,125 | 291 | 722 |
| 27 | Rainier Financial Services Co., Seattle | 4,388,264,773 | 3,887,700,795 | 28 | +1 | 91,904 | 163 | 853 |
| 28 | Waterfield Mortgage Co., Inc., Fort Wayne, Ind. | 4,100,000,000 | 3,200,000,000 | 32 | +4 | 118,000 | 150 | 895 |
| 29 | Security Pacific Mortgage Corp., Denver | 4,069,154,000 | 4,640,000,000 | 24 | | 80,054 | 380 | 995 |
| 30 | Southeast Mortgage Co., Miami | 3,872,664,682 | 3,659,100,000 | 30 | | 75,243 | 300 | 609 |
| 31 | Fleet Real Estate Funding Corp., Columbia, S.C. | 3,845,574,000 | 3,533,800,090 | 31 | | 127,689 | 237 | 953 |
| 32 | Reilly Mortgage Group, Inc., Washington, D.C. | 3,804,090,595 | 3,187,184,943 | 33 | +1 | 1,108 | 91 | 7 |
| 33 | J.I. Kislak Mortgage Service Corp., Miami | 3,717,320,521 | 2,365,008,381 | 49 | + 16 | 128,846 | 224 | 487 |
| 34 | Seafirst Mortgage Corp., Seattle | 3,682,704,000 | 3,017,252,490 | 36 | +2 | 70,548 | 348 | 89 |
| 35 | Midland Mortgage Co., Oklahoma City | 3,549,314,756 | 1,842,904,235 | 64 | + 29 | 95,146 | 145 | 423 |
| 36 | B.F. Saul Co., Chevy Chase, Md. | 3,418,593,076 | 2,689,313,380 | 40 | +4 | 27,147 | 99 | 133 |
| 37 | Mortgage & Trust, Inc., Houston | 3,389,790,272 | 2,867,076,752 | 38 | +1 | 87,052 | 287 | 779 |
| 38 | Lincoln Service Corp., Owensboro, Ky. | 3,288,879,348 | 2,927,775,335 | 37 | | 55,320 | 135 | 532 |
| 39 | PSFS Mortgage Corp.-West, Orange, Calif. | 3,184,905,940 | .......... | ... | | 58,557 | 125 | 427 |
| 40 | First Security Realty Services Corp., Salt Lake City | 3,172,366,000 | 3,722,872,000 | 29 | | 75,419 | 435 | 680 |
| 41 | Crocker Mortgage Co., Inc., Los Angeles | 3,128,000,000 | 3,950,000,000 | 27 | | 51,005 | 47 | 2 |
| 42 | Merrill Lynch Mortgage Corp., Stamford, Conn. | 2,979,889,830 | 4,850,363,257 | 21 | | 84,210 | 98 | 420 |
| 43 | Knutson Mortgage & Financial Corp., Minneapolis | 2,968,632,204 | 1,681,491,468 | 68 | + 25 | 61,644 | 164 | 564 |
| 44 | Troy & Nichols, Inc., Monroe, La. | 2,900,235,957 | 2,486,031,500 | 43 | | 100,937 | 308 | 603 |
| 45 | Mellon Financial Services Corp. #8, Cleveland | 2,853,542,000 | 1,025,718,144 | 111 | + 66 | 65,147 | 139 | 609 |
| 46 | General Electric Mortgage Corp., Portland, Ore. | 2,849,979,000 | 3,129,865,000 | 34 | | 44,999 | 198 | 1,059 |
| 47 | Coldwell Banker Real Estate Fin. Ser., Newport Beach, Calif. | 2,812,277,952 | 2,755,049,000 | 39 | | 6,708 | 16 | 67 |
| 48 | Foster Mortgage Corp., Fort Worth, Tex. | 2,789,700,000 | 2,496,300,902 | 42 | | 48,112 | 299 | 276 |
| 49 | Mortgage Investment Co. of El Paso, Tex. | 2,746,583,611 | N.A. | ... | | 71,206 | 95 | 807 |
| 50 | Paine Webber Mortgage Finance, Inc., Columbia, Md. (e) | 2,717,427,877 | 2,228,672,000 | 53 | +3 | 27,582 | 80 | 367 |
| 51 | Lumbermen's Investment Corp., Austin, Tex. | 2,717,346,004 | 2,564,183,811 | 41 | | 80,136 | 201 | 647 |
| 52 | Allstate Enterprises Mortgage Corp., Lincolnshire, Ill. | 2,708,495,000 | 2,314,291,508 | 51 | | 67,590 | 188 | 435 |
| 53 | ICM Mortgage Corp., Englewood, Colo. | 2,651,000,000 | 1,973,003,900 | 60 | +7 | 40,307 | 20 | 770 |
| 54 | FBS Mortgage Corp., St. Paul, Minn. | 2,649,115,000 | 2,218,063,044 | 54 | | 47,345 | 300 | 393 |
| 55 | Equitable Mortgage Resource Inc., Clearwater, Fla. | 2,636,753,799 | 1,325,218,880 | 88 | + 33 | 75,919 | 107 | 635 |
| 56 | Citicorp Real Estate, Inc., New York | 2,522,000,000 | 2,445,777,033 | 46 | | 1,201 | 96 | 58 |
| 57 | Chase Home Mortgage Corp., Montvale, N.J. | 2,465,391,000 | 2,191,371,000 | 55 | | 60,943 | 10,950 | 12,837 |
| 58 | Central Mortgage Co., Philadelphia | 2,460,292,313 | 1,594,000,000 | 69 | + 11 | 80,255 | 385 | 161 |
| 59 | North American Mortgage Co., Houston | 2,361,720,336 | 2,044,791,338 | 59 | | 32,748 | 290 | 188 |
| 60 | Gilldorn Mortgage Midwest Corp., Schaumburg, Ill. | 2,306,017,892 | 2,415,381,664 | 47 | | 68,500 | 252 | 375 |
| 61 | Old Stone Mortgage Corp., Seattle | 2,193,057,071 | 2,144,134,321 | 56 | | 63,549 | 215 | 443 |
| 62 | Latimer & Buck, Inc., Philadelphia | 2,157,178,386 | 2,415,085,303 | 48 | | 31,879 | 38 | 0 |
| 63 | Wachovia Mortgage Co., Winston-Salem, N.C. | 2,117,430,606 | 1,929,036,021 | 62 | | 49,027 | 140 | 350 |
| 64 | United Virginia Mortgage Corp., Richmond | 1,990,123,000 | 2,061,626,000 | 58 | | 54,869 | 279 | 342 |
| 65 | AmSouth Mortgage Co., Inc., Birmingham, Ala. | 1,950,092,009 | 1,944,814,762 | 61 | | 61,974 | 140 | 638 |
| 66 | Ryan Financial Services, Inc., Pittsburgh | 1,941,798,850 | 1,588,329,447 | 72 | +6 | 36,852 | 112 | 523 |
| 67 | Genstar Mortgage Corp., Glendale, Calif. | 1,934,184,000 | 2,450,350,000 | 45 | | 66,145 | 150 | 100 |
| 68 | Mortgage Corporation of the South, Birmingham, Ala. | 1,909,880,943 | 1,686,484,907 | 67 | | 72,837 | 394 | 1 |
| 69 | Charles F. Curry & Co., Kansas City, Mo. | 1,900,000,000 | 1,845,000,000 | 63 | | 55,919 | 30 | 800 |
| 70 | Guild Mortgage Co., San Diego, Calif. | 1,896,697,120 | 1,726,711,487 | 66 | | 32,485 | 75 | 374 |
| 71 | ARCS Mortgage, Inc., Canoga Park, Calif. | 1,890,239,732 | 1,509,501,766 | 74 | +3 | 31,615 | 79 | 300 |
| 72 | Collateral Investment Co., Birmingham, Ala. | 1,873,262,355 | 1,736,067,466 | 65 | | 64,008 | 112 | 418 |
| 73 | Barnett Mortgage Company, Jacksonville, Fla. | 1,803,827,086 | 1,318,508,729 | 92 | + 19 | 44,691 | 147 | 291 |
| 74 | CalFed Mortgage Co., Los Angeles | 1,790,391,000 | 1,453,050,350 | 80 | +6 | 26,978 | 51 | 240 |
| 75 | American Mortgage Co., Houston | 1,764,390,260 | 1,594,000,000 | 70 | | 33,187 | 240 | 277 |
| 76 | American General Mortgage Corp., Houston | 1,743,314,088 | 2,100,000,000 | 57 | | 15,877 | 58 | 3 |
| 77 | National Mortgage Co., Memphis, Tenn. | 1,713,639,000 | 1,387,943,124 | 82 | +5 | 70,104 | 94 | 376 |
| 78 | Margaretten & Company, Inc., Perth Amboy, N.J. | 1,713,000,000 | 1,496,677,648 | 77 | | 33,619 | 66 | 323 |
| 79 | Standard Mortgage Corp., New Orleans, La. | 1,704,844,000 | 1,497,349,000 | 76 | | 28,512 | 104 | 94 |
| 80 | Murray Mortgage Co., Dallas | 1,662,007,441 | 1,490,863,815 | 78 | | 39,657 | 165 | 250 |
| 81 | Dorman & Wilson, Inc., White Plains, N.Y. | 1,649,387,000 | 1,349,194,000 | 84 | +3 | 1,737 | 17 | 0 |
| 82 | First Alabama Real Estate Financing, Inc., Montgomery | 1,611,131,000 | 1,589,532,000 | 71 | | 43,165 | 163 | 359 |
| 83 | The Ryan Companies, Arlington, Tex. | 1,608,190,532 | 1,484,961,645 | 79 | | 25,658 | 144 | 189 |
| 84 | U.S. Bancorp Mortgage Co., Portland, Ore. | 1,607,293,204 | 1,364,724,277 | 83 | | 40,359 | 250 | 284 |
| 85 | American Southern Mortgage Corp., Miami | 1,605,262,858 | 980,295,829 | 114 | + 29 | 35,913 | 17 | 168 |
| 86 | Nowlin Mortgage Co., Fort Worth, Tex. | 1,586,023,000 | 1,415,385,000 | 81 | | 25,977 | 195 | 276 |
| 87 | EPIC Mortgage, Inc., Falls Church, Va. | 1,584,205,202 | 1,030,112,252 | 109 | + 22 | 22,689 | 169 | 20 |
| 88 | NBD Mortgage Co., Troy, Mich. | 1,574,809,267 | 1,323,255,080 | 89 | +1 | 53,626 | 100 | 200 |
| 89 | Intercounty Mortgagee Corp., Hempstead, N.Y. | 1,546,800,000 | 1,166,486,000 | 98 | +9 | 27,986 | 31 | 546 |
| 90 | Weaver Bros., Inc., Chevy Chase, Md. | 1,530,848,000 | 1,505,841,000 | 75 | | 31,639 | 56 | 249 |
| 91 | RIHT Mortgage Service Corp., Charlotte, N.C. | 1,495,199,000 | 1,321,077,000 | 91 | | 30,008 | 68 | 49 |
| 92 | Western Mortgage Loan Corp., Ogden, Utah | 1,461,859,702 | 1,339,000,000 | 86 | | 25,728 | 44 | 544 |
| 93 | Northland Mortgage Co., St. Paul, Minn. | 1,458,000,000 | 2,465,209,531 | 44 | | 38,753 | 219 | 314 |
| 94 | Mellon Financial Services Corp. #7, Metairie, La. | 1,444,723,666 | 1,321,291,331 | 90 | | 32,577 | 55 | 297 |
| 95 | North Central Financial Corp., Dayton, Ohio | 1,415,361,608 | 1,255,430,860 | 95 | | 43,084 | 81 | 296 |
| 96 | California Mortgage Service, Santa Ana | 1,400,354,030 | 1,533,939,657 | 73 | | 40,517 | 76 | 325 |
| 97 | Federated Financial Corp., Atlanta | 1,370,563,510 | 268,546,000 | 244 | +147 | 24,591 | 24 | 533 |
| 98 | L.J. Melody & Co., Houston | 1,329,304,909 | 1,037,476,000 | 107 | +9 | 163 | 8 | 0 |
| 99 | CFS Mortgage Corp., Omaha, Neb. | 1,315,505,363 | N.A. | ... | | 34,588 | 56 | 16 |
| 100 | WestAmerica Mortgage Co., Englewood, Colo. | 1,313,200,169 | 1,215,911,967 | 96 | | 23,200 | 83 | 362 |
| | TOTALS FOR TOP 100 | 373,731,911,860 | | | | 8,457,297 | 31,116 | 70,731 |

(a)— Excludes loans owned by mortgage company. (b)— Formerly CrossLand Capital Corp. Name changed 9/30/85. (c)—Formerly Wells Fargo Mortgage Co. (d)—Formerly Transamerica Mortgage Co. (e)—Formerly Rouse Real Estate Finance Inc. The company is now a subsidiary of PaineWebber Group Inc., New York. PaineWebber Group has two mortgage company subsidiaries with combined servicing totaling $3.63 billion on June 30.N.A.— Not Available.

# The Top 300 Mortgage Companies

## Based on Volume of Permanent Mortgages Serviced on June 30, 1985 (a)

Compiled by **American Banker** Copyright 1985

| Rank 6/30/85 | Name of Firm and Headquarters City | Dollar Volume of Mortgages Serviced 6/30/85 | Dollar Volume of Mortgages Serviced 6/30/84 | Rank 6/30/84 | Gain in Rank | No. of Mortgages Serviced 6/30/85 | No. of Investors 6/30/85 Excluding GNMA Pools | No. of Investors 6/30/85 GNMA Pools |
|---|---|---|---|---|---|---|---|---|
| 101 | Westland Mortgage Service Co., Sacramento, Calif. | 1,312,844,413 | 1,028,037,474 | 110 | +9 | 27,034 | 38 | 456 |
| 102 | Citizens & Southern Commercial Corp., Tucker, Ga. | 1,301,446,826 | 1,105,405,769 | 102 | | 31,433 | 218 | 278 |
| 103 | Security Savings Mortgage Corp., North Canton, Ohio | 1,295,525,663 | 251,706,976 | 254 | +151 | 45,094 | 58 | 75 |
| 104 | IntraWest Mortgage Co., Denver | 1,275,488,000 | 1,284,016,978 | 94 | | 22,490 | 229 | 193 |
| 105 | Peoples Mortgage Co., Seattle | 1,263,896,178 | 1,343,631,538 | 85 | | 34,039 | 79 | 296 |
| 106 | Countrywide Funding Corp., Inc., Pasadena, Calif. | 1,254,000,000 | 1,292,918,315 | 93 | | 27,000 | 58 | 4 |
| 107 | American Fletcher Mortgage Co., Inc., Indianapolis | 1,238,559,432 | 1,100,099,000 | 104 | | 29,069 | 152 | 10 |
| 108 | Draper & Kramer, Inc., Chicago | 1,224,489,015 | 945,958,000 | 118 | + 10 | 9,883 | 45 | 132 |
| 109 | Valley National Mortgage Co., Phoenix, Ariz. | 1,224,087,881 | 1,179,000,000 | 97 | | 30,830 | 72 | 308 |
| 110 | Colonial Mortgage Co., Montgomery, Ala. | 1,162,602,663 | 1,089,310,036 | 105 | | 38,393 | 83 | 383 |
| 111 | First Atlanta Mortgage Corp. | 1,142,566,788 | 1,100,473,000 | 103 | | 34,643 | 110 | 325 |
| 112 | Banc One Mortgage Corp., Piqua, Ohio | 1,123,956,677 | N.A. | ... | | 32,135 | 20 | 106 |
| 113 | Dominion Bankshares Mortgage Corp., Fairfax, Va. | 1,120,017,994 | 1,030,509,635 | 108 | | 28,103 | 111 | 154 |
| 114 | Liberty Mortgage Co., Oklahoma City | 1,100,661,758 | 958,057,216 | 116 | +2 | 20,328 | 94 | 244 |
| 115 | South Coast Mortgage Co., San Antonio, Tex. | 1,090,593,138 | 1,000,000,000 | 113 | | 21,907 | 140 | 136 |
| 116 | Trust Company Mortgage, Atlanta | 1,087,104,142 | 953,604,147 | 117 | +1 | 26,179 | 133 | 160 |
| 117 | Freedom Mortgage Company, Tampa, Fla. | 1,083,629,000 | 1,145,600,000 | 100 | | 26,741 | 45 | 66 |
| 118 | Fidelity Bond & Mortgage Co., Philadelphia | 1,081,332,893 | 1,021,688,088 | 112 | | 33,173 | N.A. | N.A. |
| 119 | Sko-Fed Mortgage Corp., Newport Beach, Calif. | 1,060,243,484 | .......... | ... | | 12,456 | 45 | 1 |
| 120 | Wallace Moir Co., Beverly Hills, Calif. | 1,054,119,383 | N.A. | ... | | 1,460 | 10 | 0 |
| 121 | Firstier Mortgage Co., Omaha, Neb. | 1,045,434,041 | N.A. | ... | | 15,762 | 62 | 278 |
| 122 | Molton, Allen & Williams, Inc., Birmingham, Ala. | 1,030,766,613 | 726,811,471 | 132 | + 10 | 24,966 | 144 | 160 |
| 123 | Continental, Inc., Seattle | 1,025,427,658 | 968,638,193 | 115 | | 19,252 | 63 | 282 |
| 124 | U.S. Home Mortgage Corp., Clearwater, Fla. | 1,003,000,000 | 789,062,981 | 130 | +6 | 17,000 | 35 | 270 |
| 125 | Hinton Mortgage & Investment Co., Dallas | 988,151,667 | 896,549,107 | 120 | | 20,982 | 210 | 564 |
| 126 | Cenlar Capital Corp., Pennington, N.J. (b) | 987,983,466 | 595,301,000 | 148 | + 22 | 24,130 | 140 | 169 |
| 127 | Abacus Real Estate Finance Co., Chicago | 968,069,273 | 1,338,132,623 | 87 | | 1,102 | 42 | 0 |
| 128 | CenTrust Mortgage Corp., Fort Lauderdale, Fla. | 967,165,000 | 683,876,751 | 133 | +5 | 19,719 | 158 | 3 |
| 129 | Rothschild Financial Corp., St. Paul, Minn. | 929,197,000 | 849,104,000 | 127 | | 23,650 | 175 | 96 |
| 130 | H.S. Pickrell Co., Phoenix, Ariz. | 917,272,356 | 891,590,721 | 121 | | 14,186 | 51 | 255 |
| 131 | Walker & Dunlop, Inc., Washington, D.C. | 916,535,000 | 910,783,000 | 119 | | 274 | 24 | 3 |
| 132 | Sunbank Mortgage Co., Orlando, Fla. | 911,316,000 | 655,466,435 | 138 | +6 | 25,492 | 102 | 10 |
| 133 | Paine Webber Health Care Funding Inc., New York. | 910,386,748 | .......... | ... | | 37 | 7 | 18 |
| 134 | Indiana Mortgage Corp., Indianapolis | 900,000,000 | 543,319,936 | 163 | + 29 | 18,630 | 90 | 71 |
| 135 | Western American Financial Corp., Phoenix, Ariz. | 887,556,955 | 868,664,647 | 124 | | 21,807 | 56 | 124 |
| 136 | Midlantic Home Mortgage Corp., Melville, N.Y. | 867,671,395 | 639,105,152 | 140 | +4 | 18,634 | 51 | 272 |
| 137 | Universal Mortgage Corp., Milwaukee, Wis. | 866,236,931 | 762,000,000 | 131 | | 24,159 | 78 | 349 |
| 138 | Georgia Co., Columbus | 846,622,212 | 806,432,247 | 129 | | 29,912 | 38 | 293 |
| 139 | Bancwest Mortgage Corp., Phoenix, Ariz. | 834,607,997 | 853,553,000 | 126 | | 18,946 | 57 | 72 |
| 140 | Gulf Coast Investment Corp., Houston | 823,962,328 | 867,486,858 | 125 | | 27,556 | 110 | 258 |
| 141 | York Associates, Inc., Washington, D.C. | 807,267,600 | 513,298,600 | 169 | + 28 | 138 | 0 | 56 |
| 142 | Pine State Securities Corp., Tucker, Ga. | 780,000,000 | 470,000,000 | 183 | + 41 | 18,000 | 105 | 81 |
| 143 | Globe Mortgage Co., Hackensack, N.J. | 761,000,000 | 536,334,201 | 166 | + 23 | 12,424 | 124 | 184 |
| 144 | Commercial Credit Mortgage Co., Baltimore | 757,947,526 | .......... | ... | | 13,611 | 15 | 126 |
| 145 | Gershman Investment Corp., St. Louis, Mo. | 756,207,456 | 604,542,602 | 147 | +2 | 21,144 | 105 | 151 |
| 146 | BancBoston Mortgage Corp., Wellesley Hills, Mass. | 746,993,352 | 548,214,000 | 160 | + 14 | 15,443 | 20 | 12 |
| 147 | New York Urban Servicing Co., Inc. | 742,378,525 | 512,720,000 | 171 | + 24 | 286 | 7 | 0 |
| 148 | BA Mortgage & International Realty Corp., San Francisco | 732,172,000 | 426,855,000 | 192 | + 44 | 2,100 | 20 | 0 |
| 149 | Brokers Mortgage Service, West Collingswood, N.J. | 728,494,189 | 300,267,778 | 233 | + 84 | 12,854 | 39 | 0 |
| 150 | Robert C. Wilson Co., Houston | 728,289,705 | 681,752,676 | 134 | | 556 | 10 | 0 |
| 151 | Investors Residential Mortgage Corp., Austin, Tex. (c) | 722,629,800 | 594,622,754 | 149 | | 14,800 | 100 | 63 |
| 152 | W. Ross Campbell Co., Los Angeles | 703,418,655 | 551,869,365 | 159 | +7 | 83 | 5 | 0 |
| 153 | Connecticut National Mortgage Co., West Hartford | 701,972,914 | .......... | ... | | 16,309 | 59 | 0 |
| 154 | Mason-McDuffie Financial Corp., Orinda, Calif. | 700,722,875 | 511,357,155 | 173 | + 19 | 367 | 16 | 0 |
| 155 | Commodore Financial Services Corp., Dallas (d) | 700,000,000 | 427,133,828 | 191 | + 36 | 37,000 | 60 | 320 |
| 156 | Washington Mortgage Corp., Seattle | 694,636,067 | 612,676,514 | 145 | | 4,171 | 61 | 5 |
| 157 | August Kohn & Co., Inc., Columbia, S.C. | 691,413,456 | 359,346,923 | 220 | + 63 | 17,763 | 148 | 160 |
| 158 | Honolulu Mortgage Co., Inc. | 689,845,236 | 558,976,703 | 156 | | 10,274 | 66 | 116 |
| 159 | Deposit Guaranty Mortgage Co, Jackson, Miss. | 672,690,439 | 678,449,277 | 135 | | 20,769 | 74 | 186 |
| 160 | W. Lyman Case & Co., Columbus, Ohio | 660,769,000 | 580,000,000 | 154 | | 302 | 12 | 0 |
| 161 | Investor's Mortgage Service Co., Burbank, Calif. | 654,957,813 | 878,199,968 | 123 | | 19,348 | 102 | 89 |
| 162 | Mercantile Mortgage Corp., Baltimore | 650,000,000 | 605,731,372 | 146 | | 5,930 | 41 | 77 |
| 163 | Sibley Corp., Rochester, N.Y. | 649,323,960 | 542,304,426 | 164 | +1 | 15,164 | 43 | 221 |
| 164 | Criterion Financial Corp., Dallas | 636,845,000 | 331,983,000 | 228 | + 64 | 9,121 | 36 | 225 |
| 165 | Colorado National Mortgage Co., Denver | 633,832,693 | 291,163,165 | 237 | + 72 | 11,482 | 253 | 7 |
| 166 | Directors Mortgage Loan Corp., Riverside, Calif. | 627,079,105 | 501,444,389 | 174 | +8 | 9,556 | 31 | 186 |
| 167 | Leader Mortgage Co., Cleveland | 626,000,000 | 626,049,684 | 142 | | 41,800 | 80 | 113 |
| 168 | Southwest Mortgage Co., Albuquerque, N.M. | 623,356,967 | 520,639,213 | 167 | | 13,628 | 61 | 184 |
| 169 | Bailey Mortgage Co., Jackson, Miss. | 617,798,989 | 557,196,566 | 157 | | 26,559 | 100 | 219 |
| 170 | Holland Mortgage & Investment Corp., Houston | 616,056,834 | 624,175,273 | 143 | | 11,251 | 180 | 0 |
| 171 | MNC Mortgage Co., Southfield, Mich. | 614,186,954 | 580,319,927 | 153 | | 19,706 | 62 | 160 |
| 172 | Wye Mortgage Corp., Baltimore | 611,551,711 | 586,422,744 | 152 | | 6,807 | 26 | 1 |
| 173 | Drew Mortgage Co., Houston | 605,173,959 | 560,000,000 | 155 | | 12,483 | 140 | 76 |
| 174 | Pan American Mortgage Corp., Miami | 605,116,094 | 662,000,000 | 137 | | 22,671 | 157 | 122 |
| 175 | Embanque Capital Corp., Carle Place, N.Y. | 600,000,000 | 416,898,300 | 197 | + 22 | 13,000 | 45 | 264 |
| 176 | United Mortgage Corp., Minneapolis | 590,492,403 | 1,165,593,155 | 99 | | 9,928 | 31 | 69 |
| 177 | Dale Funding Corp., Hempstead, N.Y. | 587,460,000 | 495,872,057 | 175 | | 12,990 | 21 | 224 |
| 178 | PB Mortgage Corp., Haddonfield, N.J. | 586,896,537 | 829,637,555 | 128 | | 11,779 | 99 | 34 |
| 179 | Van Schaack & Co., Denver | 568,063,927 | 545,391,645 | 162 | | 9,426 | 72 | 140 |
| 180 | First California Mortgage Co., Larkspur, Calif. | 559,000,000 | 422,000,000 | 195 | + 15 | 6,597 | 89 | 56 |
| 181 | BancOhio Mortgage Co., Columbus | 547,756,021 | 483,817,777 | 181 | | 19,849 | 25 | 0 |
| 182 | First Investment Co., Columbus, Ohio | 545,005,235 | 513,355,385 | 168 | | 21,802 | 67 | 245 |
| 183 | American Mortgage & Investment Co., Oklahoma City | 541,900,000 | 670,335,240 | 136 | | 19,800 | 95 | 0 |
| 184 | Sheahan Financial Co., Clayton, Mo. | 539,000,000 | 483,000,000 | 182 | | 18,132 | 89 | 70 |
| 185 | Unified Mortgage Company, Cupertino, Calif. | 533,032,261 | 373,829,398 | 211 | + 26 | 6,358 | 80 | 1 |
| 186 | Hammond Co., Newport Beach, Calif. | 521,000,000 | 513,172,926 | 170 | | 5,736 | 43 | 14 |
| 187 | Cowger & Miller Mortgage Co. Inc., Louisville, Ky. | 517,400,000 | 336,100,000 | 227 | + 40 | 14,432 | 58 | 56 |
| 188 | McCaughan Mortgage Co., Inc., Coral Gables, Fla. | 513,367,144 | 446,121,000 | 187 | | 24,321 | 78 | 77 |
| 189 | First Commercial Mortgage Co., Little Rock, Ark. | 512,410,400 | 547,000,000 | 161 | | 15,039 | 65 | 126 |
| 190 | Detroit Mortgage & Realty Co., Detroit | 510,143,576 | 490,984,767 | 178 | | 11,282 | 14 | 40 |
| 191 | E.B. Mortgage Corp., Towson, Md. | 501,911,464 | 412,300,000 | 199 | +8 | 11,000 | 38 | 4 |
| 192 | Landmark Mortgage Corp., Tampa, Fla. | 500,302,889 | .......... | ... | | 15,126 | 135 | 31 |
| 193 | Baird & Warner, Inc., Chicago | 496,484,242 | 494,486,000 | 176 | | 571 | 57 | 3 |
| 194 | Dickinson, Logan, Todd & Barber, Inc., Raleigh, N.C. | 481,649,237 | 373,403,622 | 212 | + 18 | 386 | 12 | 0 |
| 195 | Zions Mortgage Co., Salt Lake City | 481,434,205 | 435,000,000 | 188 | | 11,644 | 75 | 101 |
| 196 | Home Mortgage Co. of El Paso, Tex. | 476,000,000 | 401,000,000 | 201 | +5 | 14,376 | 49 | 124 |
| 197 | Tucker Brothers, Inc., Jacksonville, Fla. | 472,570,618 | 487,614,000 | 180 | | 16,825 | 67 | 220 |
| 198 | First Security Realty Services Corp., Portland, Ore. | 471,406,531 | 587,142,073 | 151 | | 6,000 | 69 | 0 |
| 199 | Valley Mortgage Corp., Salt Lake City | 467,114,746 | 234,444,124 | 260 | + 61 | 10,630 | 73 | 1 |
| 200 | Agrivest, Inc., Glastonbury, Conn. | 460,000,000 | .......... | ... | | 1,600 | 0 | 0 |
| | **TOTALS FOR 2ND 100** | **78,987,244,632** | | | | **1,653,422** | **7,381** | **12,188** |
| | **TOTALS FOR TOP 200** | **452,719,156,492** | | | | **10,110,719** | **38,497** | **82,919** |

(a)— Excludes loans owned by mortgage company. (b)—Formerly Larson Mortgage Co. (c)—Formerly Investors, Inc. (d)—Formerly National Mortgage Corp. of America
N.A.— Not Available.

# The Top 300 Mortgage Companies

## Based on Volume of Permanent Mortgages Serviced on June 30, 1985 (a)

Compiled by **American Banker** Copyright 1985

| Rank | | Dollar Volume of Mortgages Serviced | | Rank | Gain in | No. of Mortgages Serviced | No. of Investors 6/30/85 Excluding | GNMA |
|---|---|---|---|---|---|---|---|---|
| 6/30/85 | Name of Firm and Headquarters City | 6/30/85 | 6/30/84 | 6/30/84 | Rank | 6/30/85 | GNMA Pools | Pools |
| 201 | Missouri Valley Investment Co., Prairie Village, Kan. | 455,296,288 | 363,284,084 | 217 | + 16 | 10,870 | 0 | 0 |
| 202 | Moore Mortgage Co., Denver | 454,968,794 | 447,717,308 | 186 | | 6,830 | 98 | 105 |
| 203 | International Mortgage Co., Los Angeles | 451,865,000 | 886,731,878 | 122 | | 5,754 | 32 | 93 |
| 204 | C&S Real Estate Services, Inc., Charleston, S.C. | 451,663,000 | 420,159,000 | 196 | | 14,168 | 71 | 126 |
| 205 | Mission Hills Mortgage Corp., Tustin, Calif. | 451,162,496 | 427,966,071 | 189 | | 6,033 | 12 | 184 |
| 206 | USLife Real Estate Services Corp., Dallas | 451,000,000 | 489,290,188 | 179 | | 2,850 | 20 | 0 |
| 207 | Dollar Mortgage Corp., Columbus, Ohio | 450,452,590 | N.A. | ... | | 12,015 | 56 | 11 |
| 208 | Alaska Pacific Mortgage Co., Anchorage | 441,885,312 | 361,896,642 | 218 | + 10 | 4,559 | 30 | 0 |
| 209 | Arlington Mortgage Co., Inc., Falls Church, Va. | 433,413,428 | 224,747,106 | 269 | + 60 | 16,568 | 93 | 22 |
| 210 | Shelter America Corp., Aurora, Colo. | 427,773,000 | 416,135,000 | 198 | | 26,612 | 106 | 368 |
| 211 | Residential Financial Corp., Wayne, N.J. | 427,320,459 | ........ | ... | | 8,451 | 40 | 9 |
| 212 | R&G Mortgage Corp., Hato Rey, P.R. | 426,747,940 | 325,847,035 | 230 | + 18 | 10,950 | 32 | 176 |
| 213 | Merchants Mortgage Corp., Indianapolis | 425,830,225 | 371,941,425 | 213 | | 7,971 | 55 | 36 |
| 214 | Midland Mortgage Corp., Orlando, Fla. | 425,000,000 | 452,000,000 | 185 | | 17,640 | 101 | 120 |
| 215 | Mager Mortgage Co., Tulsa, Okla. | 424,937,863 | 356,421,000 | 221 | +6 | 13,244 | 0 | 0 |
| 216 | Cauble & Co., Atlanta | 420,000,000 | 327,000,000 | 229 | + 13 | 209 | 5 | 0 |
| 217 | Seattle Mortgage Co. | 418,956,287 | 425,000,000 | 193 | | 8,737 | 153 | 32 |
| 218 | Housing Mortgage Corp., Pittsburgh | 414,860,000 | 384,537,562 | 207 | | 13,150 | 113 | 34 |
| 219 | Third National Mortgage Co., Nashville | 414,526,460 | 391,907,278 | 203 | | 8,677 | 74 | 30 |
| 220 | Beverly Hills Securities Co., Encino, Calif. | 412,730,343 | 365,563,647 | 216 | | 6,977 | 23 | 87 |
| 221 | First of America Mortgage Co., Kalamazoo, Mich. (b) | 405,000,000 | 186,357,000 | 283 | + 62 | 15,664 | 37 | 0 |
| 222 | James B. Nutter & Co., Kansas City, Mo. | 404,000,000 | 370,000,000 | 214 | | 13,558 | 83 | 55 |
| 223 | Conservative Mortgage Co., Minneapolis | 400,538,505 | 465,863,000 | 184 | | 12,051 | 58 | 148 |
| 224 | Laurance Eustis Mortgage Corp., New Orleans, La. | 400,000,000 | 385,859,893 | 206 | | 6,400 | 27 | 84 |
| 225 | Numerica Financial Services, Inc., Clearwater, Fla. | 388,766,556 | 293,307,143 | 236 | + 11 | 10,779 | 32 | 115 |
| 226 | Regional Investment Co., Leawood, Kan. | 387,893,602 | 357,274,759 | 223 | | 14,551 | 84 | 193 |
| 227 | Oklahoma Mortgage Co., Inc., Oklahoma City | 381,418,055 | 380,377,361 | 209 | | 13,382 | 78 | 159 |
| 228 | Guardian Mortgage Co., Inc., Richardson, Tex. | 377,000,000 | 310,000,000 | 232 | +4 | 8,200 | 62 | 96 |
| 229 | Capital Mortgage Corp., Farmington Hills, Mich. | 375,000,000 | 310,881,416 | 231 | +2 | 14,174 | 48 | 56 |
| 230 | Lowell, Smith & Evers, Inc., Garden City, N.Y. | 367,391,000 | 391,150,000 | 204 | | 16,361 | 34 | 106 |
| 231 | Orbanco Real Estate Services Co., Portland, Ore. | 366,000,000 | 296,000,000 | 235 | +4 | 5,200 | 37 | 3 |
| 232 | Millikin Mortgage Co., Decatur, Ill. | 364,000,000 | 366,200,000 | 215 | | 14,350 | 6 | 190 |
| 233 | Hawkeye Bancorp. Mortgage Co., Des Moines, Iowa | 363,200,000 | 230,050,513 | 265 | + 32 | 10,093 | 61 | 142 |
| 234 | First Mortgage Corp., West Covina, Calif. | 359,958,352 | 341,095,460 | 225 | | 6,601 | 15 | 95 |
| 235 | American Continental Mortgage Co., Phoenix, Ariz. | 356,997,072 | 655,020,661 | 139 | | 4,625 | 17 | 305 |
| 236 | Firstbank Mortgage Co., Springfield, Ill. | 351,789,406 | ........ | ... | | 9,063 | 27 | 158 |
| 237 | Inland Mortgage Co. Inc., Indianapolis | 346,023,674 | 337,889,984 | 226 | | 7,721 | 80 | 100 |
| 238 | M&I Grootemaat Mortgage Corp., Milwaukee, Wis. | 340,687,481 | 357,833,884 | 222 | | 10,921 | 55 | 114 |
| 239 | Midlantic Mortgage Corp., Newark, N.J. | 335,862,276 | 593,053,476 | 150 | | 4,459 | 62 | 0 |
| 240 | Fidelity Investment Co., Wichita, Kan. | 335,000,000 | 243,000,000 | 257 | + 17 | 12,349 | 44 | 69 |
| 241 | GN Mortgage Co., Canoga Park, Calif. (c) | 330,945,448 | ........ | ... | | 4,009 | 22 | 0 |
| 242 | SouthTrust Mortgage Corp., Birmingham, Ala. (d) | 318,828,696 | 387,435,664 | 205 | | 7,577 | 40 | 75 |
| 243 | Bank South Mortgage Corp., Atlanta | 315,000,000 | 279,685,819 | 242 | | 7,723 | 35 | 100 |
| 244 | Stockton, White & Co., Raleigh, N.C. | 312,196,889 | 383,646,278 | 208 | | 8,768 | 42 | 48 |
| 245 | U.S. Mortgage Corp., Westmont, N.J. | 309,036,455 | 234,287,030 | 261 | + 16 | 6,030 | 11 | 63 |
| 246 | National Pacific Mortgage Corp., Cerritos, Calif. | 301,930,613 | 230,141,607 | 264 | + 18 | 3,840 | 4 | 7 |
| 247 | Thomas D. Wood & Co., Coconut Grove, Fla. | 300,000,000 | 285,000,000 | 239 | | 225 | 15 | 0 |
| 248 | Mercury Mortgage Co., Inc., Tulsa, Okla. | 298,000,000 | 284,000,000 | 241 | | 9,708 | 35 | 156 |
| 249 | St. Joseph Mortgage Co., South Bend, Ind. | 296,000,000 | 252,700,000 | 253 | +4 | 5,900 | 83 | 56 |
| 250 | Hartger & Willard Mortgage Assoc., Inc., Grand Rapids, Mich. | 291,900,000 | 297,021,600 | 234 | | 1,085 | 24 | 12 |
| 251 | American National Mortgage Co., Inc., Fort Worth, Tex. | 290,187,191 | 263,566,393 | 247 | | 6,764 | 81 | 76 |
| 252 | Kirk Mortgage Co., Philadelphia | 284,741,395 | 270,148,106 | 243 | | 13,973 | 31 | 39 |
| 253 | Bancshares Mortgage Co., Spokane, Wash. | 282,727,866 | 253,000,000 | 252 | | 4,010 | 53 | 1 |
| 254 | Megapolitan Mortgage Co., Denver | 278,857,224 | 233,000,000 | 262 | +8 | 3,325 | 100 | 0 |
| 255 | Stanwell Mortgage, Las Vegas, Nev. | 275,000,000 | 232,219,811 | 263 | +8 | 5,500 | 0 | 22 |
| 256 | Mercantile Mortgage Corp., Houston | 275,000,000 | N.A. | ... | | 4,500 | 10 | 8 |
| 257 | Calumet Securities Corp., Schererville, Ind. | 274,517,615 | 284,444,313 | 240 | | 10,576 | 46 | 0 |
| 258 | Southern National Mortgage Co., Charlotte, N.C. | 273,552,000 | 260,000,000 | 248 | | 7,056 | 35 | 128 |
| 259 | First NH Mortgage Corp., Manchester | 272,904,000 | 228,101,000 | 267 | +8 | 5,995 | 65 | 5 |
| 260 | Bank of Virginia Mortgage Corp., Richmond | 266,359,059 | 404,379,745 | 200 | | 5,818 | 50 | 20 |
| 261 | Rotan Mosle Mortgage Co. Houston | 258,000,000 | 229,000,000 | 266 | +5 | 134 | 10 | 0 |
| 262 | Glenfed Mortgage Corp., Burbank, Calif.(e) | 253,493,866 | N.A. | ... | | 5,706 | 23 | 32 |
| 263 | Gulf States Mortgage Co., Inc., Atlanta | 251,000,000 | ........ | ... | | 5,273 | 22 | 31 |
| 264 | Carl I. Brown & Co., Kansas City, Mo. | 250,005,000 | 240,000,000 | 258 | | 4,176 | 22 | 52 |
| 265 | First Financial Corp., Waco, Tex. | 250,000,000 | 244,696,704 | 256 | | 17,000 | 25 | 500 |
| 266 | Justice Mortgage Co., Inc., Dallas | 240,000,000 | 180,000,000 | 287 | + 21 | 6,000 | 24 | 20 |
| 267 | Alamo Investment Co., San Antonio, Tex. | 235,549,104 | ........ | ... | | 4,264 | 25 | 123 |
| 268 | Pool Mortgage Co., Oklahoma City | 224,987,309 | 266,611,306 | 246 | | 5,741 | 79 | 37 |
| 269 | Wortman & Mann, Inc., Jackson, Miss. | 219,907,142 | 223,405,316 | 270 | +1 | 8,075 | 32 | 52 |
| 270 | Towle Real Estate Co., Minneapolis | 219,588,544 | 216,538,000 | 272 | +2 | 562 | 32 | 0 |
| 271 | First Fidelity Mortgage Corp., Atlanta | 217,839,000 | 197,000,000 | 279 | +8 | 41 | 4 | 0 |
| 272 | MPact Mortgage Bankers, Abilene, Tex. | 215,200,981 | ........ | ... | | 3,127 | 23 | 18 |
| 273 | Fullerton Mortgage & Escrow Co., Calif. | 212,517,586 | 202,104,900 | 277 | +4 | 4,577 | 26 | 56 |
| 274 | GECC Financial Corp., Honolulu | 208,654,925 | 208,133,250 | 275 | +1 | 2,418 | 42 | 0 |
| 275 | Singleton Mortgage Corp., Memphis, Tenn. | 208,500,000 | 176,000,000 | 288 | + 13 | 6,300 | 26 | 1 |
| 276 | RepublicBank Mortgage Corp., Dallas (f) | 208,000,000 | 210,425,000 | 273 | | 2,100 | 9 | 0 |
| 277 | Occidental Mortgage Corp., West Covina, Calif. | 204,602,000 | N.A. | ... | | 3,358 | 6 | 0 |
| 278 | Beneficial Standard Mortgage Co., Los Angeles | 202,373,411 | 190,000,000 | 281 | +3 | 926 | 7 | 0 |
| 279 | AmBank Mortgage Co., Baton Rouge, La. | 201,417,775 | 189,000,000 | 282 | +3 | 5,525 | 39 | 20 |
| 280 | Boulevard Mortgage Co., Philadelphia | 200,147,394 | 181,222,327 | 286 | +6 | 7,694 | 37 | 54 |
| 281 | Pioneer Mortgage Corp., Shreveport, La. | 200,000,000 | 204,662,099 | 276 | | 7,261 | 36 | 63 |
| 282 | Glenn Justice Mortgage Co., Inc., Dallas | 200,000,000 | 260,000,000 | 249 | | 5,500 | 57 | 0 |
| 283 | Central Mortgage Bancshares, Inc., Springfield, Mo. | 199,431,154 | 172,525,491 | 290 | +7 | 7,240 | 40 | 58 |
| 284 | Turner Corp. of Oklahoma, Inc., Tulsa | 191,389,861 | 182,391,000 | 285 | +1 | 5,381 | 56 | 44 |
| 285 | John Burnham & Co., San Diego, Calif. | 188,897,269 | 251,602,000 | 255 | | 663 | 10 | 0 |
| 286 | First City Mortgage Co., Dallas | 188,000,000 | 195,321,781 | 280 | | 2,282 | 64 | 0 |
| 287 | A.E. Landvoigt, Fairfax, Va. | 183,540,122 | 162,312,767 | 295 | +8 | 2,790 | 16 | 72 |
| 288 | Camp & Co., Birmingham, Ala. | 183,000,000 | 91,569,784 | 329 | + 41 | 152 | 12 | 0 |
| 289 | Ensign Mortgage Co., Atlanta | 183,000,000 | 96,249,495 | 327 | + 38 | 4,499 | 48 | 6 |
| 290 | Alta Mortgage Co., Concord, Calif. | 182,681,455 | 221,069,000 | 271 | | 3,194 | 25 | 14 |
| 291 | Hancock Mortgage Corp., Gulfport, Miss. | 181,703,508 | 173,778,112 | 289 | | 3,991 | 49 | 19 |
| 292 | Atlantic Mortgage & Investment Corp., Jacksonville, Fla. | 170,989,000 | ........ | ... | | 4,848 | 20 | 67 |
| 293 | Barry S. Slatt Mortgage Co., San Francisco | 168,350,992 | 185,925,505 | 284 | | 300 | 0 | 0 |
| 294 | Harry Mortgage Co., Oklahoma City | 166,000,000 | 170,200,000 | 292 | | 5,100 | 52 | 0 |
| 295 | Carey Winston Co., Bethesda, Md. | 157,885,912 | 161,476,282 | 296 | +1 | 3,055 | 35 | 35 |
| 296 | Inter-City Mortgage Corp., Washington, D.C. | 156,000,000 | 157,492,750 | 297 | +1 | 3,350 | 7 | 2 |
| 297 | Flynn Investment Co., Harlingen, Tex. | 155,489,490 | 116,866,066 | 302 | +5 | 3,654 | 68 | 0 |
| 298 | Atlas Capital Corp., Encino, Calif. | 155,452,913 | 165,649,927 | 294 | | 2,478 | 16 | 86 |
| 299 | Citizens Mortgage Corp., Oklahoma City | 153,286,145 | N.A. | ... | | 2,964 | 42 | 0 |
| 300 | Dobson & Johnson, Inc., Nashville, Tenn. | 153,000,000 | 152,757,000 | 299 | | 3,725 | 23 | 19 |
| | **TOTALS FOR 3RD 100** | **29,934,281,773** | | | | **702,803** | **4,032** | **5,918** |
| | **TOTALS FOR TOP 300†** | **482,653,438,285** | **419,069,986,831** | | | **10,813,322** | **42,529** | **88,837** |

(a)— Excludes loans owned by mortgage company. (b)—Formerly Kelly Mortgage & Investment Co., Flint, Mich. (c)—Formerly Guaranty National Mortgage. (d)—Formerly Jackson Co. (e)—Formerly Wilshire Mortgage Co. (f)—Formerly Republic National Mortgage Corp. (†)—Data for 6/30/84 are for the top 300 companies on that date. N.A. — Not Available.

# Banks Unload Mortgage Servicing Portfolios to Increase Capital

**Continued from Page 1**

firm, and one was a savings bank. Last year, three of the sellers were independent mortgage companies, and two were commercial banking firms.

This year, six of the nine acquisitions were made by nonbanking firms; two by thrift institutions; and one by a foreign commercial bank. Last year, four of the acquisitions were made by commercial banking firms and one by a thrift institution.

These are some of the findings of the *American Banker's* annual survey of the top 300 mortgage companies in mortgage servicing, published today.

In Tuesday's edition, the top 100 commercial banks in mortgage servicing will be listed, as well as the top 25 servicing firms based on the combined servicing for companies with more than one mortgage subsidiary. There will also be a listing of thrift institutions with over $1 billion in servicing on March 31.

### Capital Plays Central Role

The same theme of the accelerated pace of mortgage acquisitions is stressed by Lawrence J. Trautman, senior vice president and director of Donaldson, Lufkin & Jenrette's mortgage banking industry practice.

"The first half of the year witnessed an explosion of transactions, straining the ability of investment bankers, attorneys, and accountants to process the landmark-level of acquisitions," he says. And he adds that "the behind-the-scenes clamor to close mortgage banking acquisitions remains brisk."

As reported by the *American Banker* back on May 6, the main reason for the departure of banks from the mortgage field was a proposed regulation that would not have allowed them to include the intangible asset represented by the rights to service a mortgage portfolio in their primary capital computation. And while that proposal was quashed by federal regulators in April, it may still have done its work.

Also, back in May, investment banker Trautman noted: "The focus on raising additional capital continues to be the major issue addressed in the boardrooms of America's banking community. And the value to the bank of the off-balance-sheet asset represented by a mortgage servicing portfolio — which is not easily understood by shareholders or the investment community — may not be as great as the value of the proceeds from the sale of that portfolio which provide funds to enhance its capital position."

## The 10 Largest Gainers Among the Top 300 Mortgage Companies

| | (Dollar Amounts in Millions) | Servicing 6/30/85 | Servicing 6/30/84 | Percent Increase | Mtge. Rank |
|---|---|---|---|---|---|
| 1 | Security Savings Mortgage Corp., North Canton, Ohio | 1,295.5 | 251.7 | 414.70 | 103 |
| 2 | Federated Financial Corp., Atlanta | 1,370.6 | 268.5 | 410.36 | 97 |
| 3 | Mellon Financial Services Corp. #8, Cleveland | 2,853.5 | 1,025.7 | 178.20 | 45 |
| 4 | Brokers Mortgage Service, West Collingswood, N.J. | 728.5 | 300.3 | 142.61 | 149 |
| 5 | Colorado National Mortgage Co., Denver | 633.8 | 291.2 | 117.69 | 165 |
| 6 | First of America Mortgage Co., Kalamazoo, Mich. | 405.0 | 186.4 | 117.32 | 221 |
| 7 | New York Guardian Mortgagee Corp., Hempstead | 4,607.4 | 2,255.1 | 104.31 | 25 |
| 8 | Camp & Co., Birmingham, Ala. | 183.0 | 91.6 | 99.85 | 288 |
| 9 | Valley Mortgage Corp., Salt Lake City | 467.1 | 234.4 | 99.24 | 199 |
| 10 | Equitable Mortgage Resource Inc., Clearwater, Fla. | 2,636.8 | 1,325.2 | 98.97 | 55 |

## The 10 Largest Losers Among the Top 300 Mortgage Companies

| | (Dollar Amounts in Millions) | Servicing 6/30/85 | Servicing 6/30/84 | Percent Decrease | Mtge. Rank |
|---|---|---|---|---|---|
| 1 | United Mortgage Corp., Minneapolis | 590.5 | 1,165.6 | 49.34 | 176 |
| 2 | International Mortgage Co., Los Angeles | 451.9 | 886.7 | 49.04 | 203 |
| 3 | American Continental Mortgage Co., Phoenix, Ariz. | 356.9 | 655.0 | 45.50 | 235 |
| 4 | Midlantic Mortgage Corp., Newark, N.J. | 335.9 | 593.1 | 43.37 | 239 |
| 5 | Northland Mortgage Co., St. Paul, Minn | 1,458.0 | 2,465.2 | 40.86 | 93 |
| 6 | Merrill Lynch Mortgage Corp., Stamford, Conn. | 2,979.9 | 4,850.4 | 38.56 | 42 |
| 7 | Bank of Virginia Mortgage Corp., Richmond | 266.4 | 404.4 | 34.13 | 260 |
| 8 | PB Mortgage Corp., Haddonfield, N.J. | 586.9 | 829.6 | 29.26 | 178 |
| 9 | Abacus Real Estate Finance Co., Chicago | 968.1 | 1,338.1 | 27.66 | 127 |
| 10 | Investor's Mortgage Service Co., Burbank, Calif. | 654.9 | 878.2 | 25.42 | 161 |

Mr. Trautman's prediction appears to be correct. Despite the regulators' ruling, some banks continue to sell their servicing portfolios to bolster their capital positions.

Also, it appears that some banks — especially those that may be the targets of acquisitions by other banks — may sell off their servicing to monetize their servicing-rights asset prior to an acquisition. For example, Northwestern Financial Corp., North Wilkesboro, N.C., is in the process of being acquired by First Union Corp., Charlotte.

In the second quarter of this year, Northwestern Financial sold its mortgage subsidiary — Northwestern Mortgage Corp., Charlotte, N.C.— to Barclays American Corp., a subsidiary of Barclays Bank PLC, London.

Northwestern Mortgage ranked 165th in servicing at midyear 1984, with $540 million. It did not participate in this year's survey. First Union owns Cameron-Brown Co., Charlotte, the ninth largest mortgage company in the nation.

One of the reasons for the entry of nonfinancial firms into the mortgage servicing industry is that — unlike other areas of the financial industry — tremendous market share is not needed to be profitable. You can be very profitable in the mortgage servicing industry with less than 1% of the market share.

For thrift institutions, mortgage company acquisitions are a good way to increase loan-production capability. Also, in this era of deregulation, many financial services companies — including insurance companies, finance companies, and brokerage firms — have an overall strategy of diversification, and mortgage company acquisitions fit into this strategy.

### The Major Acquisitions

Listed below are the 10 major acquisitions that occurred over the first nine months of 1985. They appear in the order of size of the acquiring company.

- Second ranked GMAC Mortgage Co., Melrose Park, Pa., was formed after its parent, General Motors Acceptance Corp., Detroit, the financing arm of General Motors Co., made two acquisitions.

In March, GMAC acquired Norwest Mortgage Inc., Minneapolis, and its $11.1 billion servicing portfolio from Norwest Corp. for $125 million, or 1.1% of servicing volume. And in May it acquired Colonial Mortgage Service Co., Philadelphia, and its $7.4 billion servicing portfolio from CoreStates Financial Corp., Philadelphia, for $190 million, or 2.56% of servicing volume.

- Fourth ranked Metmor Financial Inc., Los Angeles, formerly CrossLand Capital Corp., was acquired by Metropolitan Life Insurance Co. from CrossLand Savings FSB, Brooklyn, N.Y., in June, for $200 million, or about 2.1% of its volume. (CrossLand Savings is currently converting from a mutual company to a stock company.)
- Commonwealth Financial Group, Houston,the parent of the 10th ranked Commonwealth Mortgage Corp., acquired the 46th ranked General Electric Mortgage Corp., Portland, Ore., in August for about $145 million cash. It paid $60 million for GEMC's mortgage servicing rights, or 2.1% of GEMC's $2.85 billion portfolio. Had the merger taken place before midyear, Commonwealth Mortgage would have ranked fourth, with $10.1 billion in servicing.
- The 11th ranked Goldome Realty Credit Corp., Buffalo, N.Y., a subsidiary of Goldome FSB, Buffalo, acquired the $525 million servicing portfolio of Bankers' Funding Corp., Newport Beach, Calif., in June. Bankers' Funding was a subsidiary of Central Pacific Corp., the holding company for American National Bank, Bakersfield.
- The 16th ranked Imco Realty Services Inc., Santa Rosa, Calif., was formed in April, when Wells Fargo & Co. sold the 35th ranked Wells Fargo Mortgage Co., also in Santa Rosa, and its $3 billion portfolio, plus an additional $3.5 billion in servicing from the portfolio of Wells Fargo Bank NA to a limited partnership organized by Integrated Resources Inc., New York, for $108 million, plus the assumption of certain liabilities. Integrated Resources organizes and manages investment programs in real estate, leveraged buyouts, energy, equipment leasing, and other businesses.
- In February, Owens-Illinois Inc., Toledo, Ohio, a diversified company, acquired the 18th ranked Alliance Mortgage Co., Jacksonville, Fla., and its $5.1 billion portfolio from Florida National Banks of Florida Inc., Jacksonville, for $115 million, or 2.25% of its mortgage servicing volume.
- The 58th ranked Central Mortgage Co., Philadelphia, a subsidiary of PSFS, purchased the $500 million servicing portfolio of Equibank, Pittsburgh, for $6 million, or 1.2% of servicing volume, at midyear. Among commercial banks, Equibank ranked 15th in servicing, with $415 million on June 30, 1984.
- On May 17, American Can Co. acquired Berg Enterprises Inc., Iselin,

➜ Mortgage: Page 43

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# Nonbank Firms Prize Mortgage Businesses as Points of Entry

Continued from Page 42

N.J., for $125 million. Berg was the parent of Margaretten & Co., Perth Amboy, N.J., the nation's 78th largest mortgage company, with $1.7 billion in servicing on June 30.

- As mentioned above, Northwestern Mortgage Corp., Charlotte, N.C., was acquired by a subsidiary of Barclays American Corp., from Northwestern Financial Corp., North Wilkesboro, N.C., in the second quarter of this year.

- Also, in August, Ford Motor Co. agreed to acquire First Nationwide Financial Corp., the parent of First Nationwide Savings, San Francisco, for $493 million. The major reason for this acquisition by Ford is to gain entrance to the mortgage lending market. First Nationwide Savings had $2.7 billion in servicing on March 31, 1985, the latest data available for the institution. First Nationwide Savings was the eighth largest thrift institution in the country at midyear, with deposits of $7.7 billion.

### Other Survey Findings

- The top 300 mortgage firms had $482.7 billion in mortgages serviced for others on June 30, 1985, up 15.2% from $419.1 billion the year before.
- The largest percentage gain in servicing was scored by Security Savings Mortgage Corp., North Canton, Ohio. Its servicing rose 415% to $1.3 billion at midyear from $252 million the year before. Thus, it moved 151 places to rank 103d. Security Savings Mortgage was a subsidiary of Continental Federal Savings Bank, Cleveland. In September 1984, in an unusual interstate arrangement, Continental Federal was merged, with federal government assistance, into Dollar Bank FSB, Pittsburgh. And Security Savings Mortgage now services the mortgages of Dollar Bank.
- United Mortgage Corp., Minneapolis, had the largest percentage drop in servicing. Its volume fell 49.3% to $590.4 million on June 30, 1985, from $1.17 billion on June 30, 1984. In December 1984, it sold off some of its servicing to Federated Financial Corp., Atlanta, which accounts for the decline.
- Lomas & Nettleton Financial Corp., Dallas, remains the largest mortgage company in the nation, with servicing totaling $20.2 billion at midyear, up 10.9% from $18.3 billion on June 30, 1984.
- The newly formed GMAC Mortgage Co. ranked second, with $19.3 billion in servicing.
- Citicorp Homeowners Services Inc., St. Louis, now ranks among the nation's 10 largest firms, with servicing of $8.7 billion, up 74% from $5 billion the year before, when it ranked 20th. The company is a subsidiary of Citicorp. ■

---

# FIserv, a Top Data Processor, Acquires Firm Specializing in Managing Rate Risk

By JOHN MORRIS

CHICAGO — In the first move of its kind, a data processing company has bought a firm that specializes in managing interest rate risk.

FIserv Inc., the nation's largest independent financial data processing company, bought the Sendero Corp., a top provider of computerized asset and liability management models and educational courses in risk management.

Just two weeks ago FIserv broke with the rest of the data processing industry when it embarked on an aggressive campaign to diversify its operations. The first step was the acquisition of the First Trust Corp. of Denver, a major independent trust company specializing in the administration of tax-qualified retirement plans. The second step is the purchase of Sendero, which will operate as a separate subsidiary but will work closely with its new parent on developing new data-based products.

George Dalton, chairman of FIserv, explained that his aim is to offer new financial services to his 200 on-line data processing customers. And a whole battery of services based on his firm's data bases should prove to be a powerful marketing weapon in gaining new business.

In a recent interview, he said he would be looking for an asset/liability management company to join forces with FIserv. The aim would be to offer a risk management program that could take advantage of all the data FIserv has through a closer interface with the data processor.

Currently, sellers of risk management programs have to arrange with individual data processors to "download" a client's financial information; usually there is little incentive for the data processor to go out of his way to help. Both FIserv and Sendero believe that much data is never unlocked or presented in a useful form. Now they both have an incentive to milk the data bases to the fullest.

Sendero sells three asset and liability management models incorporating different degrees of sophistication, though none is the most complex on the market, said president Cliff Myers. "There are many modeling tools in development. We found we had the intellectual capability to press ahead, but needed more capital."

Enter FIserv. Now Sendero plans to unveil more than one type of model devoted to hedges; an independent duration model; and a duration feature in an advanced model. Lack of duration has often been cited as a weakness in Sendero's risk management programs.

Mr. Myers said Sendero is also working on a different data-based approach to aid decision-making at banks and thrifts, but he declined to give details.

The link with FIserv will lead to development of new products that will benefit the whole industry, he predicted. These products will be available to everyone, whether or not they use FIserv for their data processing.

"We will continue to operate independently," Mr. Myers stressed. "Our linkage with FIserv will not inhibit our links with other data processors, but we'll be inventing things primarily with FIserv."

To date, more than 400 banks, thrifts, and leasing companies have rights to use Sendero models, according to Mr. Myers. These include 200 "decision units," such as multibank holding companies, each of which might use the models in several banks. It lists among its cuctomers 27 of the top 100 banks, and one-third of its customers have less than $100 million in assets. ■

---

## Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 300 Mortgage Companies in Mortgage Servicing** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

____________________

____________________

(2.) What do you like **best** about this tabulation?

____________________

____________________

(3.) What do you like **least** about this tabulation?

____________________

____________________

(4.) **How** do you use this information in your work?

____________________

____________________

(5.) What **new** statistical survey would you like to see?

____________________

Name (optional)____________________
Title____________________
Company____________________
Address____________________
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## Lottery Transaction System

NEW YORK — The General Instrument Corp. announced a new lottery transaction system that the firm claims has the fastest transaction processing time and highest capacity of any lottery system available today.

The new, computerized on-line system, called Galaxy, promises to generate higher revenue for states with lotteries by reducing the long lines associated with lotto games having large jackpots. ■

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CREDIT RATINGS

Week Ending September 27, 1985

| New Issues: | | Rating |
|---|---|---|
| **Fixed Income** | | |
| Associates Corporation of North America-Notes | | 5 |
| Atlantic City Electric Company-FMB (Shelf) | | 4 |
| Carolina Power & Light Company-FMB | | 7 |
| Deere & Company-Notes | | 6 |
| NCNB Corporation-Sub. Notes | | 6 |
| New York State Electric & Gas Corporation-FMB | | 8 |
| Potomac Electric Power Company-FMB (Shelf) | | 2 |
| Southeast Banking Corporation-Sub. Notes | | 7 |
| The Times Mirror Company-Notes | | 4 |
| New Rating: | | |
| **Commercial Paper** | | |
| CI Funding Corporation | | Duff 1− |
| Rating Reaffirmed: | | |
| **Fixed Income** | | |
| Arkansas Power & Light Company-FMB | | 11 |
| Arkansas Power & Light Company-PCRB (Nc1) | | 12 |
| Beatrice Companies, Inc.-Sr. Debt | | 7 |
| Beatrice Companies, Inc.-Pfc. Stock | | 10 |
| Manufacturers Hanover Corporation-Sr. Debt | | 5 |
| Manufacturers Hanover Corporation-Pfd. Stock | | 6 |
| New Jersey Bell Telephone Company-Debs. | | 2 |
| Pacific Northwest Bell Telephone Company-Debs. | | 2 |
| Texas-New Mexico Power Company-FMB | | 6 |
| Rating Changed: | From | To |
| **Fixed Income** | | |
| Arkansas Power & Light Company-Pfd. Stock | 14 | 13 |

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VOL. CL NO. 191 Tuesday, October 1, 1985 150th Year

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Worth Reading

**CONDO SLIDE:** Mortgage lenders who once saw nothing but opportunities for condominium building along South Carolina's "Grand Strand" beach have in recent months been beset by problems...16

**BACK PAGE:** Denver banker Steve Butler is a believer in lending to small businesses... 32

**Quote**

***If you sit in the room with three of your white counterparts, and you do not own a house, all they talk about is their home, mowing the lawn, shoveling snow, the furnace broke, the plumbing broke, whatever. The minute you own a house, they no longer talk about their house.***

A young black female banker quoted in "Black Managers: The Case of the Banking Industry." [5]

**Unquote**

# Random Thoughts

By SANFORD ROSE

It is sometimes suggested that large banks should be grateful that the regulators want to increase their capital requirements. If these banks are forced to raise substantial additional amounts of debt capital, then there would be no need to reform the deposit insurance mechanism. Prospective debenture holders would discipline risky banks by withholding funds unless they were adequately compensated for bearing the augmented risks. The elevated structure of risk premiums would then constrain bank managements to adopt more prudent portfolio policies.

Large banks would eschew lending to commercial customers at rates and spreads that do not adequately reflect the riskiness of the credits. In turn, the elimination of excess lending capacity would alter the currently adverse bargaining relationship between lenders and borrowers. Given fewer lenders and the same number of borrowers, lending spreads should eventually begin rising, enabling some lenders to reenter the market at a later date on a far more profitable basis than currently prevails.

➵ Random Thoughts: Page 4

# Mortgage Servicing's Shifting Ranks

By JOSEPH F. PEREZ

NEW YORK — The spate of mortgage company acquisitions by nonbanking firms in the first half of 1985 significantly changed the names and ownership of the top servicing firms in the industry.

The Lomas & Nettleton Financial Corp. of Dallas remained the top servicer at midyear, but a newly formed subsidiary of the General Motors Acceptance Corp. now ranks second. Metropolitan Life Insurance Co. owns the nation's sixth largest servicing firm, while Integrated Resources Inc. of New York owns the 20th largest and Owens-Illinois Inc. of Toledo, Ohio, a diversified company, owns the 22nd largest.

Gone from the field are the Norwest Corp. of Minneapolis and the CoreStates Financial Corp. of Philadelphia. Also departing were CrossLand Savings FSB of Brooklyn, N.Y.; Wells Fargo & Co. of San Francisco; and Florida National Banks of Florida Inc. of Jacksonville.

These are some of the findings of *American Banker's* survey of the top 25 servicers among commercial banks and mortgage banking firms, based on combined servicing for firms with more than one servicing subsidiary, the 100 largest commercial banks in servicing, and the top thrifts in servicing. In Monday's edition, *American Banker* pub-

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**Top Mortgage Servicers**

| Rank 6/85 | Name of Institution | Volume* 6/85 |
|---|---|---|
| 1 | Lomas & Nettleton Financial.. | $20.2 |
| 2 | GMAC Mortgage Co. | 19.3 |
| 3 | Manufacturers Hanover | 14.3 |
| 4 | Fleet Financial Group Inc. | 12.2 |
| 5 | Citicorp | 11.2 |

*—Dollar amounts in billions.
Includes combined servicing for firms with more than one subsidiary engaged in servicing.

# Visa Unveils Plan for 'Card Of the Future'

## High-Tech Device Will Include Processor, Keyboard, Screen

By MICHAEL WEINSTEIN

CHICAGO — Visa U.S.A. Inc. unveiled plans Monday for a sophisticated plastic card that represents the organization's "payment card of the future."

The card, not expected to be commercially available until 1989, will be the size of a traditional credit card, but will be imbedded with a microprocessor, like a "smart-card." The card will also have a keyboard and a horizontal display screen on the back, so card holders will be able to manipulate the data stored in the card.

Cardholders will be able to keep track of balances of credit card, savings, or checking accounts, make purchases with funds from any of these accounts, update the balances in these accounts, and use the card as electronic cash for small items such as bus or subway fares.

The card will give customers "immediate and total control over their financial assets," said Charles T. Russell, Visa's president. Customers will in effect be carrying their bank branch in their pocket, he said.

"We can live without it," he observed. "But what a convenience."

Some bankers have said that the banking industry will someday offer customers a plastic card that includes information about all of their banking relationships. Visa's new card, which it calls a "super-smart card," is the closest yet to that computerized future.

The microprocessor in the card will also let Visa improve control over card fraud, which is costing the industry more than $200 million a year.

Separately, Visa also announced at

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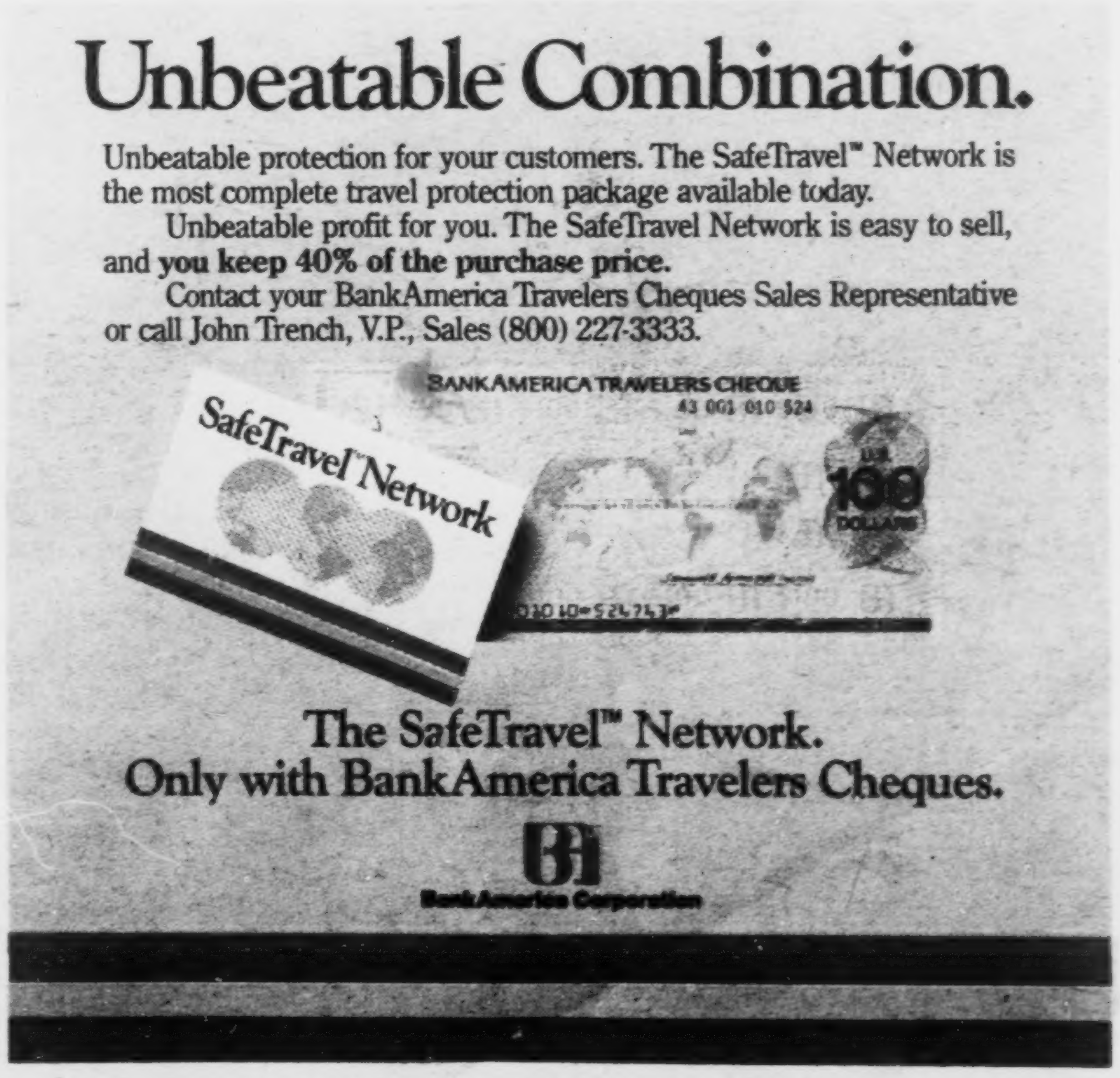

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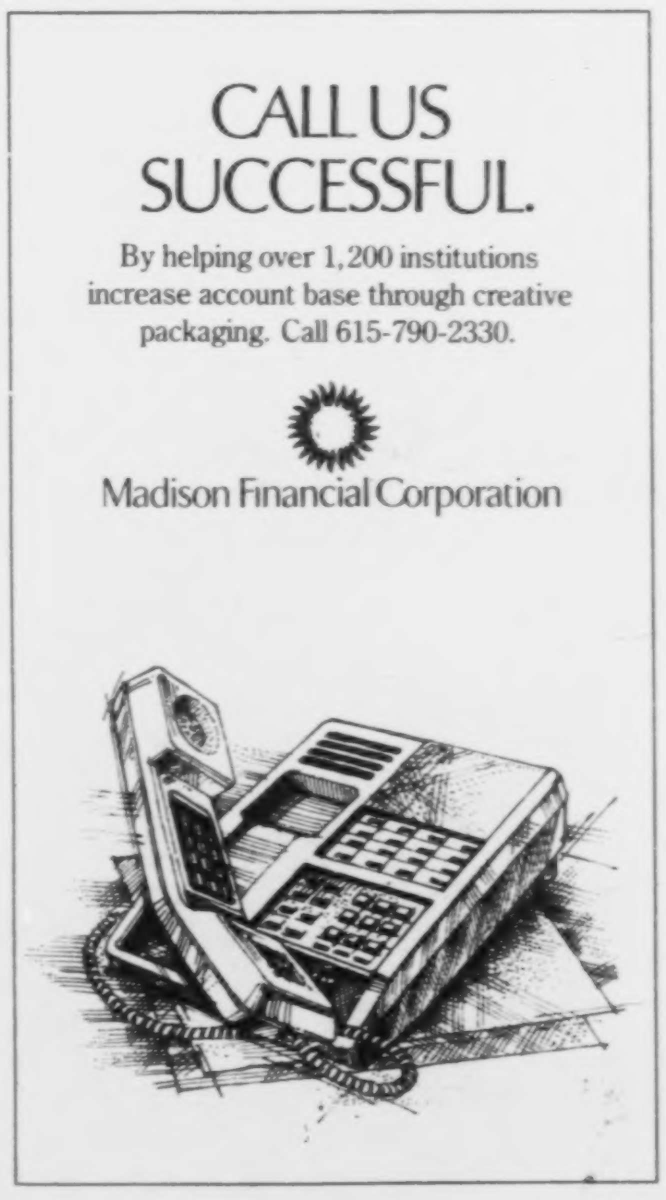

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Madison Financial Corporation

# Top 100 Commercial Banks In Servicing of Permanent Mortgages[(a)]

Compiled by **American Banker** Copyright 1985

| Servicing Rank 6/30/85 | | Mortgages Serviced for Investors (b) Total Dollar Volume 6/30/85 | No. of Mortgages 6/30/85 | No. of Investors 6/30/85 Excluding GNMA Pools | GNMA Pools | Servicing Rank 6/30/84 | Gain in Rank | Total Mortgages Serviced (c) in Dollars 6/30/85 | Mortgages Owned by Bank in Dollars 6/30/85 |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Bank of America NT&SA, San Francisco | 3,033,627,417 | 52,660 | 286 | 48 | 1 | | 16,309,977,458 | 12,976,351,041 |
| 2 | Hibernia Bank, San Francisco | 1,115,511,842 | 26,633 | 63 | 185 | 3 | +1 | N.A. | N.A. |
| 3 | Union National Bank, Little Rock, Ark. | 980,570,206 | 33,543 | 222 | 272 | 2 | | 1,054,672,398 | 71,302,192 |
| 4 | First National Bank, Anchorage, Alaska | 919,804,608 | 11,408 | 28 | 1 | 4 | | 957,234,963 | 33,376,017 |
| 5 | Security Pacific National Bank, Los Angeles | 905,712,945 | 20,849 | 71 | 47 | 8 | +3 | 5,331,272,697 | 4,425,559,752 |
| 6 | National Bank of Alaska, Anchorage | 831,380,236 | 9,303 | 62 | 2 | 6 | | 934,910,241 | 39,887,584 |
| 7 | Citizens Fidelity Bank & Trust Co., Louisville, Ky. (d) | 805,208,000 | 17,863 | 80 | 135 | 7 | | 917,517,000 | 112,309,000 |
| 8 | First Tennessee Bank NA, Memphis | 630,422,949 | 15,459 | 62 | 151 | 10 | +2 | 719,225,158 | 88,802,209 |
| 9 | Continental Bank, Phoenix, Ariz. | 621,947,296 | 11,202 | 46 | 39 | 11 | +2 | 686,108,738 | 64,161,441 |
| 10 | Alaska Mutual Bank, Anchorage | 613,704,000 | 6,149 | 34 | 0 | 12 | +2 | 707,843,000 | 94,139,000 |
| 11 | Bank of Hawaii, Honolulu | 612,651,726 | 13,154 | 86 | 11 | 9 | | 948,931,624 | 331,615,015 |
| 12 | Michigan National Bank, Detroit | 575,916,591 | 14,915 | 39 | 0 | 13 | +1 | 815,880,050 | 252,573,046 |
| 13 | Equitable Bank NA, Baltimore | 520,337,809 | 11,267 | 40 | 2 | ... | | N.A. | 248,938,000 |
| 14 | Fleet National Bank, Providence, R.I. | 486,537,000 | 10,176 | 15 | 0 | 25 | + 11 | 631,769,000 | 145,232,000 |
| 15 | Landmark First National Bank, Fort Lauderdale, Fla. | 474,302,888 | 15,126 | 160 | 35 | 47 | + 32 | 181,543,911 | 292,758,976 |
| 16 | Comerica Bank-Detroit | 439,978,127 | 14,818 | 25 | 0 | 36 | + 20 | 1,232,409,209 | 835,505,050 |
| 17 | Western Bank, Sioux Falls, S.D. | 406,115,244 | 11,043 | 69 | 14 | 29 | + 12 | 438,564,796 | 30,406,966 |
| 18 | First Hawaiian Bank, Honolulu | 401,154,329 | 7,753 | 111 | 0 | 16 | | 949,475,278 | 548,120,949 |
| 19 | Louisiana National Bank, Baton Rouge | 387,547,997 | 8,087 | 63 | 83 | 60 | + 41 | 479,959,858 | 92,411,860 |
| 20 | Century Bank, Phoenix, Ariz. | 385,124,765 | 11,015 | 32 | 3 | 27 | +7 | 410,536,009 | 25,411,244 |
| 21 | United Jersey Bank, Hackensack, N.J. | 382,969,891 | 7,739 | 41 | 0 | 17 | | 760,902,963 | 377,933,072 |
| 22 | United Bank Alaska, Anchorage | 379,616,054 | 3,628 | 14 | 0 | 28 | +6 | 392,112,359 | 12,496,305 |
| 23 | National State Bank, Elizabeth, N.J. | 361,961,473 | 11,057 | 40 | 140 | 19 | | 468,425,306 | 106,463,834 |
| 24 | First Interstate Bank of Oregon NA, Portland | 317,629,916 | 9,730 | 55 | 112 | 26 | +2 | 1,084,074,222 | 766,383,092 |
| 25 | Michigan National Bank, Lansing | 308,838,083 | 14,615 | 105 | 0 | 18 | | 438,590,046 | 144,524,000 |
| 26 | California First Bank, San Francisco | 300,688,759 | 6,193 | 69 | 17 | 20 | | 956,974,012 | 635,163,179 |
| 27 | RepublicBank Lubbock NA, Tex. | 296,514,572 | 8,815 | 92 | 89 | 24 | | N.A. | 325,615,433 |
| 28 | Bank of New England NA, Boston | 278,241,100 | 3,748 | 38 | 0 | 45 | + 17 | 336,838,533 | 58,597,433 |
| 29 | First Interstate Bank of Washington NA, Seattle | 274,823,667 | 9,219 | 5609 | 3610 | 32 | +3 | 884,841,837 | 610,018,170 |
| 30 | Banco de Ponce, Hato Rey, P.R. | 273,707,000 | 11,289 | 53 | 102 | ... | | 573,000,000 | 197,000,000 |
| 31 | Commerce Union Bank, Nashville, Tenn. | 272,016,785 | 61 | 56 | 5 | 30 | | 322,617,006 | 50,600,221 |
| 32 | Alaska Statebank, Anchorage | 260,862,446 | 2,881 | 32 | 1 | 31 | | 271,614,617 | 10,752,171 |
| 33 | First National Bank, Louisville, Ky. | 256,968,669 | 5,444 | 73 | 4 | 35 | +2 | 363,392,115 | 106,423,446 |
| 34 | First Wisconsin National Bank, Milwaukee | 248,734,132 | 7,356 | 222 | 18 | 40 | +6 | 463,737,348 | 215,003,216 |
| 35 | Marine Midland Bank NA, Buffalo, N.Y. | 247,732,988 | 6,555 | 60 | 0 | 37 | +2 | 1,151,670,831 | 896,006,054 |
| 36 | First National Bank, Cincinnati | 222,200,769 | 4,894 | 71 | 49 | 42 | +6 | 419,850,917 | 212,680,251 |
| 37 | Central Bank of Denver | 219,908,095 | 6,599 | 93 | 3 | 39 | +2 | 254,151,301 | 33,678,867 |
| 38 | Manufacturers National Bank, Detroit | 218,794,264 | 6,102 | 46 | 7 | 66 | + 28 | 835,713,780 | 745,646,481 |
| 39 | Fidelity National Bank, Baton Rouge, La. | 218,631,854 | 6,161 | 62 | 5 | 43 | +4 | 259,672,423 | 41,040,569 |
| 40 | Georgia Railroad Bank & Trust Co., Augusta | 209,431,193 | 8,091 | 43 | 67 | 44 | +4 | 224,485,717 | 15,054,524 |
| 41 | Continental Illinois National Bank & Trust Co., Chicago | 207,119,021 | 3,296 | 50 | 6 | 5 | | 902,777,065 | 695,658,044 |
| 42 | Lloyds Bank California, Los Angeles | 200,166,088 | 3,441 | 20 | 0 | 48 | +6 | 345,376,707 | 145,210,619 |
| 43 | First Interstate Bank of Casper NA, Wyo. | 189,865,739 | 4,270 | 25 | 1 | 57 | + 14 | 231,326,245 | 25,556,729 |
| 44 | Commercial Security Bank, Ogden, Utah | 178,485,007 | 5,567 | 33 | 28 | 46 | +2 | 257,488,392 | 75,263,775 |
| 45 | Banco Popular de Puerto Rico, San Juan | 174,176,400 | 14,235 | 122 | 1 | 49 | +4 | 405,108,500 | 229,965,700 |
| 46 | Chase Lincoln First Bank NA, Rochester, N.Y. | 173,462,000 | 4,924 | 23 | 0 | 58 | + 12 | 407,819,000 | 234,336,000 |
| 47 | North American Bank & Trust Co., Stratford, Conn. | 164,918,059 | 4,126 | 12 | 23 | 53 | +6 | 174,382,672 | 9,464,613 |
| 48 | Valley Fidelity Bank & Trust Co., Knoxville, Tenn. | 153,971,358 | 5,154 | 35 | 73 | 62 | + 14 | 187,919,110 | 33,947,752 |
| 49 | Rainier Bank Alaska NA, Anchorage | 143,367,151 | 1,626 | 16 | 0 | 55 | +6 | 144,758,590 | 1,391,440 |
| 50 | Branch Banking & Trust Co., Wilson, N.C. | 142,196,865 | 3,394 | 43 | 6 | 69 | + 19 | 243,803,038 | 101,606,173 |
| 51 | First Interstate Bank of Hawaii, Honolulu | 138,759,360 | 3,331 | 41 | 0 | 54 | +3 | 266,412,507 | 127,653,147 |
| 52 | Norwest Bank Casper NA, Wyo. | 138,675,357 | 2,788 | 18 | 0 | 70 | + 18 | 156,488,095 | 17,812,738 |
| 53 | Citizens Commercial & Savings Bank, Flint, Mich. | 133,876,000 | 7,610 | 25 | 15 | 74 | + 21 | 363,650,000 | 229,774,000 |
| 54 | Fremont Bank, Calif. | 131,465,000 | 2,247 | 13 | 0 | 64 | + 10 | 210,147,000 | 78,682,000 |
| 55 | Seattle Trust & Savings Bank | 130,014,500 | 4,246 | 28 | 6 | 59 | +4 | 230,639,100 | 100,624,600 |
| 56 | Union Bank, Los Angeles | 125,000,000 | 3,800 | 34 | 0 | 56 | | 455,000,000 | 330,000,000 |
| 57 | First Interstate Bank of Alaska, Anchorage | 123,169,075 | 7,736 | 66 | 20 | 34 | | 622,835,671 | 499,666,596 |
| 58 | First Interstate Bank of Arizona NA, Phoenix | 123,169,075 | 7,736 | 66 | 20 | 63 | +5 | 622,835,671 | 499,666,596 |
| 59 | First Interstate Bank of Nevada NA, Reno | 119,726,690 | 2,529 | 21 | 6 | 94 | + 35 | 446,789,064 | 327,062,374 |
| 60 | Fourth National Bank & Trust Co., Wichita, Kan. | 119,018,677 | 1,970 | 69 | 0 | 61 | +1 | 182,033,610 | 60,836,071 |
| 61 | American National Bank & Trust Co., Kalamazoo, Mich. | 114,306,835 | 2,183 | 35 | 0 | 67 | +6 | 195,021,609 | 80,714,774 |
| 62 | First National Bank of Maryland | 113,318,229 | 2,443 | 34 | 4 | 72 | + 10 | 429,253,618 | 315,935,429 |
| 63 | Kanawha Valley Bank NA, Charleston, W. Va. | 100,211,130 | 3,012 | 18 | 0 | 85 | + 22 | 147,136,111 | 46,924,981 |
| 64 | Sunwest Bank of Albuquerque NA, N.M. | 98,287,000 | 4,600 | 16 | 14 | 73 | +9 | 252,963,000 | 154,676,000 |
| 65 | First Pennsylvania Bank NA, Philadelphia | 97,865,997 | 1,348 | 83 | 0 | 87 | + 22 | 371,673,314 | 273,810,317 |
| 66 | First Interstate Bank of Billings NA, Mont. | 95,564,305 | 2,489 | 57 | 5 | 76 | + 10 | 133,521,692 | 37,231,310 |
| 67 | Norwest Bank Des Moines NA, Iowa | 92,871,000 | 2,586 | 30 | 0 | 82 | + 15 | 207,423,000 | 3,888,000 |
| 68 | Colonial Bank, Waterbury, Conn. | 92,870,000 | 2,000 | 94 | 0 | 71 | +3 | 433,896,000 | 340,982,000 |
| 69 | Central Trust Co. NA, Cincinnati | 89,992,127 | 3,127 | 32 | 0 | 101 | + 32 | 329,872,758 | 239,880,631 |
| 70 | American Security Bank NA, Washington, D.C. | 83,876,416 | 2,169 | 2094 | 3 | 65 | | 225,844,380 | 147,270,100 |
| 71 | Central National Bank, Cleveland | 82,383,615 | 4,243 | 58 | 0 | 77 | +6 | 288,912,854 | 203,730,228 |
| 72 | Hawaii National Bank, Honolulu | 81,489,058 | 2,556 | 56 | 1 | 75 | +3 | 118,751,257 | 37,262,199 |
| 73 | First Bank of Whiting, Crown Point, Ind. | 80,492,751 | 1,583 | 6 | 0 | 149 | + 76 | 80,492,751 | 68,134,828 |
| 74 | Idaho Bank & Trust Co., Boise | 80,348,848 | 2,085 | 35 | 0 | 79 | +5 | 131,668,197 | 51,404,960 |
| 75 | Idaho First National Bank, Boise | 78,664,543 | 2,485 | 0 | 57 | 23 | | 78,664,543 | 246,367,018 |
| 76 | First National Bank, Omaha, Neb. | 75,775,000 | 2,180 | 25 | 7 | 86 | + 10 | 118,310,000 | 42,500,000 |
| 77 | Broadway National Bank, San Antonio, Tex. | 75,430,099 | 2,586 | 39 | 28 | 78 | +1 | 113,044,199 | 37,614,100 |
| 78 | Alaska National Bank of the North, Fairbanks | 74,764,238 | 738 | 40 | 0 | 81 | +3 | 128,712,200 | 53,947,961 |
| 79 | Fidelity Bank of Indiana, Carmel | 72,734,012 | 1,197 | 47 | 0 | 84 | +5 | 87,353,814 | 14,619,802 |
| 80 | First National Bank, Albuquerque, N.M. | 70,347,364 | 1,819 | 10 | 0 | 92 | + 12 | 131,961,243 | 61,613,879 |
| 81 | Texas American Bank/Fort Worth NA | 69,966,714 | 983 | 62 | 6 | 89 | +8 | 157,954,442 | 87,987,728 |
| 82 | InterFirst Bank Corsicana NA, Tex. | 64,983,776 | 2,322 | 22 | 1 | 103 | + 21 | 27,873,191 | 27,873,191 |
| 83 | Plains National Bank, Lubbock, Tex. | 59,133,257 | 2,574 | 31 | 13 | 90 | +7 | 68,724,500 | 9,591,244 |
| 84 | Alameda First National Bank, Calif. | 58,972,866 | 1,177 | 5 | 0 | 88 | +4 | 79,439,065 | 20,466,199 |
| 85 | Capital Bank & Trust Co., Baton Rouge, La. | 57,966,597 | 1,256 | 0 | 30 | 95 | + 10 | 89,813,126 | 12,382,905 |
| 86 | City Bank, Honolulu | 54,459,739 | 980 | 22 | 0 | 91 | +5 | 91,840,011 | 37,380,272 |
| 87 | Ohio Citizens Bank, Toledo | 54,433,747 | 739 | 738 | 1 | 96 | +9 | 151,174,398 | 96,740,651 |
| 88 | National Bank of Commerce Tr & Svgs Assn, Lincoln, Neb | 54,313,958 | 1,329 | 19 | 0 | 97 | +9 | 83,824,017 | 22,697,961 |
| 89 | Planters National Bank & Trust Co., Rocky Mount, N.C. | 50,181,093 | 1,352 | 10 | 5 | 102 | + 13 | 58,372,815 | 8,191,722 |
| 90 | Old National Bank, Evansville, Ind. | 45,111,575 | 1,917 | 61 | 1 | 93 | +3 | 145,054,768 | 94,999,139 |
| 91 | Nevada National Bank, Reno | 43,258,168 | 917 | 32 | 0 | 51 | | 129,678,794 | 86,420,626 |
| 92 | American National Bank, Lawton, Okla. | 42,164,871 | 1,349 | 9 | 17 | 105 | + 13 | 50,956,106 | 8,791,235 |
| 93 | Norwest Bank St. Paul NA, Minn. | 39,377,645 | 944 | 13 | 0 | 110 | + 17 | 92,385,894 | 53,357,781 |
| 94 | Norwest Bank Omaha NA, Neb. | 38,280,131 | 0 | 16 | 0 | 116 | + 22 | 77,730,935 | 39,450,804 |
| 95 | Central Pacific Bank, Honolulu | 37,830,000 | 910 | 8 | 0 | 104 | +9 | 183,030,000 | 145,200,000 |
| 96 | Maryland National Bank, Baltimore | 37,591,913 | 1,052 | 17 | 2 | 99 | +3 | 402,059,046 | 364,467,133 |
| 97 | Centerre Bank of Columbia, Mo. | 33,934,203 | 832 | 21 | 0 | 112 | + 15 | 78,332,517 | 44,398,314 |
| 98 | Wilmington Trust Co., Del. | 33,347,607 | 1,828 | 35 | 0 | 100 | +2 | 397,574,974 | 364,227,367 |
| 99 | Piedmont Trust Bank, Martinsville, Va. | 32,825,800 | 1,300 | 22 | 0 | 106 | +7 | 59,632,700 | 23,146,400 |
| 100 | First Bank NA, Billings, Mont. | 32,500,000 | 540 | 4 | 0 | 98 | | 70,000,000 | 37,500,000 |
| | **Totals for the Top 100 Banks in Mortgage Servicing** | **26,408,675,334** | **631,056** | **13,184** | **5,657** | | | **57,528,014,600** | **34,137,899,817** |

**(a)**— Data are for individual banks and exclude subsidiary mortgage companies which have their own legal identity. **(b)**— Excludes mortgages serviced by the bank for itself or for any accounts in its trust department. **(c)**— Includes all permanent mortgages serviced by the bank: for itself, for its trust department, and for others. **(d)**— Servicing is done by Citizens Fidelity Mortgage Co., a division of the bank. N.A.—Not Available.

TOP 100

# Mortgage Servicing Rankings Shift as Nonbank Firms Move in

**Continued from Page 1**

lished a listing of the top 300 mortgage companies in the servicing field.

As mentioned in Monday's edition, nonfinancial firms have been attracted to mortgage servicing because it is an ideal entry point into the financial services field. Chances for becoming profitable quickly are the greatest there.

On the other hand, some banks have left the field to take advantage of the historically high prices being offered for servicing portfolios and to bolster their capital positions.

The General Motors Acceptance Corp. entered the field by acquiring both Norwest Mortgage Inc. and Colonial Mortgage Service Co. Norwest Mortgage, which ranked fourth with $11.1 billion in servicing at yearend 1984, was a subsidiary of the Norwest Corp. Colonial Mortgage was a subsidiary of CoreStates and ranked ninth, with $7.4 billion in servicing, on Dec. 31.

The newly formed GMAC Mortgage Co. of Melrose Park, Pa., had $19.3 billion in servicing at midyear, placing it just behind the top-ranked Lomas & Nettleton, which maintained its No. 1 position with $20.2 billion in servicing on June 30.

Metropolitan Life's newly acquired subsidiary is Metmor Financial Inc., Los Angeles, which ranked No. 6 with a servicing portfolio of $9.7 billion at midyear. Metmor was formerly known as CrossLand Capital Corp. and was owned by CrossLand Savings.

Integrated Resource's new mortgage company is Imco Realty Services Inc. of Santa Rosa, Calif. Imco Realty ranks 20th with $6.1 billion in combined servicing. It was formed in April, when Integrated Resources — which organizes and manages investment programs in real estate, leveraged buyouts, energy, equipment leasing, and other businesses — acquired the Wells Fargo Mortgage Co. of Santa Rosa, Calif., plus the servicing portfolio of Wells Fargo Bank of San Francisco from Wells Fargo & Co.

Alliance Mortgage Co. of Jacksonville, Fla., acquired in February by Owens-Illinois from Florida National Banks of Florida, had $5.8 billion in servicing on June 30 to rank 22d.

➞ Mortgage: Page 18

## The Top 100 Banks' Largest Servicing Gainers

| | (Dollar Amounts in Millions) | Servicing 6/30/85 | Servicing 6/30/84 | Percent Increase | Bank Rank |
|---|---|---|---|---|---|
| 1 | Louisiana National Bank, Baton Rouge | 387.5 | 125.0 | 210.04 | 19 |
| 2 | Landmark First National Bank, Fort Lauderdale, Fla. | 474.3 | 179.0 | 165.02 | 15 |
| 3 | First Interstate Bank of Nevada, Reno | 119.7 | 51.3 | 133.44 | 59 |
| 4 | Central Trust Co. NA, Cincinnati | 89.9 | 43.6 | 106.44 | 69 |
| 5 | Manufacturers National Bank, Detroit | 218.8 | 115.6 | 89.32 | 38 |
| 6 | Comerica Bank-Detroit | 439.9 | 243.8 | 80.45 | 16 |
| 7 | Norwest Bank Omaha NA, Neb. | 38.3 | 21.7 | 76.59 | 94 |
| 8 | Fleet National Bank, Providence, R.I. | 486.5 | 295.4 | 64.71 | 14 |
| 9 | First Pennsylvania Bank NA | 97.9 | 59.7 | 63.80 | 65 |
| 10 | Kanawha Valley Bank NA, Charleston, W. Va. | 100.2 | 61.6 | 62.71 | 63 |

## Loan Servicing by Savings Institutions

### Savings Institutions with $1 Billion or More in Servicing for Others

First Quarter, 1985

(Thousands of Dollars)

| | | Loans Serviced For Others | Loan Servicing Fees | Total Assets |
|---|---|---|---|---|
| 1 | American Savings & Loan Assn., Stockton, Calif. | 14,880,276 | N.A. | 27,951,927 |
| 2 | Homestead Savings, FS&LA, San Francisco | 6,909,794 | N.A. | 3,101,778 |
| 3 | Commonwealth Savings Assn., Houston | 6,813,292 | N.A. | 1,084,043 |
| 4 | Gill Savings Association, Hondo, Tex. | 6,154,780 | N.A. | 1,433,026 |
| 5 | City Federal Savings & Loan Assn., Elizabeth, N.J. | 5,668,640 | N.A. | 7,654,828 |
| 6 | California Federal Savings & Loan Assn., Los Angeles | 5,306,335 | 1,127 | 17,172,980 |
| 7 | Mercury Savings Assn., Wichita Falls, Tex. | 5,089,284 | 40 | 674,527 |
| 8 | Goldome FSB, Buffalo | 4,724,118 | 5,292 | 11,098,591 |
| 9 | Home Savings of America, FA, Irwindale, Calif. | 4,267,987 | 1,854 | 23,987,542 |
| 10 | Glendale Federal Savings & Loan Assn., Calif. | 3,838,389 | 138 | 11,811,018 |
| 11 | Pacific First Federal Savings Bank, Tacoma, Wash. | 3,805,670 | 342 | 2,522,849 |
| 12 | Home Federal Savings & Loan Assn. of San Diego, Calif. | 3,521,797 | 166 | 9,285,010 |
| 13 | CrossLand Savings, FSB, Brooklyn, N.Y. | 3,042,912 | 1,144 | 6,648,960 |
| 14 | Coast Savings & Loan Assn., Los Angeles | 3,036,633 | 30 | 6,214,250 |
| 15 | Colonial Savings & Loan Assn., Ft. Worth, Tex. | 2,870,709 | 2,805 | 312,841 |
| 16 | Sears Savings Bank, Glendale, Calif. | 2,836,164 | N.A. | 5,915,615 |
| 17 | Great Western Savings, FS&LA, Beverly Hills | 2,800,072 | N.A. | 21,827,286 |
| 18 | Great American First Savings Bank, San Diego, Calif. | 2,766,849 | N.A. | 7,100,723 |
| 19 | Talman Home Federal Savings & Loan Assn., Chicago | 2,736,164 | 1,863 | 6,519,646 |
| 20 | First Nationwide Savings, FS&LA, San Francisco | 2,727,478 | 100 | 9,674,388 |
| 21 | Empire of America FSB, Buffalo, N.Y. | 2,523,327 | 1,099 | 5,517,184 |
| 22 | Seamen's Bank for Savings, FSB, New York | 2,205,037 | 442 | 3,007,259 |
| 23 | Gibraltar Savings, Beverly Hills, Calif. | 2,038,267 | 10 | 8,212,530 |
| 24 | First Federal Savings & Loan Assn., Rochester, N.Y. | 1,936,273 | N.A. | 4,242,290 |
| 25 | Atlantic Financial Federal, Bala Cynwyd, Pa. | 1,927,857 | N.A. | 3,513,893 |
| 26 | Standard Federal Bank, Troy, Mich. | 1,925,542 | N.A. | 5,685,252 |
| 27 | First Federal Savings & Loan Assn., Phoenix, Ariz. | 1,879,078 | N.A. | 4,496,302 |
| 28 | Sunbelt Savings Assn., Dallas | 1,822,234 | 432 | 2,863,051 |
| 29 | Imperial Savings Assn., San Diego, Calif. | 1,796,469 | N.A. | 7,411,295 |
| 30 | Commercial Federal Savings & Loan Assn., Omaha, Neb. | 1,793,100 | N.A. | 2,531,169 |
| 31 | Citicorp Savings of Illinois, FS&LA, Chicago | 1,692,039 | 15 | 4,279,983 |
| 32 | American Savings Bank, FSB, New York | 1,657,541 | 769 | 3,585,662 |
| 33 | United Savings Assn., Houston | 1,650,329 | N.A. | 3,851,972 |
| 34 | Victor Federal Savings & Loan Assn., Muskogee, Okla. | 1,583,893 | N.A. | 446,163 |
| 35 | Columbia Savings, FS & LA, Englewood, Colo. | 1,577,398 | N.A. | 2,567,668 |
| 36 | Community Federal Savings & Loan Assn., St. Louis | 1,550,145 | N.A. | 3,510,047 |
| 37 | Central Savings & Loan Assn., San Diego, Calif. | 1,507,949 | 83 | 2,330,414 |
| 38 | AmeriFirst Federal Savings & Loan Assn., Miami | 1,432,618 | 71 | 4,019,525 |
| 39 | Citizens Federal Savings & Loan Assn., Miami | 1,403,689 | N.A. | 1,944,888 |
| 40 | ComFed Savings Bank, Lowell, Mass. | 1,387,407 | N.A. | 782,797 |
| 41 | Transohio Savings Bank, FSB, Cleveland | 1,327,658 | 18 | 2,826,491 |
| 42 | University Savings Assn., Houston | 1,302,041 | N.A. | 3,365,542 |
| 43 | Anchor Savings Bank FSB, Northport, N.Y. | 1,299,389 | 1,187 | 4,429,310 |
| 44 | Beverly Hills Savings, FS & LA, Calif. | 1,239,473 | N.A. | 3,002,660 |
| 45 | Far West Federal Bank, Portland, Ore. | 1,225,346 | 328 | 2,068,277 |
| 46 | Benjamin Franklin Savings Assn., Houston | 1,215,466 | 1,425 | 1,746,172 |
| 47 | First Texas Savings Assn., Dallas | 1,207,544 | N.A. | 3,601,843 |
| 48 | World Savings, FS & LA, Oakland, Calif. | 1,180,873 | N.A. | 10,997,663 |
| 49 | American Savings & Loan Assn. of Florida, Miami | 1,173,183 | 163 | 2,931,006 |
| 50 | Santa Barbara S & LA, Calif. | 1,104,923 | N.A. | 2,863,086 |
| 51 | Benjamin Franklin Federal Savings & Loan Assn., Portland, Ore. | 1,084,878 | 265 | 3,879,181 |
| 52 | Home Owners Federal Savings & Loan Assn., Boston | 1,080,178 | N.A. | 841,598 |
| 53 | Old Stone Bank FSB, Providence, R.I. | 1,068,009 | N.A. | 2,204,081 |
| 54 | Dime Savings Bank of New York, FSB | 1,045,703 | 997 | 7,356,890 |
| 55 | Northeast Savings, FA, Hartford, Conn. | 1,029,599 | 33 | 4,109,937 |
| 56 | Carteret S & L Assn., FA, Morristown, N.J. | 1,025,195 | 978 | 5,188,966 |
| 57 | Farm & Home Savings Assn., Nevada, Mo. | 1,024,347 | N.A. | 2,805,045 |
| 58 | Long Island Savings Bank of Centereach, FSB, N.Y. | 1,018,218 | 362 | 2,813,909 |
| 59 | Pathway Financial, FA, Chicago | 1,015,438 | N.A. | 1,218,289 |
| 60 | Florida Federal Savings & Loan Assn., St. Petersburg | 1,008,239 | N.A. | 5,184,497 |
| 61 | Downey Savings & Loan Assn., Costa Mesa, Calif. | 1,004,860 | N.A. | 2,376,952 |
| 62 | Perpetual American Bank, FSB, McLean, Va. | 1,003,466 | N.A. | 3,855,956 |
| 63 | Gibraltar Savings Assn., Houston | 1,002,738 | N.A. | 4,003,461 |

**For institutions with name and location changes since 3/31/85, American Banker has made the appropriate updates.**

**Please note that some of the savings institutions in this listing have mortgage company subsidiaries which service mortgages for others. The figures reported here include the servicing done by these mortgage subsidiaries on 3/31/85. (A listing of the top 300 mortgage companies in the nation based on June 30, 1985 servicing was published in yesterday's American Banker.)**

**Source: Data Resources, Inc., Lexington, Mass. from data institutions file with the Federal Home Loan Bank Board.**

# Hurricanes Deflate Condo Boom in South Carolina

**By JERRY ADAMS**

MYRTLE BEACH, S.C. — Mortgage lenders who once saw nothing but opportunities for condominium building along South Carolina's "Grand Strand" beach have in recent months been beset by problems caused by both nature and man.

Because of periodic hurricanes, insurance costs have been blown out of proportion in recent times, according to lenders. Hurricane Gloria last week just skimmed the South Carolina coast, doing little damage here. But the large claims expected to be filed for property damage that Gloria inflicted on coastal areas from North Carolina to New England are likely to make insurance all along the Atlantic coast even more expensive.

"We have one specific project on the intracoastal waterway," said a savings and loan association executive, "where we have run into a situation where we're having difficulty getting flood insurance.

"They either create a premium that is so prohibitive that no one cares to pay it, or else they tell you they're not interested in providing insurance."

The project is for 43 condominiums now, eventually increasing to a total of 200.

The executive, who asked not to be identified, works for an S&L based in Columbia, the state capital, but with an extensive portfolio along the South Carolina coast. He asked for anonymity because "there is enough negative news about the area without my adding to it."

Stephen H. Smith, executive vice president of the South Carolina Savings and Loan League, said in a telephone interview, "The biggest problem coastal development has is the scarcity of casualty and flood insurance. That is hitting them heavily."

The increasing cost of flood insurance, observers say, is related to the fact that builders are crowding structures closer and closer to the shoreline, seeking the last available real estate along a coast that has proved popular and especially accessible to Midwesterners and Canadians.

"The beaches are as crowded as they can be," said James Clemmons, president of Coastal Federal Savings and Loan, Myrtle Beach.

The popularity of the beaches has led to overbuilding.

"We definitely have an overbuilt situation," Mr. Clemmons said. He put the backlog for condominium pur-

➞ Myrtle Beach: Page 17

# Mortgage Servicing's Shifting Ranks

Continued from Page 16

Among the top 100 commercial banks in the servicing of mortgages for others, Bank of America remains at the top with servicing of $3.0 billion on June 30. Bank of America is a subsidiary of the San Francisco-based BankAmerica Corp., which ranks 11th in the mortgage servicing industry with combined servicing of $7.4 billion at its three servicing subsidiaries.

Hibernia Bank of San Francisco and Union National Bank of Little Rock, Ark., continue to jockey for the No. 2 spot among the largest commercial banks in mortgage servicing. Hibernia moved up one notch to second place, with $1.1 billion in servicing on June 30. Union National dropped to third place, a position it held at midyear 1983, with $981 million in servicing.

First National Bank of Anchorage, Alaska, retained its hold on the fourth position, with $920 million in servicing.

Security Pacific National Bank of Los Angeles jumped three places to rank fifth, with $906 million.

Among the top five banks, only Union National showed a decrease in dollar volume from last year's figures.

Overall, servicing among the top 100 commercial banks as of midyear rose 3.1% for the 12-month period. As of June 30, the top commercial banks were servicing $26.4 billion, up $800 million from last year's total of $25.6 billion. In the year ending June 30, 1984, servicing rose 11.8%.

Equibank of Pittsburgh, the 15th largest bank in mortgage servicing on June 30, 1984, left the servicing field when it sold its $500 million servicing portfolio to the Central Mortgage Co. of Philadelphia in June. Central Mortgage is a subsidiary of PSFS, and the acquisition made PSFS the 14th largest mortgage servicing firm, with combined servicing of $7.1 billion at its three servicing subsidiaries, up from $6.2 billion at yearend, when it ranked 16th.

According to the latest data from the Federal Home Loan Bank Board, the American Savings & Loan Association of Stockton, Calif., was the largest thrift in mortgage servicing for others, with $14.9 billion on March 31.

In August, the Ford Motor Co. acquired First National Savings FS&LA of San Francisco, which ranked 20th in servicing among thrifts, with a $2.7 billion portfolio on March 31. ■

## The Top 100 Banks' Largest Servicing Losers

| (Dollar Amounts in Millions) | Servicing 6/30/85 | Servicing 6/30/84 | Percent Decrease | Bank Rank |
|---|---|---|---|---|
| 1 Idaho First National Bank, Boise | 78.7 | 311.1 | 74.71 | 75 |
| 2 Nevada National Bank, Reno | 43.3 | 164.0 | 73.62 | 91 |
| 3 Continental Illinois Nat'l B&T Co., Chicago | 207.1 | 753.0 | 72.50 | 41 |
| 4 First Interstate Bank of Alaska, Anchorage | 123.2 | 266.2 | 53.73 | 57 |
| 5 First Bank NA, Billings, Mont. | 32.5 | 47.0 | 30.85 | 100 |
| 6 American Security Bank NA, Washington, D.C. | 83.9 | 117.6 | 28.71 | 70 |
| 7 Wilmington Trust Co., Del. | 33.3 | 43.6 | 23.51 | 98 |
| 8 Maryland National Bank, Baltimore | 37.6 | 43.7 | 13.96 | 96 |
| 9 Union National Bank, Little Rock, Ark. | 980.6 | 1,134.0 | 13.53 | 3 |
| 10 Old National Bank, Evansville, Ind. | 45.1 | 51.6 | 12.59 | 90 |

## Top 25 Mortgage Servicers

### Among Mortgage Companies and Commercial Banks

Includes the Combined Servicing of Permanent Mortgages for Others by Firms with More than One Mortgage Servicing Subsidiary (Based on June 30, 1985 Servicing Volume — Dollar Amounts in Millions)

| Rank 6/85 | Rank 12/84 | | Servicing Volume 6/30/85 | Servicing Volume 12/31/84 | Number of Subsidiaries 6/30/85 | Number of Subsidiaries 12/31/84 |
|---|---|---|---|---|---|---|
| 1 | 1 | Lomas & Nettleton Financial Corp., Dallas | $20,245 | $17,627 | ... | ... |
| 2 | -- | GMAC Mortgage Co., Melrose Park, Pa. (a) | 19,339 | ----- | ... | ... |
| **3** | **3** | **Manufacturers Hanover Corp., New York** | **14,253** | **11,931** | **2** | **2** |
| **4** | **2** | **Fleet Financial Group, Inc., Providence, R.I.** | **12,199** | **11,958** | **3** | **3** |
| **5** | **5** | **Citicorp, New York** | **11,243** | **9,312** | **2** | **2** |
| 6 | 7 | Metmor Financial Inc., Los Angeles (b) | 9,729 | 8,634 | ... | ... |
| 7 | 6 | Weyerhaeuser Mortgage Co., Los Angeles | 9,115 | 8,845 | ... | ... |
| **8** | **8** | **First Interstate Bancorp., Los Angeles** | **8,968** | **8,319** | **11** | **6** |
| **9** | **17** | **Mellon Bank Corp., Pittsburgh** | **7,800** | **6,060** | **4(c)** | **4** |
| **10** | **10** | **Bank of Boston Corp.** | **7,694** | **7,264** | **3** | **3** |
| **11** | **18** | **BankAmerica Corp., San Francisco** | **7,449** | **5,984** | **3** | **3** |
| 12 | 13 | Cameron-Brown Co., Charlotte, N.C. | 7,369 | 6,620 | ... | ... |
| 13 | 12 | Commonwealth Mortgage Corp., Houston | 7,212 | 6,837 | ... | ... |
| **14** | **16** | **PSFS, Philadelphia** | **7,103** | **6,188** | **3** | **3** |
| **15** | **15** | **Goldome FSB, Buffalo, N.Y.** | **6,662** | **6,463** | **2** | **2** |
| 16 | 14 | Anchor Mortgage Services, Inc., Wayne, N.J. | 6,600 | 6,520 | ... | ... |
| 17 | 11 | Kissell Co., Springfield, Ohio | 6,550 | 6,878 | ... | ... |
| 18 | 19 | Sovran Mortgage Corp., Richmond | 6,203 | 5,873 | ... | ... |
| 19 | 20 | Richard Gill Co., San Antonio, Tex. | 6,105 | 5,843 | ... | ... |
| 20 | -- | Imco Realty Services Inc., Santa Rosa, Calif. (d) | 6,057 | 3,180(e) | ... | |
| 21 | 21 | Chemical Mortgage Corp., Columbus, Ohio | 5,949 | 5,578 | ... | ... |
| 22 | 24 | Alliance Mortgage Co., Jacksonville, Fla. (f) | 5,839 | 5,136 | ... | ... |
| **23** | **22** | **Sears, Roebuck & Co., Chicago** | **5,521** | **5,185** | **2** | **2** |
| 24 | 28 | Bowest Corp., La Jolla, Calif. | 5,172 | 4,417 | ... | ... |
| 25 | 23 | Talman Home Mortgage Corp., Chicago | 5,143 | 5,166 | ... | ... |

For firms with more than one subsidiary (mortgage company or commercial bank) servicing mortgages for others, the combined servicing figure of these subsidiaries is used. The name of the parent company is shown in bold type.

(a)—In March, General Motors Acceptance Corp., Detroit, the financing arm of General Motors Co., acquired Norwest Mortgage Inc., Minneapolis and its $11.1 billion servicing portfolio from Norwest Corp. Then in May, General Motors Acceptance Corp. acquired Colonial Mortgage Service Co., Philadelphia, and its $7.4 billion servicing portfolio from CoreStates Financial Corp., Philadelphia, for $190 million. (b)—Formerly CrossLand Capital Corp.. The company was acquired by Metropolitan Life Insurance Co., New York, from CrossLand Savings FSB, Brooklyn, N.Y., and its name was changed effective Sept. 30, 1985. (c)—The servicing figure shown for 6/30/85 is an aggregate figure for all four mortgage company subsidiaries of Mellon Bank Corp. However, one of its subsidiaries, Mellon Financial Services #9, Denver, did not provide data for the listing of the top 300 mortgage companies published Sept. 30. (d)—In April, Wells Fargo & Co. sold Wells Fargo Mortgage Co., Santa Rosa, Calif. and its $3 billion servicing portfolio plus the $3.5 billion servicing portfolio of Wells Fargo Bank NA to a limited partnership organized by Integrated Resources Inc., New York, for $108 million, plus the assumption of certain liabilities. Integrated Resources organizes and manages investment programs in real estate, leveraged buyouts, energy, equipment leasing and other businesses. Wells Fargo Mortgage Co. ranked 35th among the top mortgage companies and commercial banks in servicing on 12/31/84. (e)—Data were for Wells Fargo Mortgage Co. only. (f)—Owens-Illinois Inc., Toledo, Ohio, acquired company from Florida National Banks of Florida, Inc., Jacksonville, 2/25/85.

# Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 100 CommercialBanks in Servicing of Permanent Mortgages, Loan Servicing by Savings Institutions,** and **Top 25 Mortgage Servicers** tables that appear in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

____________________

____________________

(2.) What do you like **best** about this tabulation?

____________________

____________________

(3.) What do you like **least** about this tabulation?

____________________

____________________

(4.) **How** do you use this information in your work?

____________________

____________________

(5.) What **new** statistical survey would you like to see?

____________________

____________________

**Name (optional)**________________

**Title**________________

**Company**________________

**Address**________________

____________________

**Phone**________________

# Global People . . .

Continued from Page 2

nancial sector. The committee will also coordinate international controls. Mr. Blunden has been with the bank since 1947. In other personnel shifts, the bank's gilt-edged division will be expanded under **Ian Plenderleith**, while **Rodney Galpin**, the chairman of the bank's Johnson Matthey Bankers subsidiary, will leave Johnson Matthey to take charge of banking supervision.

In other personnel moves in the London financial sector, **Michael Strange**, executive director with Lazard Brothers, the merchant bank, is joining Laurie Milbank on Oct. 1 as an executive specializing in gilt-edged distribution.

The Chase Manhattan Bank branch in London, which is taking over Simon and Coates and Laurie Milbank, two British stockbrokers, has recruited **David Cheesewright** to head its U.K. equities market-making and trading operations. Mr. Cheesewright is a former senior dealer at Akroyd and Smithers, one of the largest London market makers.

**Jeremy Jewitt**, assistant general manager of Chase Manhattan's Paris branch, has moved to London as assistant general manager in charge of U.K. corporate banking. **Mark E. Shannon**, formerly of the special loan administration department in Chase's New York headquarters, will succeed Mr. Jewitt in Paris.

**EUROPEAN OPERATIONS DIVIDED:** Prime Computer, a U.S. maker of minicomputers, has restructured its European operations following the appointment of **Richard Williams** as vice president, international marketing operations. Mr. Williams has moved from Prime's European headquarters in London to its corporate headquarters in Natick, Mass. He will be responsible for the day-to-day operations of all non-U.S. subsidiaries and distributors. With his departure, the European subsidiary operations have been divided into two regions, northern and southern Europe, headed by **Malcolm Padina** and **Charles Picasso**, who have been named vice presidents.

— **Franklin Smith**

# World Debt . . .

Continued from Page 2

The plan should be completed by Feb. 1, according to the report, and it should include "outright debt relief in the form of longer grace periods, repayment stretchouts, and interest rate reductions."

According to the report, the Third World debt crisis has now entered a "second phase."

"In the current situation, developing countries are unable to invest in genuine development because all or a large part of their economic resources, and their foreign exchange earnings in particular, are devoted to debt servicing."

Commercial banks have stopped lending new money to developing nations, the report says, except for servicing current debt. But even at current levels of outstanding loans, many U.S. banks are "vulnerable" to the consequences of default.

Among other recommendations:

- Better coordination is needed between the World Bank, which extends long-term credit, and the International Monetary Fund, which specializes in short-term credit, so as to prevent conflicting advice regarding repayment.
- Since trade is the ultimate key to development, World Bank funds could be used as a bargaining chip in liberalizing trade restrictions at a new round of negotiations under the General Agreement on Tariffs and Trade. ■

**We want to hear from you.**

Send your opinions, observations, and comments to William Zimmerman, Editor, American Banker, One State Street Plaza, New York, New York, 10004.

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## TODAY

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**BACK PAGE:** The pressures of a citizens group on First Bank Duluth to get it to reinvest local deposits in the depressed Iron Range area are examined in the second part of a three-part series... 24

AN AMERICAN BANKER SPECIAL REPORT

# In the Great Interstate Debate, Consumers' Concern Is Service

*"We are not going to get excited about changes in the banking system which merely give us a choice of 11 banks which hold our checks for three weeks, instead of the 10 banks which already hold our checks for three weeks."*

— Alan Fox, legislative representative of the Consumer Federation of America, testifying before Congress in April on interstate banking.

By JAY ROSENSTEIN

WASHINGTON — Consumers of the future probably will think of our present limits on interstate banking in much the same way that we now think of the icebox, the Pony Express, and the doctor's house call.

INTERSTATE BANKING
AT THE CROSSROADS

Our interstate banking regulations some day will be shipped in cardboard boxes to the National Archives, to be studied intensely by historians instead of loophole lawyers.

But the current rules likely will be replaced by new ones that will include a variety of consumer protections.

It is much too soon to predict what

➸ Interstate: Page 22

This is the second article in a four-part series on interstate banking issues.

### Wish List and Nix List

**DREAMS**

- Better service and lower prices.
- More loans for small business and neighborhood revitalization.
- Better consumer protection enforcement by the government.

**NIGHTMARES**

- Funds exported from the local community.
- Corporations and wealthy individuals getting priority service, the poor getting less.
- Long-distance management that makes a bank unresponsive to local needs.
- Banks that have too much political and economic power.
- Banks that are too big to be effectively regulated.

# A Note on Credit Cards

By SANFORD ROSE

Why did Manufacturers Hanover cut its credit card rate to 17.8%? Such an action will obviously reduce the returns on credit card assets, which have been running at an estimated 400 to 500 basis points pretax. The bank will still garner a mightily healthy profit, but considering that Manny Hanny has one of the weakest bankwide ROAs in New York, its price-cutting action would seem inadvisable.

Some say that Manny Hanny was reacting to regulatory and political pressure to lower credit card charges. It was in effect serving notice that banks don't need more regulation; they can self-regulate in a responsible way. Others argue that congressional action is at best a remote possibility and that Manny Hanny cut the rate simply to get more business.

But the credit card customer is not especially rate sensitive, and those customers who are rate sensitive don't borrow with credit cards.

➸ Comment: Page 4

# Minority Banks Maintain Growth Despite Problems

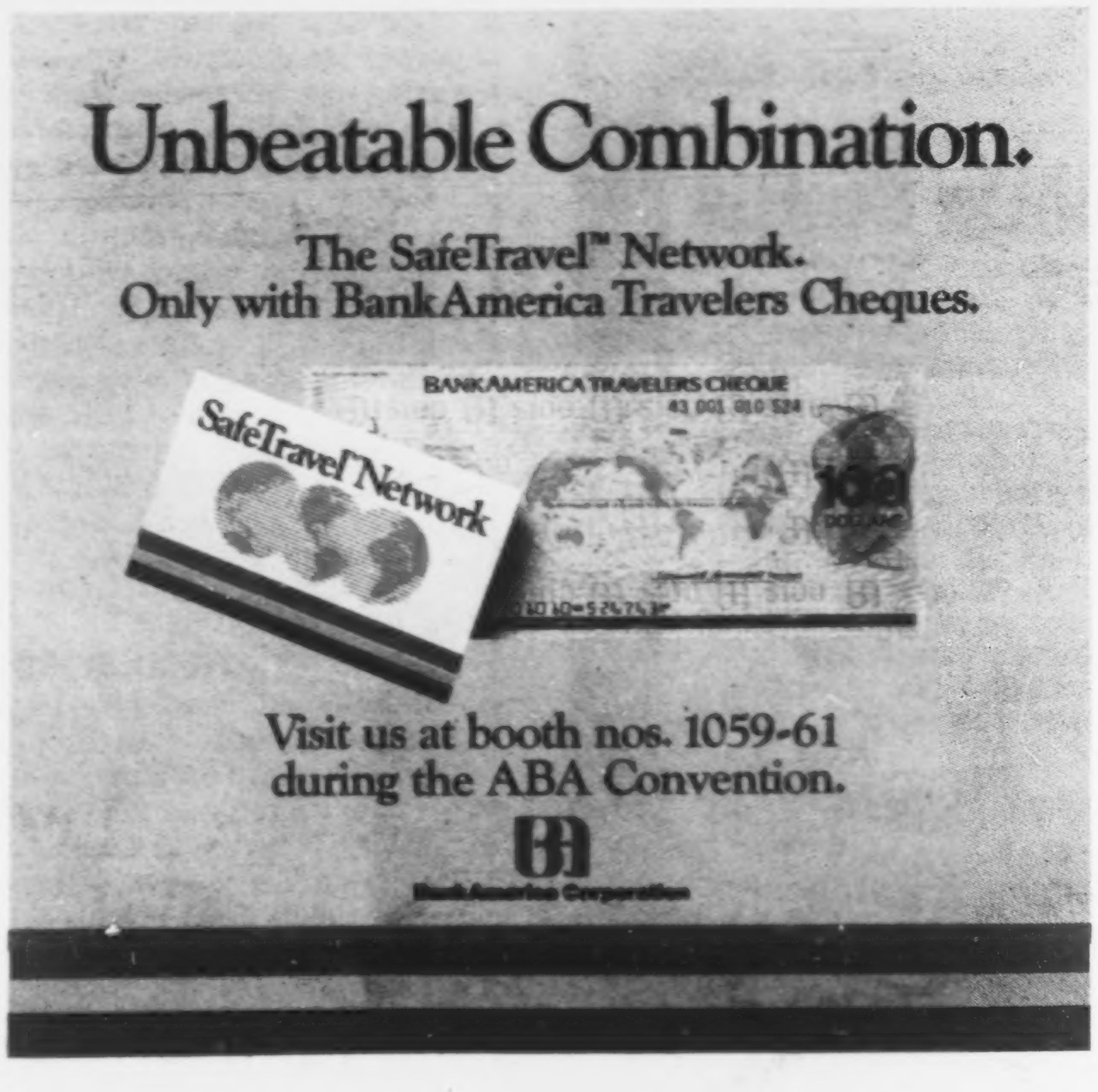
By KENNETH J. HICKS

NEW YORK — Bolstered by their relatively strong growth in deposits, assets, and net loans, commercial banks owned by minorities were able to hold their own this year against other commercial banks. However, the problems that previously plagued these community-based banks still exist.

Minority-Owned Banks List, Page 8

For this year and the remainder of the 1980s, minority banks are calling for, among other things, a more aggressive strategy to acquire business outside of the traditional community base to counter problems of size, deregula-

➸ Minority: Page 12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# Minority-Owned Commercial Banks in the United States *

## (Geographically Listed by State)

Compiled by **American Banker** Copyright 1985

As of December 31, 1984

| | Deposits 12/31/84 | Deposits 12/31/83 | Assets 12/31/84 | Assets 12/31/83 | Net Income 1984 | Net Income 1983 | Net Loans 12/31/84 | Net Loans 12/31/83 |
|---|---|---|---|---|---|---|---|---|
| **ALABAMA** | | | | | | | | |
| Commonwealth National Bank, Mobile (b) | 6,657,000 | 7,034,000 | 7,852,000 | 8,091,000 | 153,000 | 82,000 | 2,149,000 | 3,026,000 |
| **ALASKA** | | | | | | | | |
| United Bank Alaska, Anchorage (d) | 320,743,000 | 259,684,000 | 385,013,000 | 303,054,000 | 5,513,000 | 4,152,000 | 283,265,000 | 210,524,000 |
| **AMERICA SOMOA** | | | | | | | | |
| Amerika Somoa Bank, Pago Pago (e) | 15,194,000 | 12,146,000 | 17,520,000 | 14,042,000 | 328,000 | N.A. | 12,051,000 | N.A. |
| **CALIFORNIA** | | | | | | | | |
| Cathay Bank, Los Angeles (a) | 248,061,062 | 230,089,000 | 276,545,229 | 250,144,000 | 2,236,310 | 2,100,000 | 140,312,645 | 116,437,000 |
| Far East National Bank, Los Angeles (a) | 67,276,000 | 54,854,000 | 78,416,000 | 74,550,000 | 963,000 | 870,000 | 44,114,000 | 30,723,000 |
| Los Angeles National Bank (c) | 108,926,000 | 42,827,000 | 115,602,000 | 50,529,000 | (544,000) | (165,000) | 50,536,000 | 19,945,000 |
| Pan American Bank, Los Angeles (c) | 28,883,000 | 30,851,000 | 32,234,000 | 33,906,000 | 244,000 | 5,000 | 13,945,000 | 13,176,000 |
| United Pacific Bank, Los Angeles (a) | 20,830,000 | 15,726,000 | 27,343,000 | 20,953,000 | 321,000 | (48,000) | 16,945,000 | 11,860,000 |
| Omni Bank NA, Monterey Park (e) | 90,165,000 | 74,856,000 | 98,953,000 | 82,895,000 | 552,000 | (23,000) | 59,174,000 | 49,024,000 |
| Bank of Oakland (b) | 13,782,000 | 8,687,000 | 15,418,000 | 10,214,000 | 41,000 | (536,000) | 9,616,000 | 4,907,000 |
| First Enterprise Bank, Oakland (b) | 43,013,000 | 83,137,000 | 43,809,000 | 90,788,000 | (1,120,000) | (807,000) | 18,391,000 | 23,522,000 |
| California National Bank, San Francisco (a) | 51,366,328 | 45,020,000 | 58,166,804 | 55,242,000 | (562,800) | (681,000) | 39,539,029 | 34,968,000 |
| Golden Gate Bank, San Francisco (f) | 11,304,000 | 10,673,000 | 12,339,000 | 12,175,000 | (498,000) | 72,000 | 8,082,000 | 8,075,000 |
| Mission National Bank, San Francisco (b) | 16,773,000 | 14,704,000 | 20,230,000 | 18,187,000 | (55,000) | 15,000 | 11,950,000 | 9,979,000 |
| Pacific Heritage Bank, Torrance (a) | 25,761,000 | 19,691,000 | 30,573,000 | 23,716,000 | 187,000 | 131,000 | 18,688,000 | 10,119,000 |
| United American Bank, Westminster | 8,699,000 | N.A. | 10,758,000 | N.A. | (107,000) | N.A. | 5,329,000 | N.A. |
| **COLORADO** | | | | | | | | |
| Chaves Industrial Bank, Denver (c) | 3,196,122 | 619,000 | 3,556,182 | 1,105,000 | 60 | N.A. | 2,149.509 | N.A. |
| Women's Bank NA, Denver (f) | 39,129,000 | 34,441,000 | 43,959,000 | 38,791,000 | 677,000 | 566,000 | 24,721,000 | 19,109,000 |
| **CONNECTICUT** | | | | | | | | |
| Connecticut Community Bank, Greenwich (f) | 22,576,000 | 16,874,000 | 25,146,000 | 19,136,000 | 161,000 | 95,000 | 18,848,000 | 12,518,000 |
| **DISTRICT OF COLUMBIA** | | | | | | | | |
| American Indian National Bank (d) | 22,075,000 | 21,890,000 | 26,425,000 | 26,099,000 | 130,000 | 150,000 | 8,436,000 | 5,781,000 |
| Capital Bank NA (c) | 42,988,000 | 39,315,000 | 56,294,000 | 45,364,000 | 282,000 | 238,000 | 27,111,000 | 21,305,000 |
| Industrial Bank of Washington (b) | 68,018,000 | 63,058,000 | 73,098,000 | 68,317,000 | 341,000 | 1,275,000 | 33,841,000 | 32,905,000 |
| United National Bank of Washington (b) | 59,954,000 | 64,121,000 | 65,016,000 | 68,446,000 | 373,000 | 313,000 | 33,069,000 | 26,235,000 |
| Women's National Bank (f) | 21,751,000 | 17,251,000 | 24,326,000 | 19,297,000 | (215,000) | (494,000) | 15,673,000 | 8,537,000 |
| **FLORIDA** | | | | | | | | |
| Alliance National Bank, Miami (e) | 12,061,000 | 10,824,000 | 13,792,000 | 12,448,000 | (2,000) | (170,000) | 4,307,000 | 3,552,000 |
| Bank of Miami (c) | 303,431,589 | 289,866,000 | 338,217,090 | 349,205,000 | (231,696) | 739,000 | 151,144,840 | 137,862,000 |
| Capital Bank, Miami (c) | 457,072,478 | N.A. | 539,399,470 | N.A. | 6,447,286 | N.A. | 274,004,080 | N.A. |
| Continental National Bank, Miami (c) | 89,126,000 | 81,231,000 | 106,325,000 | 94,765,000 | 345,000 | 304,000 | 37,956,000 | 33,536,000 |
| Hemisphere National Bank, Miami (c) | 26,798,000 | 22,567,000 | 29,190,000 | 25,172,000 | 165,000 | 137,000 | 12,379,000 | 9,808,000 |
| M Bank, Miami (e) | 25,408,000 | 21,000,000 | 28,183,000 | 23,000,000 | (809,000) | N.A. | 9,368,000 | N.A. |
| Peoples National Bank of Commerce, Miami (b) | 17,519,596 | 18,778,000 | 17,726,173 | 21,727,000 | (1,069,842) | 281,000 | 11,264,884 | 11,649,000 |
| Sunshine State Bank, South Miami (c) | 104,354,000 | 109,628,000 | 111,671,000 | 118,366,000 | (1,757,000) | 446,000 | 64,899,000 | 69,592,000 |
| Palm Beach Lakes Bank, West Palm Beach (b) | 14,342,046 | 10,425,000 | 15,780,462 | 11,600,000 | 31,000 | 66,000 | 5,998,741 | 2,298,000 |
| **GEORGIA** | | | | | | | | |
| Citizens Trust Bank, Atlanta (b) | 71,327,000 | 55,144,000 | 81,848,000 | 63,705,000 | 744,000 | 615,000 | 25,420,000 | 20,554,000 |
| Carver State Bank, Savannah (b) | 18,336,000 | 19,303,000 | 21,804,000 | 21,697,000 | 190,000 | 141,000 | 13,370,000 | 14,100,000 |
| **GUAM** | | | | | | | | |
| Bank of Guam, Agana (e) | 144,328,000 | 139,480,000 | 170,535,000 | 159,882,000 | 3,027,000 | N.A. | 98,736,000 | N.A. |
| **HAWAII** | | | | | | | | |
| Bank of Honolulu (e) | 51,744,532 | 51,249,000 | 56,056,247 | 55,851,000 | 83,111 | 18,000 | 31,096,066 | 31,768,000 |
| Bank of Maui, Kahului (e) | 9,046,466 | 8,188,000 | 9,877,870 | 9,378,000 | (361,590) | (289,000) | 5,707,421 | 5,301,000 |
| **ILLINOIS** | | | | | | | | |
| Community Bank of Lawndale, Chicago (b) | 21,981,895 | 17,385,000 | 25,620,667 | 20,606,000 | 188,614 | 201,000 | 14,629,224 | 9,254,000 |
| Highland Community Bank, Chicago (b) | 39,524,000 | 38,543,000 | 44,412,000 | 42,636,000 | 518,000 | 422,000 | 14,126,000 | 14,749,000 |
| Independence Bank, Chicago (b) | 70,484,000 | 73,408,000 | 83,485,000 | 93,418,000 | 541,000 | 601,000 | 41,114,000 | 36,760,000 |
| National Republic Bank, Chicago | 35,090,000 | N.A. | 36,731,000 | N.A. | (75,000) | N.A. | 11,143,000 | N.A. |
| Seaway National Bank, Chicago (b) | 92,944,822 | 94,113,000 | 103,203,218 | 107,741,000 | 1,003,335 | 1,018,000 | 37,226,451 | 34,851,000 |
| **INDIANA** | | | | | | | | |
| Industrial National Bank, East Chicago (c) | 8,897,000 | 6,697,000 | 9,501,000 | 7,265,000 | 50,000 | 17,000 | 5,695,000 | 3,684,000 |
| Midwest National Bank, Indianapolis (b) | 54,186,000 | 47,423,000 | 60,329,000 | 54,329,000 | 389,000 | 315,000 | 47,376,000 | 39,740,000 |
| **KANSAS** | | | | | | | | |
| Dougals Bank, Kansas City (b) | 22,094,293 | 21,443,000 | 24,300,462 | 23,435,000 | 279,785 | 98,000 | 7,662,579 | 5,153,000 |
| **KENTUCKY** | | | | | | | | |
| Continental National Bank of Ky., Louisville (b) | 18,443,000 | 14,951,000 | 20,305,000 | 16,279,000 | (477,000) | 129,000 | 8,006,000 | 7,906,000 |
| **LOUISIANA** | | | | | | | | |
| Liberty Bank & Trust Co., New Orleans (b) | 41,340,000 | 43,465,000 | 47,203,000 | 51,836,000 | 432,000 | 204,000 | 22,771,000 | 23,071,000 |
| Security National Bank, Shreveport (b) | 15,294,000 | 13,398,000 | 18,986,000 | 18,095,000 | (388,000) | 239,000 | 10,757,000 | 8,911,000 |
| **MARYLAND** | | | | | | | | |
| Harbor Bank of Maryland, Baltimore (b) | 11,128,000 | 8,213,000 | 13,120,000 | 10,076,000 | 23,000 | (124,000) | 7,682,000 | 3,476,000 |
| Universal Bank, Glenarden (b) | 7,710,000 | 6,320,000 | 8,649,000 | 8,202,000 | (31,000) | (22,000) | 3,120,000 | 2,051,000 |
| First Women's Bank of Maryland, Rockville (f) | 32,593,400 | 28,479,000 | 36,120,533 | 31,565,000 | 202,396 | 212,000 | 15,802,806 | 11,758,000 |
| **MASSACHUSETTS** | | | | | | | | |
| Boston Bank of Commerce (b) | 14,515,000 | 9,977,000 | 16,200,000 | 12,325,000 | (110,000) | (1,134,000) | 9,751,000 | 2,362,000 |
| Liberty Bank & Trust Co., Boston (a) | 20,383,000 | 20,931,000 | 23,936,000 | 23,940,000 | 302,000 | 157,000 | 10,825,000 | 7,991,000 |
| **MICHIGAN** | | | | | | | | |
| First Independence National Bank, Detroit (b) | 52,640,000 | 52,926,000 | 61,232,000 | 61,019,000 | 716,000 | 708,000 | 17,198,000 | 16,572,000 |
| **MISSOURI** | | | | | | | | |
| Gateway National Bank, St. Louis (b) | 20,803,000 | 14,679,000 | 22,369,000 | 16,234,000 | 154,000 | 24,000 | 10,308,000 | 8,241,000 |
| **NEBRASKA** | | | | | | | | |
| Community Bank of Nebraska, Omaha (e) | 9,226,000 | 7,070,000 | 10,750,000 | 9,017,000 | (49,000) | 84,000 | 7,066,000 | 5,138,000 |
| **NEW JERSEY** | | | | | | | | |
| City National Bank of New Jersey, Newark (b) | 37,671,236 | 49,214,000 | 44,989,126 | 53,614,000 | 440,544 | 311,000 | 10,452,085 | 9,798,000 |
| **NEW MEXICO** | | | | | | | | |
| Plaza National Bank, Albuquerque (c) | 14,592,632 | 17,297,000 | 15,890,338 | 18,728,000 | (111,829) | 12,000 | 8,969,210 | 9,606,000 |
| El Pueblo State Bank, Espanola (c) | 27,194,000 | 25,407,000 | 30,347,000 | 28,153,000 | 1,655,000 | 25,000 | 17,234,000 | 17,579,000 |
| Western Bank, Santa Fe (c) | 22,103,981 | 22,772,000 | 26,694,667 | 27,629,000 | 336,479 | 342,000 | 17,242,234 | 15,120,000 |
| Centinal Bank, Taos (c) | 28,061,256 | 28,607,000 | 31,595,319 | 31,949,000 | 207,362 | 184,000 | 19,743,529 | 20,527,000 |
| **NEW YORK** | | | | | | | | |
| New York National Bank, Bronx (e) | 42,764,000 | 16,767,000 | 46,750,000 | 19,417,000 | 139,000 | 100,000 | 23,170,000 | 10,427,000 |
| Banco Popular de Puerto Rico, New York (c) | 121,265,000 | 116,600,000 | 193,319,000 | 133,300,000 | (3,528,000) | N.A. | 64,471,000 | N.A. |
| Capital National Bank of New York (c) | 61,599,712 | 51,311,000 | 66,961,856 | 55,388,000 | 657,015 | 337,000 | 45,823,106 | 36,438,000 |
| First Women's Bank, New York (f) | 40,259,000 | 32,638,000 | 43,323,000 | 37,552,000 | 299,000 | 72,000 | 17,662,000 | 12,368,000 |
| Freedom National Bank, New York (b) | 75,469,000 | 65,013,000 | 99,667,000 | 91,892,000 | 502,000 | 121,000 | 32,753,000 | 40,468,000 |

* — Minority-owned institutions which are eligible for the Government Minority Bank Deposit Program. (a) — Asian American-owned; (b) — Black-owned; (c) — Hispanic American-owned; (d) — Native American-owned; (e) — Multi-racial-owned; (f) — Women-owned; (g) — Declared insolvent by the Comptroller of Currency on June 26, 1985.

Continued on Page 10

# Minority-Owned Commercial Banks in the United States *

## (Geographically Listed by State)

Compiled by **American Banker** Copyright 1985

As of December 31, 1984

Continued from Page 8

| | Deposits 12/31/84 | Deposits 12/31/83 | Assets 12/31/84 | Assets 12/31/83 | Net Income 1984 | Net Income 1983 | Net Loans 12/31/84 | Net Loans 12/31/83 |
|---|---|---|---|---|---|---|---|---|
| **NORTH CAROLINA** | | | | | | | | |
| Mechanics and Farmers Bank, Durham (b) | 57,359,000 | 53,183,000 | 64,476,000 | 59,077,000 | 575,000 | 469,000 | 29,123,000 | 27,777,000 |
| United National Bank, Fayetteville (b) | 4,472,000 | 3,797,000 | 4,653,000 | 3,949,000 | 7,000 | (217,000) | 1,216,000 | 1,506,000 |
| Greensboro National Bank (b) | 15,382,000 | 11,232,000 | 17,082,000 | 12,722,000 | 84,000 | (267,000) | 5,740,000 | 5,062,000 |
| Lumbee Bank, Pembroke (d) | 10,973,000 | 8,930,000 | 12,374,000 | 10,184,000 | 148,000 | 117,000 | 7,029,000 | 5,513,000 |
| **OHIO** | | | | | | | | |
| First Bank NA, Cleveland (b) | 51,547,000 | 50,627,000 | 79,254,000 | 148,411,000 | (549,000) | 154,000 | 21,096,000 | 22,103,000 |
| Unity Bank, Dayton (b) | 9,836,836 | 11,073,000 | 10,507,770 | 11,577,000 | 75,364 | (108,000) | 2,713,395 | 2,380,000 |
| Hamilton County State Bank, Lockland (b) | 9,478,973 | 20,860,000 | 11,833,752 | 23,778,000 | 601,616 | (95,000) | 2,509,594 | 7,178,000 |
| **OKLAHOMA** | | | | | | | | |
| Medical Center State Bank, Oklahoma City (b) | 11,594,000 | 11,306,000 | 12,695,000 | 13,248,000 | (100,000) | 216,000 | 6,453,000 | 5,990,000 |
| American State Bank, Tulsa (b) | 15,010,019 | 21,809,000 | 16,492,240 | 23,614,000 | (255,073) | 210,000 | 6,362,096 | 6,013,000 |
| **OREGON** | | | | | | | | |
| American State Bank, Portland (b) | 12,967,000 | 12,799,000 | 15,780,000 | 14,598,000 | 199,000 | 141,000 | 6,512,000 | 5,644,000 |
| **PENNSYLVANIA** | | | | | | | | |
| New World National Bank, Pittsburgh (b) | 16,488,399 | 8,009,000 | 17,793,025 | 9,150,000 | 110,949 | 78,000 | 2,081,063 | 1,598,000 |
| **SOUTH CAROLINA** | | | | | | | | |
| Victory Savings Bank, Columbia | 14,227,000 | N.A. | 15,367,000 | N.A. | 94,000 | N.A. | 7,314,000 | N.A. |
| **TENNESSEE** | | | | | | | | |
| Tri State Bank, Memphis (b) | 10,448,000 | 34,841,000 | 42,420,000 | 38,670,000 | (489,000) | 541,000 | 17,155,000 | 14,369,000 |
| Citizens Savings Bank & Trust Co., Nashville | 34,091,000 | 34,402,000 | 36,949,000 | 36,927,000 | (397,000) | 47,000 | 17,487,000 | 18,694,000 |
| **TEXAS** | | | | | | | | |
| Brownsville National Bank (c) | 50,312,000 | 41,221,000 | 55,905,000 | 45,987,000 | 608,000 | 602,000 | 24,909,000 | 20,780,000 |
| Nueces National Bank, Corpus Christi (c) | 16,994,000 | 13,199,000 | 19,955,000 | 17,804,000 | 142,000 | 197,000 | 9,560,000 | 7,339,000 |
| First Texas Bank, Dallas (b) | 63,468,000 | 51,254,000 | 71,605,000 | 59,422,000 | 1,428,000 | 970,000 | 46,514,000 | 34,322,000 |
| Pan American National Bank, Dallas (f) | 29,510,000 | 39,150,000 | 35,126,000 | 43,999,000 | 128,000 | 1,236,000 | 21,717,000 | 19,558,000 |
| Sunbelt National Bank, Dallas (b) | 13,821,000 | 1,655,000 | 15,378,000 | 3,240,000 | (65,000) | (130,000) | 11,648,000 | 99,000 |
| Continental National Bank, El Paso (c) | 51,353,000 | 49,652,000 | 56,372,000 | 54,396,000 | (742,000) | (96,000) | 18,024,000 | 15,828,000 |
| Asian American National Bank, Houston (a) | 15,317,000 | 7,836,000 | 18,202,000 | 9,811,000 | 458,000 | (501,000) | 13,447,000 | 6,192,000 |
| Riverside National Bank, Houston (b) | 16,881,000 | 19,089,000 | 18,159,000 | 20,975,000 | (586,000) | (155,000) | 12,026,000 | 9,431,000 |
| Commerce Bank NA, Laredo (c) | 27,813,404 | N.A. | 30,767,201 | N.A. | 164,455 | N.A | 11,666,753 | N.A. |
| International Bank of Commerce, Laredo (c) | 409,081,000 | 338,523,000 | 440,314,000 | 364,141,000 | 4,033,000 | 3,837,000 | 170,989,000 | 134,207,000 |
| South Texas National Bank, Laredo (c) | 38,191,000 | 30,466,000 | 44,088,000 | 32,352,000 | 479,000 | 258,000 | 13,415,000 | 11,319,000 |
| Metropolitan National Bank, McAllen (c) | 25,537,088 | 21,592,000 | 27,002,670 | 24,092,000 | 467,814 | 290,000 | 16,973,165 | 16,814,000 |
| Plaza Bank NA, San Antonio (c) | 13,268,769 | 14,678,000 | 14,451,426 | 15,776,000 | 37,775 | 330,000 | 6,922,476 | 6,573,000 |
| Zapata National Bank (c) | 40,888,365 | 36,870,000 | 44,713,636 | 40,543,000 | 467,000 | 520,000 | 24,527,285 | 22,470,000 |
| **VIRGINIA** | | | | | | | | |
| First State Bank, Danville (b) | 13,046,000 | 11,581,000 | 17,832,000 | 14,573,000 | 312,000 | 334,000 | 7,690,000 | 7,035,000 |
| Atlantic National Bank, Norfolk (b) | 19,129,000 | 15,655,000 | 20,758,000 | 17,123,000 | 141,000 | 128,000 | 13,417,000 | 9,948,000 |
| Consolidated Bank & Trust Co., Richmond (b) | 43,400,990 | 39,096,000 | 47,970,041 | 43,287,000 | 481,576 | 488,000 | 28,584,263 | 25,608,000 |
| **WASHINGTON** | | | | | | | | |
| Liberty Bank, Seattle (b) | 14,754,000 | 15,444,000 | 16,455,000 | 16,955,000 | 132,000 | 95,000 | 7,916,000 | 6,020,000 |
| **WISCONSIN** | | | | | | | | |
| North Milwaukee State Bank, Milwaukee (b) | 15,525,000 | 12,781,000 | 21,986,000 | 15,796,000 | 150,000 | 104,000 | 9,565,000 | 6,021,000 |

* — Minority-owned institutions which are eligible for the Government Minority Bank Deposit Program. (a) — Asian American-owned; (b) — Black-owned; (c) — Hispanic American-owned; (d) — Native American-owned; (e) — Multi-racial-owned; (f) — Women-owned

# Top Minority-Owned Institutions

## Listed by Assets, Net Income, and Minority Type

| TEN LARGEST MINORITY BANKS — BY ASSETS | 12/31/84 |
|---|---|
| Capital Bank, Miami | 533,399,470 |
| International Bank of Commerce, Laredo | 440,314,000 |
| United Bank Alaska, Anchorage | 385,013,000 |
| Bank of Miami | 338,217,090 |
| Cathay Bank, Los Angeles | 276,545,229 |
| Bank of Guam, Agan | 170,535,000 |
| Banco Popular de Puerto Rico, New York | 193,319,000 |
| Golden Pacific National Bank, New York | 143,094,000 |
| Los Angeles National Bank | 115,602,000 |
| Sunshine State Bank, S. Miami | 111,671,000 |

| TEN LARGEST MINORITY BANKS — BY NET INCOME | 12/31/84 |
|---|---|
| Capital Bank, Miami | 6,447,286 |
| United Bank Alaska, Anchorage | 5,513,000 |
| International Bank of Commerce, Laredo | 4,033,000 |
| Bank of Guam, Agana | 3,027,000 |
| Cathay Bank, Los Angeles | 2,236,310 |
| El Pueblo State Bank, Espanola | 1,655,000 |
| First Texas Bank, Dallas | 1,428,000 |
| Seaway National Bank, Chicago | 1,003,335 |
| Far East National Bank, Los Angeles | 963,000 |
| Golden Pacific National Bank, New York | 819,000 |

| LARGEST MINORITY BANKS — BY TYPE | Assets 12/31/84 |
|---|---|
| **Largest Asian-American Banks** | |
| Cathay Bank, Los Angeles | 276,545,229 |
| Golden Pacific National Bank, New York | 143,094,000 |
| California National Bank, San Francisco | 58,166,804 |
| **Largest Black Banks** | |
| Seaway National Bank, Chicago | 103,203,218 |
| Freedom National Bank, New York | 99,667,000 |
| First Bank NA, Cleveland | 79,254,000 |
| **Largest Hispanic American Banks** | |
| Capital Bank, Miami | 533,399,470 |
| International Bank of Commerce, Laredo | 409,081,000 |
| Bank of Miami | 338,217,090 |
| **Largest Native American Banks** | |
| United Bank Alaska, Anchorage | 385,013,000 |
| American Indian National Bank, Washington, D.C. | 26,425,000 |
| Lumbee Bank, Pembroke | 12,374,000 |
| **Largest Multi-Racial Banks** | |
| Bank of Guam, Agana | 170,535,000 |
| Omni Bank NA, Monterey Park | 98,953,000 |
| Bank of Honlulu | 56,056,247 |
| **Largest Women Banks** | |
| Women's Bank NA, Denver | 43,959,000 |
| First Women's Bank, New York | 43,323,000 |
| First Women's Bank of Maryland, Rockville | 36,120,533 |

# Lack of Capital Causes Some Banks to Leave Minority Hands

**Continued from Page 1**

tion, and decay within the inner city where, according to the National Bankers Association, most minority-owned banks are based. The NBA is a trade association for minority-owned commercial banks.

These are among the points made by minority bankers in connection with the second *American Banker* statistical survey of minority-owned commercial banks.

**The Rainbow Banks**

| | (Assets 000) |
|---|---|
| **Top Asian-American Bank** | |
| Cathay Bank, Los Angeles | $276,545 |
| **Top Black Bank** | |
| Seaway National Bank, Chicago | $103,203 |
| **Top Hispanic Bank** | |
| Capital Bank, Miami | $533,399 |
| **Top Native American Bank** | |
| American Indian Nat'l Bank, D.C. | $26,425 |
| **Top Multi-Racial Bank** | |
| Bank of Guam, Agana | $170,535 |
| **Top Woman's Bank** | |
| Women's Bank NA, Denver | $43,959 |

Tables on the survey findings include a listing of minority-owned institutions as identified by the Treasury Department and the Federal Reserve Board. The *American Banker* also has identified the top banks in each category: Asian-American, black, Hispanic-American, Native American/Eskimo/Aleut, multiracial, and women.

Among the minority-owned banks, deposits as of Dec. 31, 1984, increased 10.2% to $4.4 billion from $4.0 billion on Dec. 31, 1983. For the same period, assets rose 9.1% to $5.1 billion, from $4.7 billion.

However, although these figures show that assets and deposits grew more quickly at the minority-owned institutions than at the mainstream banks, Andrew F. Brimmer of Brimmer & Co., a Washington, D.C.-based consulting firm, pointed out that the minority banks' share of total deposits and assets at all commercial banks in the United States showed only a modest increase.

At the end of 1984, minority-bank deposit share increased to .28% from .27%. Asset share grew to .24% from .23%.

Mr. Brimmer said minority-owned institutions face challenges in the financial market today because of their size. "Since the minority institution is small, [minority-owned banking institutions] have a very difficult time competing in the urban market," he said.

### Some Minority Banks Give Up, Sell Out

He noted that minority banks "need to raise more capital, but because of their size, they're having a difficult time." To avoid this difficulty, some of these banks have sold out to majority ownership, he said, adding that "one of the two D.C.-area [minority-owned] commercial banks" has joined the mainstream ranks.

Since the end of 1983, six institutions formerly listed by Treasury and the Fed as owned by minorities are no longer listed in that category, including two banks that had been owned by women.

Mr. Brimmer identified management as another problem facing the minority institution, but he said this is no longer as large a problem as it once was. Management has matured at the minority bank, he explained, and more experienced personnel are moving from mainstream institutions — where they feel less opportunity for advancement — to minority banks.

This strengthening of management abilities may be why, according to a release from the National Bankers Association prior to its convention Oct. 13-16 in Detroit, these community banks today feel more capable of adapting to the swift changes in the financial service market.

The association's release also said: "Minority bankers eagerly move away from tradition as they embrace all the changes that can enhance their own

➤ **Minority: Page 13**

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# Court Tells Policeman Citibank Not Negligent

**Special to the American Banker**

NEW YORK — A New York City policeman who was injured by a berserk Citibank customer cannot sue the bank for negligence, a state supreme court justice ruled last week.

Justice George Bundy Smith dismissed a $25 million damage suit against Citibank by police officer Joseph Revello, who was injured when he was splashed with battery acid by a 71-year-old man outside a Greenwich Village bank branch.

Anthony Caggiano, the Citibank customer, went on a window smashing rampage in June 1984 when the bank delayed his request for a withdrawal of money from his account.

After stripping to his underwear and threatening the bank manager with a two-by-four, he was given two checks totaling $98,000.

The police arrived at about the same time and took him into custody. But apparently he was released, and 30 minutes later he returned to renew his window smashing rampage. He also threatened to throw battery acid on bank employees, and police were summoned a second time.

While subduing Mr. Caggiano, Officer Revello was splattered with acid. This resulted in an impairment of his vision that forced him to retire.

Officer Revello sued the bank, claiming that it was responsible for the "dangerous and hazardous condition" that caused his injuries.

He also charged that bank employees negligently failed to warn him that Mr. Caggiano had acid.

Justice Smith found, however, that the police had plenty of warning of the danger.

He noted that a bank "owes a single duty of reasonable care, and foreseeability is the measure of liability."

"Furthermore," he added, "evidence of negligence is not enough by itself to establish liability." It must also be proved that the negligence "was the cause of the event which produced the harm sustained."

The court concluded that the plaintiff had failed to demonstrate the liability of Citibank and dismissed the complaint. ■

**Some bankers think the**

An estimated 5,000 U.S. banks will disappear this decade due to mergers, acquisitions, and increased competition.

Before someone targets your bank, you should consider joining the First Interstate System as a franchisee. It's a strategic alternative designed to let you run your bank the way you want and meet growing competition head on.

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The profitable partnership.

The First Interstate Bank system ranks as the second-largest retail banking organization in the nation. And since we unified our own system in 1981, we have been a consistent leader. Today we have assets of $46 billion and over 1,100 full-service banking offices.

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But best of all, even while you enjoy all the benefits of being associated with First Interstate,

## Dear Reader, How Are We Doing?

Would you spend a moment to give us some feedback on the **Minority-Owned Commercial Banks** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the tabulation to make it more useful? What would you add?

________________________________________

(2.) What do you like **best** about this tabulation?

________________________________________

(3.) What do you like **least** about this tabulation?

________________________________________

(4.) **How** do you use this information in your work?

________________________________________

**Name (optional)**____________________________
**Title**____________________________
**Company**____________________________
**Address**____________________________
____________________________________
**Phone**____________________________

# Minority Banks Know the Inner City

**Continued from Page 12**

positions. They acknowledge that the most profitable bank customers are activists — not traditionalists. Thus, the growth of the information services business is assured. The NBA itself predicts that growth will be at least 20 times its present size in the next 10 to 15 years."

Despite the associated problems, many minority-bank officers said they view small size as a blessing. Currently, according to the NBA, these officers are committing most of their time to planning, and because their institutions are small, they find they can adjust to change more easily than the larger, mainstream counterpart that tends to get bogged down by several tiers of management.

### Small Banks Have Community Ties

And, according to the association, their smallness guarantees continued strong links to the community base that these banks rely on, giving them greater sensitivity to the economic well-being of the inner city.

The NBA has begun a call for diversification of its constituency and greater emphasis on commercial lending to be better able to compete with the "megabanks" that dominate the urban financial scene.

Charles E. Allen, president-elect of the National Bankers Association and also president and chief executive officer of Independence National Bank, in Detroit, stated in the NBA release that he is looking "to forge an alliance" with other minority organizations — such as the National Association of Urban Bankers, the National Association of Minority Enterprise Small Business Investment Corp., and the American Savings and Loan League "to promote greater economic participation in our communities."

Further, with the major competition coming from the giant majority banks, the NBA is seeking to lure these banks into the association as affiliates.

Survey findings included:

- Net income for the minority banks in the 1985 listing totaled $24.8 million, up 3.0% from the 1983 total of $24.1 million.
- Total net loans increased 20.4% to $2.3 billion from $1.9 billion in the previous year.
- As of Dec. 31, 1984, Hispanic-American banks held the largest share of minority-bank deposits, with $2.1 billion, or 46.6%. Black-owned banks were second with $1.3 billion, or 29.4% of the total deposits; and Asian-American banks were third with $466.3 million, or 10.2%.
- Among the 90 institutions for which two years of data were available, 58 showed an improvement in net income from the previous year. ■

# Continental Illinois Sues Ex-Penn Square Chief

Special to the American Banker

OKLAHOMA CITY — Continental Illinois is seeking enforcement of a $3 million guaranty agreement executed by Bill P. Jennings, former chairman of the failed Penn Square Bank.

The bank filed a suit in federal district court in Oklahoma City Oct. 3 that names Mr. Jennings and Charles M. Hall of Houston. Mr. Hall also signed a guaranty agreement for $3 million. Both were delivered to Penn Square on June 2, 1981, according to the suit.

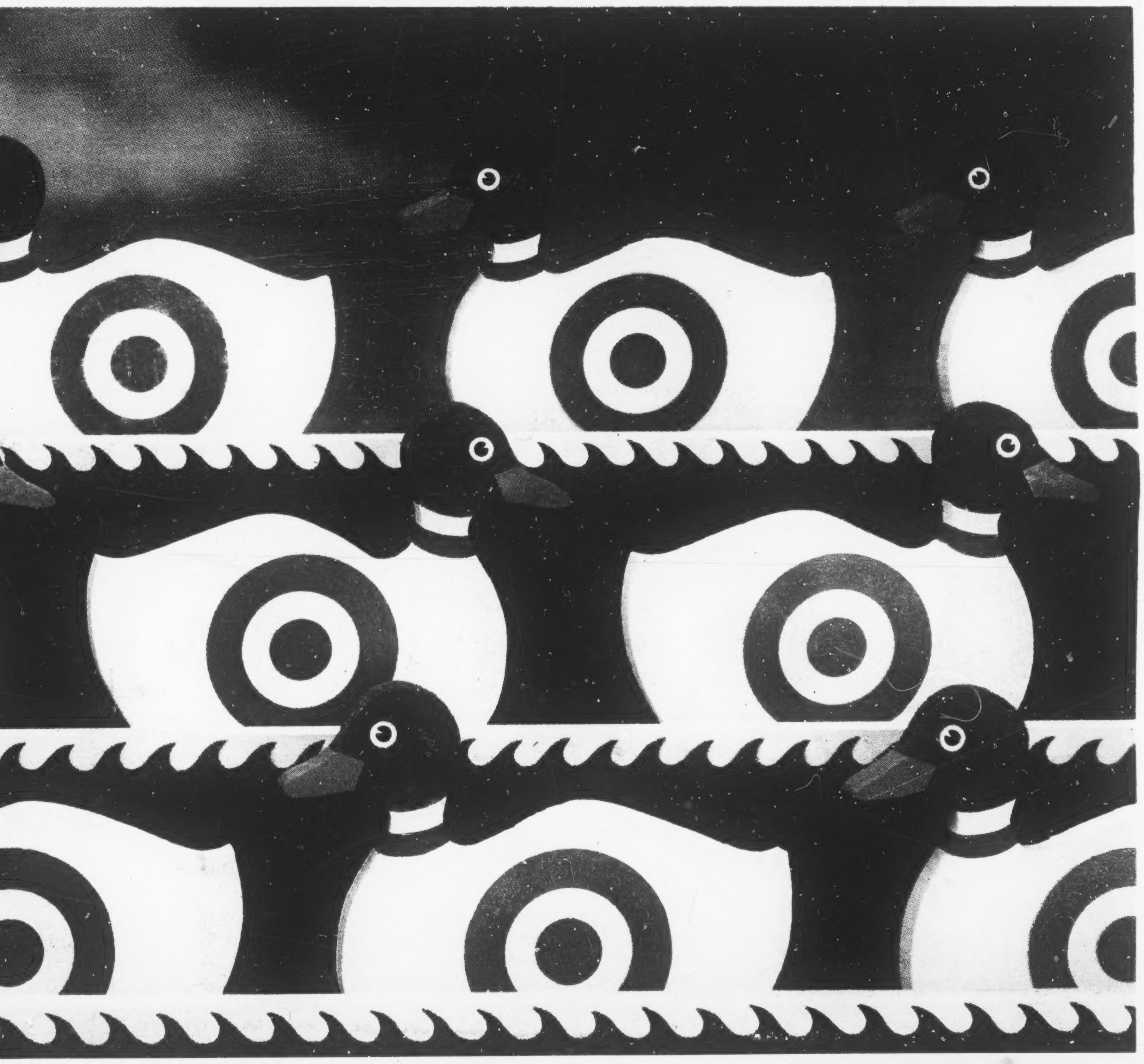
The suit makes reference to a $10.7 million loan to Texas Upsetting and Finishing Inc. arranged by Penn Square that was upstreamed to Continental Illinois, one of many such participation loans arranged between the two banks during Penn Square's heyday.

The suit claims Mr. Hall and Mr. Jennings are liable for $3 million each for the $10.7 million loan to Texas Upsetting and Finishing, which has not made good on the note. Mr. Hall is said to owe an additional $100,000 specified in a separate guaranty agreement.

Although the FDIC typically seeks recovery of bad loans as receiver for Penn Square, declared insolvent in July 1982, the suit notes that Continental Illinois National Bank and Trust Co. has been authorized to pursue collection of the $10.7 million debt.

A steady flow of upstream loans to Continental Illinois during the oil boom of the early 1980s later turned stagnant and created problems for the money center bank after oil prices dropped and Penn Square was shut down.

This latest suit joins dozens of others filed in federal court in Oklahoma City seeking to salvage some value from failed credits arranged by Penn Square. ■



y can duck the inevitable.

you'll retain full ownership and management control of your bank. Franchising: The proven alternative.

Already we have franchise agreements in 8 states. These operations represent a total of 34 banks with 113 offices. This year, their combined assets will total $3.8 billion–a figure that would rank them collectively among the nation's top 100 banks.

Here's just one success story: After First Interstate Bank of Hawaii changed its name, the number of personal checking accounts jumped 28%. President and CEO Donald MacGregor says the public saw his bank being "larger and more powerful."

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VOL. CL NO. 202

Wednesday, October 16, 1985

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## TODAY

### TECHNOLOGY TODAY

**Stories on pages 14-16 include:**

**REPORTER'S NOTEBOOK:** At the American Bankers Association bank card conference in Chicago last month, new strategies and plans were aired, from "affinity marketing" to cooperative efforts between Visa and MasterCard to prospects for credit cards in the People's Republic of China .......... 14

**THE BIGGER THEY ARE** ... the less likely banks are to be allowed to fail, and the more likely the government will be forced to bail them out, or at least that's what the experts say in the third article in a four-part series on interstate banking .......... 1

**PRAISE FROM VOLCKER:** The Fed chairman expressed approval for the IMF plan to use commercial banks to aid developing countries and said he plans to stay on the job .......... 1

**TAX BENEFITS:** Citicorp and Morgan reported hefty gains in third-quarter earnings, due in part to a local tax revision .......... 1

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**Quote**

*I'm here, I'm staying. Nothing is forever.*

Federal Reserve Chairman Paul A. Volcker [1]

**Unquote**

# Strong Quarter For Citicorp And Morgan

## Revision in Local Tax Laws Boosts Money Center Profits

By JOHN P. FORDE

NEW YORK — Two of this city's largest money center banking firms — Citicorp and J.P. Morgan & Co. — reported large gains in net income Tuesday, thanks in part to a recent change in local tax laws.

**3d-Quarter Earnings**

Citicorp earned $227 million in the third quarter, a 14% increase from the $200 million in net income the company earned in the same period last year. On a fully diluted per share basis, quarterly net income of $1.60 was up 1% from the $1.42 in the same period last year.

However, the results represent a 3% decline from Citicorp's second quarter, when it earned $251 million, or $1.81 a share.

J.P. Morgan posted $209.4 million in third-quarter net income this year, up 73% from the $120.4 million the company earned in the third quarter of 1984. The results are also a 33% increase over the $157.4 million Morgan earned in this year's second quarter.

Earnings Up for Three in California, Page 3

Both companies cited a reduced tax bill and increased foreign exchange income as reasons for their increases over year-earlier periods. Morgan also was helped by Argentine interest payments, while Citicorp said the amount received during the quarter on its Argentine loans was "not significant in amount."

Citicorp said the change in New York State and New York City tax rates was reflected in an $18.7 million re-

➜ Citicorp: Page 7

AN AMERICAN BANKER SPECIAL REPORT

# In Case of Big-Bank Failure ...

## As New Giants Arise from Interstate Banking, So Do Concerns

By ROBERT TRIGAUX

WASHINGTON — Will interstate banking result in a surge of banks too large to be permitted to fail?

INTERSTATE BANKING
AT THE CROSSROADS

The answer is a qualified yes, among banking experts interviewed. Thanks to recent interstate mergers — and many more in the works — more and more banks are approaching sizes where takeover candidates with enough capital would be scarce and insured payoffs would overwhelm the Federal Deposit Insurance Corp. fund.

That's one of the ironic twists behind the push for "market discipline" and calls for deregulation. Should one or more of the growing number of big U.S. banks get into serious trouble, the government could be forced to ante up billions of dollars to keep the institutions afloat while searching for a permanent solution.

Following the collapse of the $40 billion Continental Illinois National Bank and Trust Co. last year, about a dozen banks with deposits exceeding $20 billion were unofficially listed as "too big to fail."

➜ Interstate: Page 20

This is the third article in a four-part series on interstate banking issues.

# Volcker Lauds Third-World Debt Plan

By BARTLETT NAYLOR

WASHINGTON — Federal Reserve Chairman Paul A. Volcker, in his first public remarks on the Reagan administration's third-world debt initiative, Tuesday praised the plan for a consortium of major commercial banks to join with the International Monetary Fund in providing new loans to developing countries.

Because of economic improvement among these nations, the plan provides for "opportunities unprecedented in my working lifetime," Mr. Volcker told a group of international securities analysts gathered here for a conference sponsored by the American Stock Exchange.

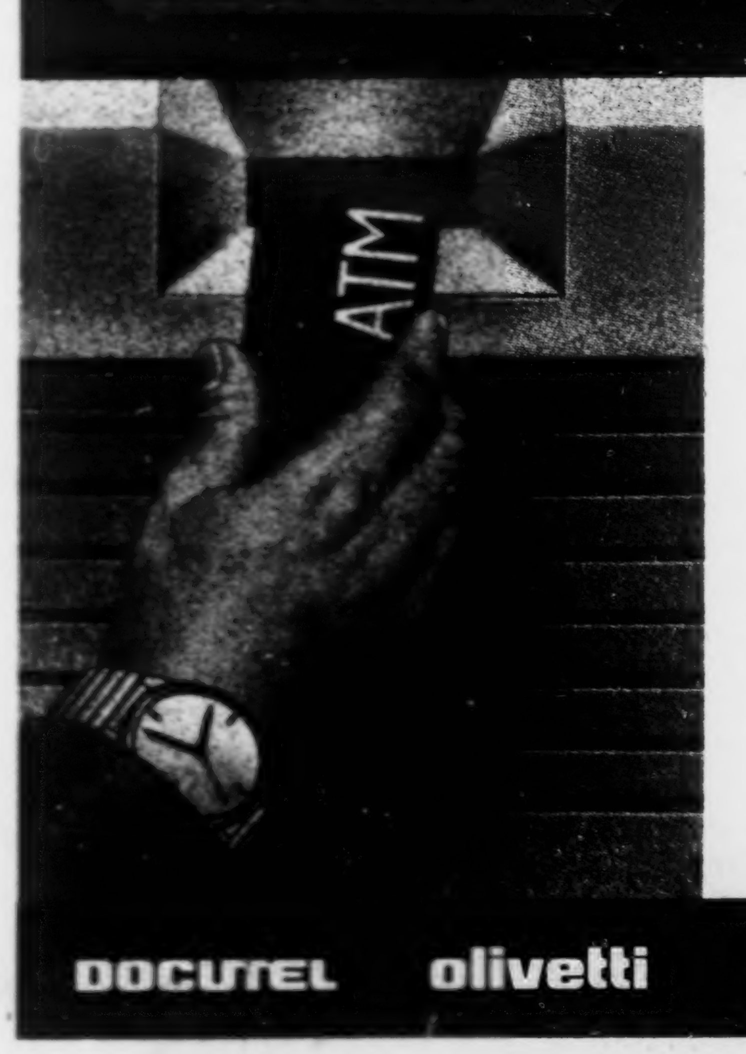
Mr. Volcker also sought to quash renewed rumors that he might be moving to the World Bank to succeed World Bank President A.W. Clausen. Mr. Volcker said he plans to remain at the Fed. "I'm here, I'm staying," he said, though he added, "nothing is forever."

On the new lending plan, outlined Oct. 8 by Treasury Secretary James Baker at the IMF meeting in South Korea and backed by Mr. Volcker, major American banks would hike their lending to the 15 major debtor nations by $20 billion over the next three years.

Terms of the new commercial loans would include promises of internal economic reform among the debtors, Mr. Baker explained in his remarks at the meeting in Seoul.

On Tuesday, the Fed chairman also stressed that many developing nations will need to adopt strict new internal policies if new credit is to be extended.

➜ Volcker: Page 13



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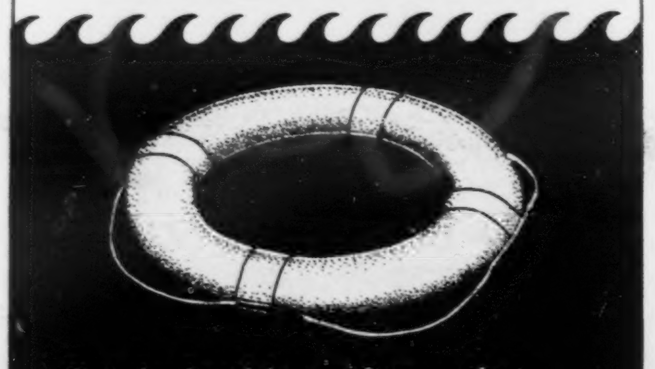

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AN AMERICAN BANKER SPECIAL REPORT

# Interstate Mergers Bring a Bevy of Banks Too Big to Let Fail

**Continued from Page 1**

Now that number may balloon, banking officials suggest. Regional compacts have produced a flurry of big interstate mergers, with many consolidations by banks of between $5 billion and $10 billion in deposits. Many banks, in effect, are doubling their size in a hurry.

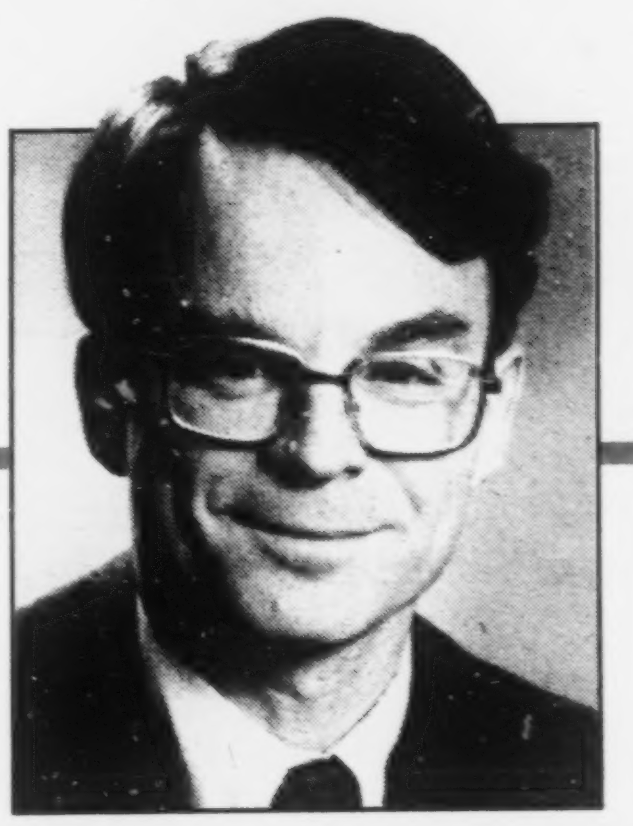
The question of big bank failures still is only whispered here in the nation's capital. Publicly, only a few federal regulators and elected officials have raised the issue. But dozens of banking trade group researchers and some of the biggest banks, which have some very big interests to protect, are scrambling to publish white papers and influence government officials before passage of any new laws decides the matter.

That some banks can fail while others cannot is an industry inequity that — ever since Continental Illinois — bothers the thousands of smaller and regional banks. They view the problem as discrimination against smaller institutions that could eventually hurt their ability to compete for deposits.

Others believe any bank can be allowed to fail as long as its troubles are caught by regulators soon enough. Then, says H. Rodgin Cohen, a lawyer with the New York law firm of Sullivan & Cromwell and a veteran of the Continental Illinois bailout, there may be time for the institution to be sold off before it gets in worse shape. The move to interstate banking, he suggests, should make takeovers of large, troubled institutions easier than under current banking structures.

***The biggest banks 'are perceived as too big too fail. As giant banks want to go interstate with deposit-taking, people will want to consider using them [over smaller banks.] It's not fair.'***

*— Kenneth Guenther, executive director of the Independent Bankers Association of America.*



*'The rapidity by which a large bank can lose its funding base is frightening. If large depositors are not assured of getting 100 cents back on their dollar, they will have no interest in staying with a large bank. This is risk-adverse money going into these banks.'*

***— H. Rodgin Cohen of Sullivan & Cromwell.***

***'At some point in size, it is a negative [in dealing with the largest banks.] I do not know what the magic number is in terms of how big an institution is.'***

*— Stanley C. Silverberg, director of the FDIC's division of research and strategic planning.*

Martha Seger, the Federal Reserve governor, likes the idea of interstate banking, but, as a regulator, concedes that a proliferation of giant banks is unsettling.

"Would interstate banking result in the formation of banks that would be too large to be permitted to fail? Certainly, over time, the largest banks would be much larger — on a relative

➤ **Interstate: Page 22**

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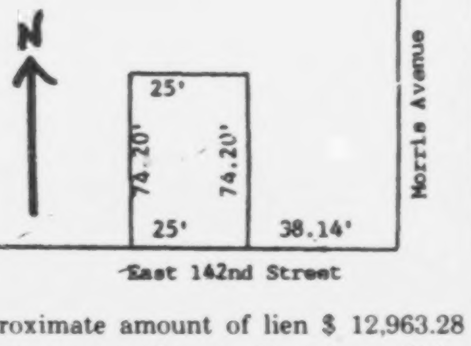
### Notices of Foreclosure

SUPREME COURT- COUNTY OF BRONX Federal National Mortgage Association, Plaintiff against Roberto Ayala, et al Defendant(s) Pursuant to a judgment of foreclosure and sale, entered herein and dated May 17th, 1984, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezzanine, on the 30th day of October, 1985, at 10:00 A.M., premises with diagram, briefly described as follows: On the north side of 142nd Street, 38.14 feet west of Morris Avenue, being a plot 74.20 feet x 25 feet and known as 263 East 142nd Street, Bronx, N.Y.



Approximate amount of lien $ 12,963.28 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 6325/84, Dated: October 9th, 1985, F. Agatha Barnes, Referee, Sidney Schneider Attorney(s) for Plaintiff, 3450 Fulton Street, Brooklyn, N.Y. 11208.

### Auction Notices

C LAUDISI & ASSOC. INC, Auctrs Sell Oct 24, 1985 at 9 AM at 600 Clarkson Ave, Bklyn, NY 1977 Olds 3E69C7W107321 Acct I.M. Leamon; 10 AM at 1256 Grand St, Bklyn, NY 1979 Plym HL41D9F117286 Acct A. Shea; 11 AM at 1114 36 St, Bklyn, NY 1982 AMC 2CCCK3859CB718761 Acct E. Bongiovanni; 1977 Buick 4X69J7E111565 Acct W. Simpson; 11:30 AM at 1128 36 St, Bklyn, NY 1982 Cad 1G6AB6983C9211920 Acct Armored Express, Inc. 12 Noon at 11 Meserole St, Bklyn, NY 1977 Cad 6D6957Q331695 Acct R. Diaz, 1976 Chev CGD156U170242 Acct G. Diaz; 1 PM at 63-43 Forest Ave, Queens, NY 1980 Ford 0F02A226416 Acct P.M. Niven; 2 PM at 27-02 43 Ave, Queens, NY 1974 Volvo 1426363430072 Acct S. Drivas; 3:30 PM at 1491 Jerome Ave, Bx, NY 1984 Plym 1P3BM44C0ED326356 Acct R. Lillo; Published Oct 9, 16, 1985.

### Auction Notices

B. KOMITO DCA LIC# 768450 &/OR M. SKOLNICK DCA LIC# 793108 Sell, October 23, 1985 1338 39th St Bklyn 10:30 A.M. 1977 Ford Van E25HHZ16258 Re: Exxon Corp. 6852: 11:00 A.M. 1323 65th St Bklyn 1980 Chevrolet Van CGM35A4146803 Re: J. Santi: 11:30 A.M. 201 62nd St Bklyn 1981 Ford 4 Dr Sdn 2FABP31F5BB124619 Re: Nowata Taxi Corp.: 12:15 P.M. 24-10 40th Ave Queens 1978 Ford 2 Dr Sdn 8E93F150817 Re: D. Faye & D. Oliver: 12:45 P.M. 110-17 Sutphin Blvd. Queens 1968 Ford 2 Dr Sdn 8T02J147664 Re: A. Perez: 1:15 P.M. 169-09 Liberty Ave Queens 1979 Ford 2 Dr Sdn 9F03F481588 Re; S. Llewellyn: 1:45 P.M. 108-23 Merrick Blvd. Queens 1977 Oldsmobile 4 Dr Sdn 3X69K7E117268 Re; N. McGregor: 2:15 P.M. 140-06 Farmers Blvd. Queens 1970 Volkswagon Van 2202044761 Re: L. Fye: 2:45 P.M. Bldg. 134 J.F.K. Int'l Airport Queens 1976 Cadillac 4 Dr Sdn 6F23S6Q185074 Re: A. Gonzalez: 3:15 P.M. 371 Newport St Bklyn 1975 Buick 2 Dr Sdn 4Z87T5H405037 Re: C. Johnson: 3:45 P.M. 5711 Preston Court Bklyn 1975 Plymouth 4 Dr Sdn VH41C5F197895 Re: Gateway Auto Parts:4:15 P.M. 1358 Utica Ave Bklyn 1981 Cadillac 2 Dr Sdn 1G6AD4798B9141047 Re: M. Zirpoli.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 sell, Oct 31, 1985 2021 3rd Ave NYC 10:30 A.M. 1976 Ford 2 Dr Sdn 6T10Y128211 Re: G. Geyer: 10:45 A.M. 1025 5th Ave NYC 1973 Mercedes Benz 4 Dr Sdn 11603212006918 Re: M. Droutzkoy: 11:15 A.M. 155 E. 38th St NYC 1969 Ford 2 Dr Sdn 9Y3N125980 Re: S. Wolas: 11:30 A.M. 240 E. 27th St NYC 1967 Ford 2 Dr Convt 7T103T235936 Re: P. Siegal: 12:00 Noon 790 Washington St NYC 1973 Cadillac 4 Dr Sdn 6F33R3Q190780 Re: Lady Limo: 12:15 P.M. 166 Perry St NYC 1970 AMC 4 Dr Jeep 141416953 Re: E. Fayourakis, 1977 Dodge Van B31BF7K139297 Re: R. Kronbichler: 12:30 P.M. 248 Spring St NYC 1976 Cadillac 2 Dr Sdn 6D47S6E613072 Re: P. Vevereto.

CORRECTION NOTICE B. KOMITO DCA LIC# 768450 &/OR M. SKOLNICK DCA LIC# 793108 sold Oct. 15, 1985 1380 Atlantic Ave Bklyn 1:45 PM 1977 Ford 2 Dr Sdn 7G87H113457 Re: P. Barnes.

### Auction Notices

Edward F. Fazio, auctr. sells 9 A.M. on 10/16/85at 2420 Amsterdam Ave. 1977 Nercury 7E34F526466 Re: M. Maodonado; 1976 Chrysler CL41N6C161820 Re: C. Richardson &/or R.L. Brown; 10 AM 1828 Webster Ave. 1979 Audi 4392119170 Re: J.L. High, 1982 Ford 1FBHS31G4CHB51542 Re: HSA UWC Educ., NY, 1981 Ford 2FABP31F1BB147296 Re: E.L. Walker; 11 AM 1898 Boston Rd. 1948 Ford B0EG153887 Re: B.R. Veintimilla; 12 PM 121 Bruckner Blvd. 1971 Chevy 1366911501343 Re: Hippodrome Trams, Inc., 1 PM 58-01 Queens Blvd. 1979 Chevy CGD1594168624 Re: J. Hayes; 3 PM at 1110 Route 109 1974 International 10672DHA23565 Re: Ind. Bev. Corp. Published 10/9 & 16/85.

R. EZERSKY sells R/T/I 10/23/85 11:45 AM at 325 E 149th St Bx, NY 1983 Mercury 1MEBP94F2DZ648317 Re: Tsekam Painting Corp., 1984 Datsun JN1PS24S0EW622315 re: T.W. McCoy, 1983 Honda JH2HD0400DK301743 Re: D. Rodriguez, 1977 Yamaha 1J7112370 Re: R. Alfisi, 1977 VW 1172007824 Re: C. Clavijo, 1974 Lincoln 4Y82A815538 Re: T. Robinson, 1976 Ford E04BHA12015 Re: J.G. Zadubara, 1977 Honda SJE2041090 Re: Princeton VW Ltd., 1981 Pontiac 1G2AY3753BT149993 Re: J.A. Franco, 1982 Toyota JT2RA64C0C6074377 Re: C. Pitt. Published 10/9 & 16/85.

William Cohen, auctr. sells 10/19/85 9 AM at 8910 Church Ave. 1978 Pont. 2D35U8B139973 Re: M. Rosen; Noon 172 W. Fordham Rd. 1984 Olds 1G3AY69Y3EM754244 Re: G. Spiro; 1 PM 1249 Fifth Ave. 1967 Cad. 57188708 Re: R. Johnson, Jr.; 2 PM 3645 Dyre Ave. 1982 Buick 1G4AP6941CH400224 Re: S. Wilson et al; 3 PM at 272 Bch 116 St. 1983 Pont. 2G2AJ37A8D2222876 Re: J. Johnson et al; 4 PM at 3610 Dyre Ave. 1977 Datsun NY27939 Re: A. Pessoa; 4:30 PM 1249 Fifth Ave. 1980 Dodge ZL24AAD226535 Re: A. Covelli et al.

**We want to hear from you.**

Send your opinions, observations, and comments to William Zimmerman, Editor, American Banker, One State Street Plaza, New York, New York, 10004.

### Partnership Notices

539-156 ASSOCIATES, 146 W 79 St., NYC. Substance of Certificate of Limited Partnership filed in the New York County Clerk's Office on Sep. 30, 1985. Business: Own and operate real property. General Partners (GPs): Mark Ramer, 98-76 Queens Blvd., Forest Hills, NY. Michael Saperstein, 98-76 Queens Blvd., Forest Hills, NY. Limited Partner (LP), Cash contribution and share of profits: Michael Saperstein, 98-76 Queens Blvd., Forest Hills, NY, $167,000 and 45%. Term: Until Dec. 31, 2035 unless sooner terminated. Additional contributions required by LPs. LPs may substitute an assignee in their place. Upon the death, retirement or insanity of a GP, remaining GP may continue.

LORRAINE STREET ASSOCIATES, c/o Central Properties, Inc., 104 E 40 St, Suite 707, NYC. Sub of Cert of Ltd Ptnrshp filed NY Co Clks Office 9-13-85. Buss: Invest in real property. Gen Ptnrs: Abraham A. Mendel, 1223 E 27 St., Bklyn, NY; Solomon J. Borg, 1297 E 21 St., Bklyn, NY. Ltd Ptnr. Cont & Share of Profits: Florence Mendel, 1223 E 27 St., Bklyn, NY, $1.00. 1%. Term: Until 12-31-2030 unless sooner terminated. Cont returned upon termination, unless sooner by GP. No LP may sub assignee w/out consent of GP. Addtl LPs may be admitted. No priority among LPs. Remaining ptnrs may continue buss on incapacity of a GP. No LP may demand property other than cash for contrbn.

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### Partnership Notices

UNION SQUARE - 14th ST. ASSOCIATES, c/o Gilrin Holding Corp., 502 Park Ave., NYC. Substance of Certificate of Limited Partnership filed in the New York County Clerk's Office on September 19, 1985. Business: Own and operate real property. General Partners (GPs): Gilrin Holding Corp., c/o William Zeckendorf, 502 Park Ave., NYC.; KG Union Sq Corp., c/o KG Land New York Corp., 1180 Avenue of the Americas, NYC. Limited Partners (LPs), Cash contribution and Share of Profits: Irwin Ackerman, 38 E 85 St., NYC, $10 and 10.53%.; Hirschfeld Realty Union Square Corp., c/o Elie Hirschfeld, Hirschfeld Realty, 36 E 61 St., NYC; Milatom Holding Corp., c/o Milgrim, Thomajan, Jacobs & Lee, P.C., 405 Lexington Ave., NYC, $10 and 8.78% each. Term: Until Dec. 31, 2010, unless sooner terminated in accordance with terms of the Agreement. Additional contributions are not required by LPs. GP and LP contributions to be returned upon dissolution. LP may assign its interest upon consent of GPs. No LP shall demand and receive property other than cash in return for its contribution. GPs may admit additional LPs. No priority among LPs as to contributions or compensation.

1100 VINE ASSOCIATES, 1123 Bway, NYC. Substance of Certificate of Limited Partnership filed in the New York County Clerk's Office on August 23, 1985. Business: Own and operate real property. General Partners (GPs): William Wright, 112 Greene St., NYC.; Jay R. Levy, Inc., 140 Fifth Ave., NYC.; Wright-Levy, Inc., 1123 Bway, NYC. Initial Limited Partner (LP), Contribution and Share of Profits: Marilyn K. Willems, 83-44 Lefferts Blvd., Kew Gardens, NY., $10 and 1%. Term: Until Dec. 31, 2034, unless extended or sooner terminated. No additional contributions are required by the Initial LP. Return of all Partners contributions, upon dissolution. No LP may substitute an assignee in his place, without consent of GPs. Gps may admit additional LPs. No priority among LPs as to contributions and compensation. Upon dissolution or withdrawal of sole remaining GP, remaining Partners may elect to continue.

# What Do We Do About the Boom in Banks Too Big to Let Fail?

**Continued from Page 20**

basis — than the largest banks today," she told bankers earlier this year.

"There would be few potential acquirers of a failed giant nationwide firm."

In an interview, Stanley C. Silverberg, director of the FDIC's division of research and strategic planning, said interstate banking will actually aid the handling of banks with $5 billion in deposits and more because more banks will be able to bid for a troubled institution before it fails. "Interstate provides flexibility," he says.

But Mr. Silverberg concedes there will be problems in dealing with the largest banks. "At some point in size, it is a negative. I do not know what the magic number is in terms of how big an institution is," before finding a solution becomes difficult.

Nevertheless, Federal Reserve Chairman Paul A. Volcker sees merit in interstate banking. Outgoing FDIC Chairman William Isaac has pushed the idea, and his designated successor, William Seidman, is known to be an interstate advocate. Acting Comptroller of the Currency H. Joe Selby endorses similar positions, as do Reagan administration officials.

### Too-Big-to-Fail Total Could Top 30

Many banking observers argue that "too-big-to-fail" banks could increase in a few years from today's dozen to 25, 30 or more. And that's creating a dilemma for banking's public policy officials, who generally have been eager to push geographic deregulation.

Look at recent statistics:

- Deposits at Citicorp, the nation's largest bank holding company, grew nearly $7 billion to more than $97 billion in the first six months of this year.
- The 20th largest bank holding company, the InterFirst Corp., has more than $17 billion in deposits. It is comparable in size to the entire deposit insurance fund of the FDIC, which backs deposits held in accounts of $100,000 or less.
- Recent mergers and acquisitions produced a $13 billion-deposit institution in SunTrust Banks Inc. in Atlanta, a nearly $11 billion-deposit PNC Financial Corp. in Pittsburgh, and an $11 billion-deposit Bank of New England Corp. in Boston. Many more deals between large institutions are in the works, and additional regional interstate banking pacts are being formed.

Notably, not all of the giant banks have kept silent on the failure issue. Recent stands by the biggest banks actually favor a system in which all banks can be allowed to fail.

At Chase Manhattan Bank in New York, vice president Alice Haemmerli suggests structuring a banking firm to "quarantine" or financially insulate a 100%-insured consumer bank subsidiary from the rest of an otherwise uninsured banking firm.

In addition, the Association of Reserve City Bankers is putting together the report of a task force headed by George J. Vojta, executive vice president of Bankers Trust Co. While not yet an official association position, the task force favors a supervisory system in which all banks can fail.

"The idea of a bank being too big to fail is not a good idea," says Reserve City director Tony Cluff, who notes that the FDIC fund is "really to insure the small depositor."

### Citicorp Endorses Modified Payoffs

Thomas Huertas, vice president and assistant to Citicorp chairman John Reed, has co-authored a white paper on deposit insurance. In testimony before Congress on Oct. 2, Mr. Huertas said Citicorp endorses the handling of big bank failures by using a modified payoff — where only insured depositors are paid off in full by the government.

"Under a modified payoff approach no bank would be too big to fail. This is fair to banks, fair to depositors, and fair to the FDIC," Mr. Huertas said. The use of modified payoffs has been endorsed recently by the American Bankers Association.

Such arguments sound convincing, scoffs Kenneth Guenther, executive director of the Independent Bankers Association of America, but the reality of the marketplace is different.

"The Achilles heel of Citicorp's paper — while an intellectual argument can be made — is it remains a theoretical argument because the discipline of failure will not be applied to Citicorp" and other giant banks, Mr. Guenther says.

Mr. Silverberg at the FDIC has similar views. "Citibank is pushing modified payouts for handling bank failures. They have come here and visited and talked. But Citibank takes a view that 'we are not a failure candidate.'

*Martha Seger, the Federal Reserve governor, likes the idea of interstate banking, but, as a regulator, concedes that a proliferation of giant banks is unsettling. 'Would interstate banking result in the formation of banks that would be too large to be permitted to fail?'*

"The reality is: If you did more payoffs, the question of whether you pay off a really big bank is still questionable."

These biggest banks are "perceived as too big too fail," says Mr. Guenther, a representative of many of the nation's community banks. As this message of "no-fail" reaches the consumer, and "as giant banks want to go interstate with deposit-taking, people will want to consider using them" over smaller banks that can fail and be closed, he said. "It's not fair."

Mr. Cohen of Sullivan & Cromwell does not like the idea of modified payoffs for the giant money center banks.

"The rapidity by which a large bank can lose its funding base is frightening," he says. "If large depositors are not assured of getting 100 cents back on their dollar" — which would be the case under a modified payoff plan — "they will have no interest in staying with a large bank. This is risk-adverse money going into these banks."

Mr. Guenther, like many players in the banking business, feels at a loss to suggest a specific solution to the problem. He does not favor 100% insurance backing of all bank deposits. "If these [giant] banks are getting special benefits from the FDIC fund, they create a systemic risk to the fund in the same way Continental did. Those banks should pay for that systemic risk" — perhaps by paying more for insurance, he ventures.

Representing the largest banks, Tony Cluff of the Association of Reserve City Bankers acknowledges the problem image of big banks. "It is perceived as self-serving that big banks will say, 'No bank is too big to fail.'

"The question is: How to fail a big bank without having the world fall apart? It can become a macro question in the hands of regulators, an issue of international monetary concern."

Indeed, wrestling with how to handle the biggest banks extends to academic circles, too. In a discussion paper this year, George G. Kaufman, a professor of finance at Loyola University in Chicago, asked what the implications are of one or more large banks be-

➻ **Interstate: Page 23**

## Partners in Pending or Completed Interstate Deals

| | |
|---|---|
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| CBT Corp.<br>Hartford, Conn. | Bank of New England Corp.<br>Boston, Mass. |
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| Hartford National Corp.<br>Hartford, Conn. | Rhode Island National Bank<br>Providence, R.I. |
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| Fleet Financial Group<br>Providence, R.I. | Fleet National Bank<br>Hartford, Conn. |
| **Fleet Financial Group<br>Providence, R.I.** | **First Connecticut Bancorp<br>Hartford, Conn.** |
| Fleet Financial Group<br>Providence, R.I. | Merrill Bankshares Corp.<br>Portland, Maine |
| **The Southeast** | |
| Sun Banks Inc<br>Orlando, Fla. | Trust Company of Georgia<br>Atlanta, Ga. |
| **Citizens & Southern<br>Georgia Corp.<br>Atlanta, Ga.** | **Landmark Banking Corp.<br>Fort Lauderdale, Fla.** |
| Citizens & Southern<br>Georgia Corp.<br>Atlanta, Ga. | Citizens & Southern Corp.<br>Charleston, S.C. |
| **Wachovia Corp.<br>Winston-Salem, N.C.** | **First Atlanta Corp.<br>Atlanta, Ga.** |
| First Union Corp.<br>Charlotte, N.C. | Atlantic Bancorp.<br>Jacksonville, Fla. |
| **First Union Corp.<br>Charlotte, N.C.** | **Central Florida Bank Corp.<br>Dade City, Fla.** |
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| **NCNB Corp.<br>Charlotte, N.C.** | **Southern Nat' Bankshares<br>Atlanta, Ga.** |
| Sovran Financial Corp.<br>Norfolk, Va. | D.C. National Bancorp<br>Washington, D.C. |
| **Sovran Financial Corp.<br>Norfolk, Va.** | **Suburban Bancorp<br>Bethesda, Md.** |
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| Norstar Bancorp Inc.<br>Albany, N.Y. | Northeast Banksh. Assoc.<br>Portland, Maine |
| **Norstar Bancorp Inc.<br>Albany, N.Y.** | **Bank of Maine<br>Augusta, Maine** |
| Bank of New England<br>Boston, Mass. | Maine National Corp.<br>Portland, Maine |
| **KeyCorp<br>Albany, N.Y.** | **Depositors Corp.<br>Augusta, Maine** |
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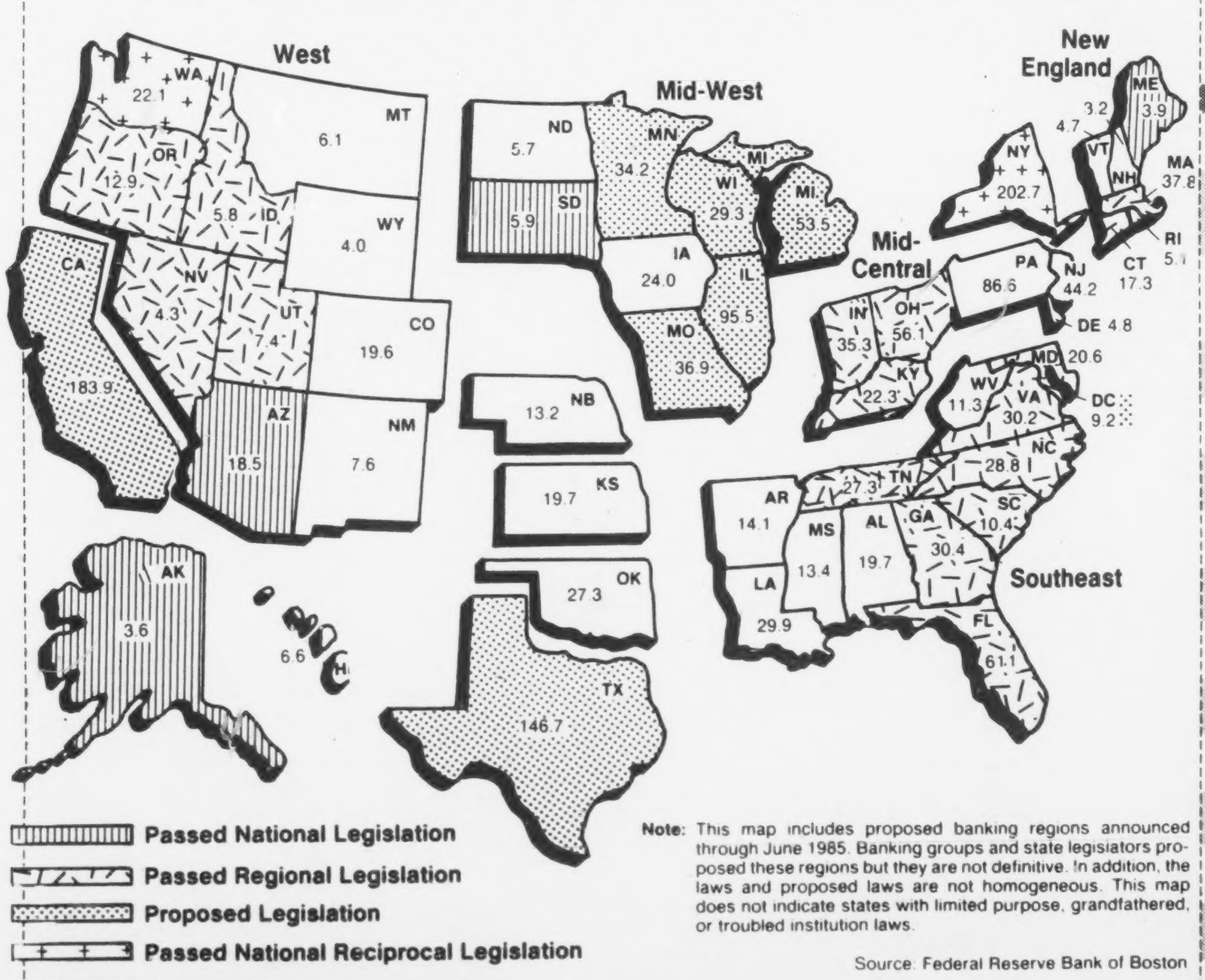
| KeyCorp<br>Albany, N.Y. | First Interstate Bank<br>Anchorage, Alaska |
| **Rainier Bancorp.<br>Seattle, Wash.** | **Peoples Bank & Trust Co.<br>Anchorage, Alaska** |

## Principal Interstate Banking Regions Being Considered by the States

(As of June 1, 1985) *1984 Year End Commercial Bank Deposits in Billions of Dollars*



**Note:** This map includes proposed banking regions announced through June 1985. Banking groups and state legislators proposed these regions but they are not definitive. In addition, the laws and proposed laws are not homogeneous. This map does not indicate states with limited purpose, grandfathered, or troubled institution laws.

Source: Federal Reserve Bank of Boston

AN AMERICAN BANKER SPECIAL REPORT

# Can Big Banks Be Allowed to Fail? Answer Is Yes, No, and Maybe

Continued from Page 22

ing declared insolvent and being taken over the by the FDIC. His answer reflects the reality bank regulators faced in the summer of 1984 with Continental Illinois.

"Liquidation is obviously not an efficient solution, nor is it generally practiced for larger nonfinancial bankrupt firms. Large banks are no longer, if they ever were, physically closed and boarded up."

Was there ever consideration given to failing Continental and paying off its insured depositors? After all, for all of its immense size, Continental had only $3 billion in insured funds. Some free market critics say closing the bank and paying off insured deposits, in the form of a modified payoff, might have been cheaper for the FDIC in the long run.

It was "never a feasible option for the regulators," the FDIC's 1984 annual report states. This suggests to many observers that the FDIC today and in the near future will not hazard a payoff of any institution similar in size to Continental — and whose insured deposits in nearly every case would be substantially more than Continental's.

Paying off Continental's insured depositors, the FDIC says, means that "uninsured depositors and other private creditors with over $30 billion in claims would have had their funds tied up for years in a bankruptcy proceeding awaiting the liquidation of assets and the settlement of litigation. Hundreds of small banks would have been particularly hard hit."

### Shrinking Pool of Potential Buyers

Interstate banking also may reduce a healthy bank's incentive and ability to buy a failed bank. Before regional pacts, entry to markets across state lines was largely restricted to buying a failed institution for a premium from the government. But now interstate mergers have committed the capital of many healthy banks, effectively eliminating some potential buyers from bidding on failed banks.

Mr. Silverberg of the FDIC believes the agency could find buyers for a $20 billion-deposit bank — should one fail. In such a case, the transaction would probably be handled by purchase and assumption, in which a healthy bank assumes the deposits and other liabilities and purchases some of the assets of the failed bank.

"There are a lot of institutions based on their size that can absorb a $20 billion institution," Mr. Silverberg said. "The acquiring bank must find a way to capitalize the failed bank, and there could be some relaxation of regulatory standards" to aid an acquiring bank, he suggested. Foreign banks are another resource the FDIC will tap when in need of potential buyers of a large bank, Mr. Silverberg said.

He criticized bank holding company laws for making it unattractive for large corporations, such as the IBM Corp., to be sought as bidders.

"I do not think it would hurt the system and, again, it would expand our options in dealing with large problem banks."

**NEXT: The problems of regulating sprawling, multistate banking companies.**

### Big Banks Rely More on Uninsured Deposits

| Total Domestic Deposits (millions) | Number of Banks | Uninsured Deposits/ Total Deposits* (in %) |
|---|---|---|
| $5,000 + | 26 | 68.1 |
| $100 to $5,000 | 1,990 | 30.8 |
| Less than $100 | 12,437 | 3.0 |
| Total | 14,453 | 37.6 |

*Figures refer to insured commercial banks as of June 30, 1984.
Source: DRI, Sheshunoff Data.

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## IRA Watch . . .

Continued from Page 3

interest paid on IRA loans is tax deductible.

Normally, the IRS does not allow deductions for interest paid on indebtedness incurred to buy tax exempt obligations. However, the recent ruling said that interest paid on indebtedness incurred to contribute to an IRA does not apply to the rule.

The difference is that IRA earnings are tax-deferred, not tax-exempt; they are eventually taxed when account holders receive their distributions. As a result, interest paid on money borrowed to open an IRA is not the same as that on money borrowed to make a tax-exempt investment. Thus, it may be deducted along with other interest expenses.

The IRS also dropped a requirement that an IRA buyer must have spousal consent before receiving early retirement benefits.

The IRS said that "a married [IRA plan] participant who retires may elect, without the consent of the participant's spouse, to begin receiving a qualified joint and survivor annuity before attaining the later of age 62 or the normal retirement age."

■

The Madison, Wis.-based Credit Union National Association says that 30% of all credit union members have opened IRAs.

According to the Employee Benefit Research Institute in Washington, D.C., only 16.5% of the population as a whole have opened IRAs. What accounts for the credit union's seemingly greater conversion rate?

Judith Hansen, director of training for CUNA Service Group Inc., said the 30% figure referred to credit union members of age 18 and older. In addition, "a lot of credit unions are still company-sponsored — meaning the members are employed, they're not retired, and they do not fall into the poverty level." In total, she said, credit unions have opened approximately 12 million IRAs.

■

Dreyfus Corp., a New York-based mutual fund group, has introduced a new IRA program in which individuals may invest in Government National Mortgage Association securities and have the flexibility to shift to insured bank certificates of deposit or a government money market fund.

Dubbed the "protected IRA," the program features the Dreyfus GNMA Fund, which currently has a seven-day annualized yield of approximately 11½%. From there, investors have the option of shifting into one- or two-year bank CDs or U.S. Treasury bills and other short-term government instruments through the firm's government money market fund.

Minimum investment requirement for the program is $750. There are no sales loads. ■

## Junction City Approved

ST. LOUIS — The Federal Reserve Bank of St. Louis has approved the application of Junction City Holding Co., Junction City, Ark., to become a bank holding company through the indirect acquisition of Union State Bank, Junction City, by acquiring its parent company, Junction City Bancshares Inc. ■

## IBM Introduces Token-Ring Network

By DAVID O. TYSON

NEW YORK — International Business Machines introduced Tuesday a high-speed, local-area network system based on the token-ring technology that the company favors.

A local area network, or LAN, connects information processing equipment within a building, campus, or other defined area. The IBM Token-Ring Network initially will run on IBM PCs.

The long-awaited announcement was six months ahead of schedule, the company noted. It was the major item in simultaneous announcements of new IBM products, including an extension of the specifications of the IBM Cabling System to include low-cost, unshielded telephone twisted pair wiring. IBM said this allows many customers to use already installed telephone cable to connect devices such as those on a token-ring LAN.

A token-ring network is designed to avoid collisions among messages passing among users. The token is not an object but rather an electronic package of information moving around from one PC to the other. The package includes the sender's address, the receiver's address, and the message. When the package arrives at the receiver's PC, it dumps the message into that PC and picks up any messages that receiver wishes to send on to other users.

All this happens at electronic speed. There is no host computer at the center of the loop.

IBM in May 1984 announced that it would introduce within two or three years a LAN system based on the token-ring technology that it helped develop in a committee of the Institute of Electrical and Electronics Engineers. ■

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## TODAY

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**TOUGHENING UP:** The Farm Credit Administration plans to improve accounting procedures and ask Congress for "a stronger regulatory environment," conventioneers were told...3

**PRODUCTS UNVEILED:** The ABA convention was a time for showing off new products in the works....... 3

**DIVIDEND CRITERIA:** Fed Chairman Paul A. Volcker told bankers at the convention that he will soon issue guidelines to advise banks on reducing or eliminating dividends in the event of a problem with earnings...3

**GOING BACK TO MIAMI:** An *American Banker* survey finds that Miami's Edge banks gained 43% in deposits while other Edge banks gained only 9.8%, reflecting uncertainties over currency and the debt situations in places like Panama and the Bahamas and not a flight of capital from Latin American countries........ 1

**EDGING PAST THE FED:** Prudential-Bache became the last of three financial firms to buy an Edge bank without Fed approval, which will be mandatory starting Thursday......... 1

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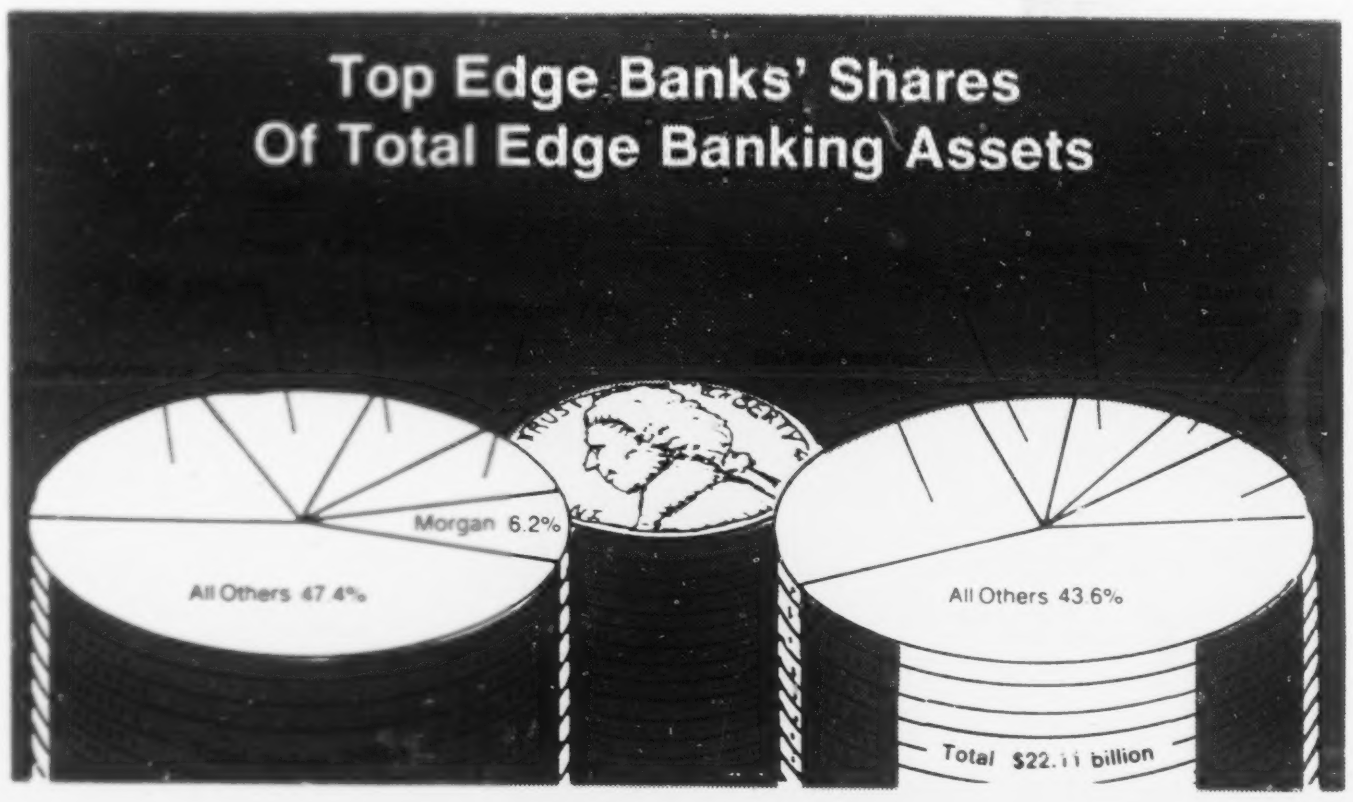


Top Edge Banks' Shares Of Total Edge Banking Assets

# Deposits at Miami's Edge Banks Up 43% as Offshore Funds Shift

## Pace of '84 Growth 4 Times Faster There than Elsewhere

By L. MICHAEL CACACE

NEW YORK — The total deposits of Edge banking offices in Miami shot up 43% last year, or more than four times faster than the 9.8% rise in deposits in Edge banking offices outside of Miami. The gain was due to the movement of deposits from offshore banking centers to the international banking facilities of the Miami Edge banks.

That is one of the findings of the *American Banker's* sixth annual survey of Edge banking published today.

An Edge corporation is a nationally chartered organization established to engage in international banking and investment under rules established in the 1919 Edge Act. An Edge bank can make loans, accept deposits, and provide a wide range of banking services, but all must be directly related to foreign or international transactions.

"The flow of deposits into the [international banking facilities] of Miami

➡ Edge Banks: Page 8

## Pru-Bache Slips Through Loophole to Buy Edge Bank

By GORDON MATTHEWS

NEW YORK — Prudential-Bache Securities Inc. is apparently the last nonbanking firm to slip through a legal loophole and buy an Edge Act bank without a nod from the Federal Reserve Board. That door officially closes on Thursday, when Fed approval will be required for such transfers of ownership.

Special Section: Edge Banks USA, Page 1A

Three nonbanking organizations have now taken this avenue into the international sector of banking. Edge Act banks can make loans, take deposits, and offer a range of banking services as long as the activities are related to foreign or international transactions.

Prudential-Bache took the step by purchasing the RIHT International Banking Corp., Miami, an Edge Act bank, from the RIHT Financial Corp.

➡ Prudential-Bache: Page 8

# Task Force Says Wire Transfers Need More Beef

## Suggests Overbuilding Fed Wire Or Adding Private Alternatives

By ROBERT GARSSON

NEW ORLEANS — A task force created by the American Bankers Association suggests that the wire-transfer system operated by the Federal Reserve System should be either expanded or supplemented with a beefed-up private-sector service.

"The proposal suggests that the nation has exposure in being so heavily reliant upon one system, Fed Wire," said James G. Cairns, the ABA's outgoing president.

"If there is a failure [in the system], there is nothing to back it up," he added.

More Convention Stories, Page 3

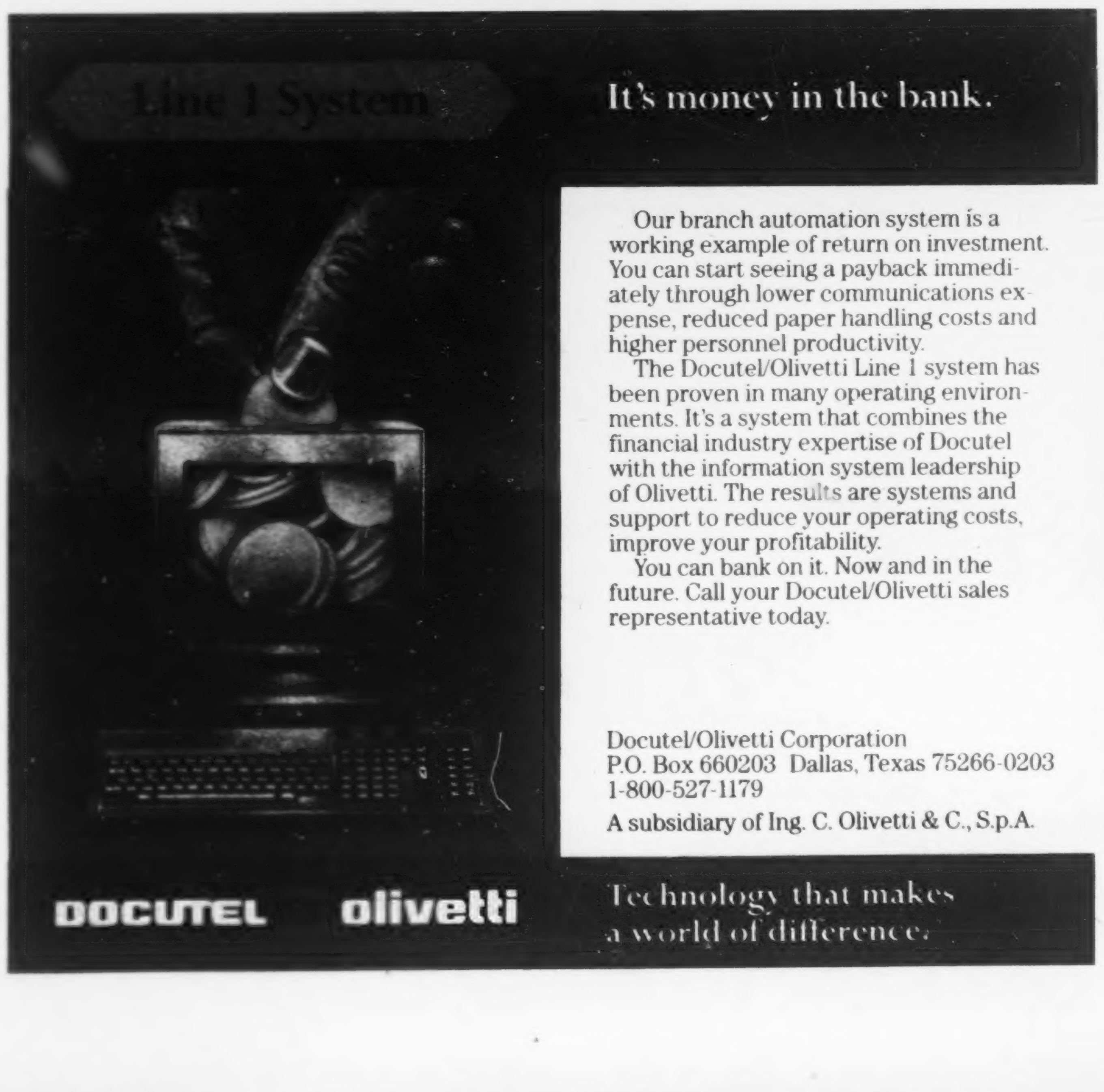
The ABA task force, whose report is expected to be released soon, concludes that one alternative would be to add redundant capability to the Fed Wire system, so that all parts of the network could continue to send and receive wire transfers in the event that one part fails, Mr. Cairns said.

A second option would be to enhance CashWire, a private system owned and operated by the BankWire organization, a consortium of banks.

The other alternative would be to create a new system, of which BankWire and possibly other funds transfer services might be part, he said.

Robert L. Kemper, president of BankWire, declined to comment on the

➡ Wire Transfers: Page 23



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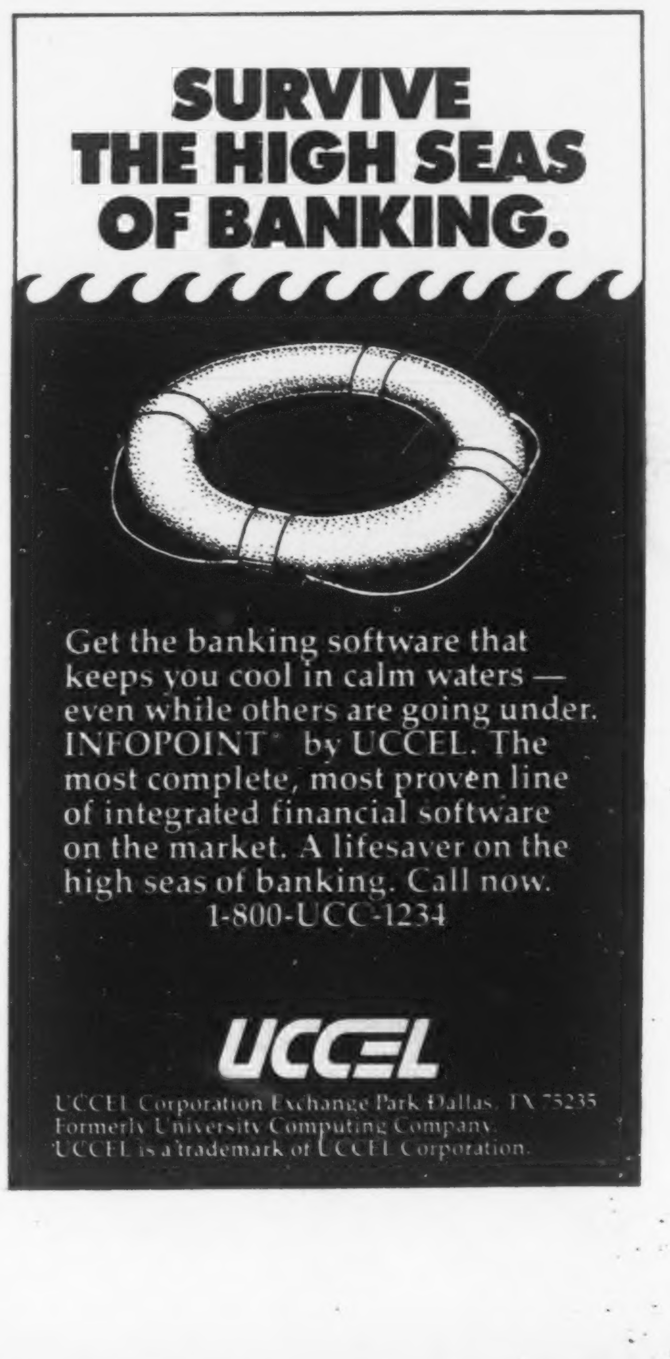

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# Edge Deposits Up 43% in Miami in '84 as Offshore Funds Shift

**Continued from Page 1**

Edge offices are interbank transactions from minor offshore money centers — such as Panama and the Bahamas — and reflect the banks' avoidance of country risk. These movements do not reflect capital flight from Latin America to the U.S.," one bank economist said.

The banks were protecting themselves against the uncertainties generated by the Latin American debt problems and the sharp fluctuations of Latin American currencies against the dollar last year.

The deposits were moved to their international banking facilities, or IBFs, because a deposit and loan business with foreign residents, including foreign banks, can be conducted at the IBF without being subject to reserve requirements. Also, an IBF deposit is exempt from insurance coverage and assessments imposed by the Federal Deposit Insurance Corp. And IBFs have been granted favorable tax treatment under state and local laws.

As a result, an IBF permits a U.S. company to conduct transactions with foreign residents in a regulatory environment similar to that of the Eurocurrency market without having to use an offshore facility. IBFs began operations in December 1981.

The Miami-based Edge bank with the largest gain in deposits last year was Citibank International. Its deposits rose 2,920% from $314,000 at yearend 1983 to $917.2 million at yearend 1984. More than 56% of its yearend 1984 deposits, or $518.9 million, were deposits shown on the books of the Edge's IBF. The deposits apparently came from Citibank International's foreign banking affiliates.

The Edge's "net claims on affiliates" totaled $1.17 billion on Dec. 31, 1984, or 95% of the Edge's $1.23 billion in total assets. Net claims on affiliates shown on the IBF books of the Edge totaled $530.1 million.

### Other Survey Findings

- BankAmerica International, San Francisco, remains the largest Edge bank, despite an apparent deemphasis of Edge banking by its parent, Bank of America. BankAmerica International had total combined assets in its 11 Edge offices of $3.9 billion on Dec. 31, 1984, down 11% from $4.4 billion in its 12 Edge offices in 1983, and down 41% from $6.6 billion at yearend 1982.
- The 41% decline in BankAmerica International's Edge banking assets from 1982 to 1984 has reduced its share of Edge banking assets substantially. In 1982 BankAmerica International accounted for almost 30% of the $22.1 billion in Edge banking assets. In 1984, it accounted for 20% of the $19.5 billion in total Edge banking assets.
- Citibank International again was second with $2.1 billion in combined assets at its 17 Edge banking offices, up 52% from $1.4 billion in its 16 offices in 1983. Citibank International now has 11% of Edge banking assets, compared with 7.4% at yearend 1984.
- There were 94 Edge banks operating 219 offices at yearend 1984, and these banks had $19.51 billion in assets. Foreign banks owned 31 of these Edges, with 42 offices and total assets of $2.16 billion, or 11.1% of all Edge banking assets.

In 1983 foreign banks owned 30 Edge banks with 43 offices and combined assets of $1.83 billion, or 9.4% of the $19.42 billion in Edge banking assets at yearend 1983.

- Two new foreign-bank-owned Edge banks began operations last year, and one was sold. Bank of Bermuda International Ltd., New York, a subsidiary of Bank of Bermuda Ltd., Hamilton, began operating on June 18, 1984, and had total assets of $15.5 million at yearend. Bank of Oman Overseas (USA), New York, a subsidiary of Bank of Oman, Dubai, United Arab Emirates, began operations June 21, 1984, and had total assets of $46.2 million at yearend.

European American Bank International, Los Angeles, a subsidiary of European American Bank, sold its Edge bank charter to a subsidiary of the American Express International Banking Corp. in August 1984. European American Bank is owned by six European banks.

- The largest foreign-bank-owned Edge bank is Marine Midland International Bank, Miami. The Edge, a subsidiary of the Hongkong & Shanghai Banking Corp., Hong Kong, had combined assets of $364 million on Dec. 31, 1984, up almost 30% from $280.5 million in assets a year earlier. ■

---

# Prudential-Bache Buys an Edge Bank

**Continued from Page 1**

in Providence, R.I. The firm's head office was moved to New York, and it reopened here recently as the PBTC International Bank.

The financial services organization reportedly will use its Edge unit to serve the worldwide banking needs of its major corporate customers. In particular, it is expected that PBTC will be used as a centerpiece for Prudential-Bache's currency and foreign exchange operations. It also will likely be an important facility where Prudential-Bache can focus the handling of both customer and other deposits.

PBTC will also receive an injection of additional capital, according to a report filed with the Fed when Prudential-Bache sought approval to change the name of its Edge unit.

According to the filing, PBTC also will acquire two key trade financing units of Prudential-Bache — PB Trade Finance Ltd. of London and Bache Trade Finance (Asia) of Hong Kong.

The Edge Act acquisition by Prudential-Bache was similar to the two other nonbank purchases of existing Edge banks.

The first was in 1983, when Merrill Lynch & Co. acquired Dacion International Bank in Miami from the Girard Bank of Philadelphia. Then last year, American Express Bank Ltd. — which does not engage in domestic banking in the United States — bought European American Bank International in Los Angeles.

In each of these instances, loopholes in federal banking laws left the Fed in the position of approving a name change after the transaction had occurred. But amendments to the Fed's Regulation K, its rules for international banking operations, will change this situation as of Thursday.

From now on, buyers must give the Fed 60 days' notice before acquiring 25% or more of an Edge Act firm. The Fed, in its words, may "disapprove an investment or impose conditions necessary to prevent adverse effects such as conflicts of interest, undue concentration of resources, or unsound banking practices."

The change is part of a major revamping of Regulation K that has been in progress for 18 months and becomes effective on Thursday. The Fed has been studying the rules for international banking through Edge Act firms as part of its statutory obligation to review these regulations every five years.

Other important changes may be coming. The Fed is accepting comments on a proposal to restrict lending to affiliates by Edge banks that are not themselves subsidiaries of insured U.S. banks. This is a move to restrict owners of Edge firms that are not otherwise subject to federal supervision.

Edge Act banks are chartered by the Fed under provisions of the Edge Act of 1919 — named for its sponsor, Sen. Walter E. Edge, R-N.J. — to deal in international financial transactions. Since 1979, when the Fed last reviewed its rules, Edge Act banks have been allowed to establish both domestic and foreign branches.

At the end of 1984, the RIHT International Banking Corp. had assets of $2.4 million. A spokesman for Prudential-Bache said he expected this figure to increase rapidly in the next year and to approach $4 million by the end of 1985.

The loophole that Prudential-Bache may have been the last to use is actually one of three legal loopholes pertaining to the Edge firms.

The loophole being closed on Thursday is in the Edge Act itself and the Fed regulations. Closing it should narrow, if not plug, the other gaps.

The Edge Act does not specifically bar nonbanking firms from operating Edges, although the Fed can effectively do this with its power to approve all new Edge units. But the act does not cover changes in ownership of existing Edges.

In its new regulation, the Fed asserts its right to veto such changes. The Fed says it can do this because the Edge Act requires Fed approval for changes in an Edge firm's corporate existence. The act also refers to "regulations of

**➵ Prudential-Bache: Page 20**

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# Edge Bank Rule Changes to Take Effect

**By L. MICHAEL CACACE**

NEW YORK — Most of the revisions to the Federal Reserve Board's Regulation K (international banking operations), which were approved by the Fed on Aug. 14, will go into effect Thursday.

There are three major revisions. Two of them expand, on a limited basis, the U.S. activities of Edge banks. The third revision closes a loophole in the Edge banking statutes that has permitted three U.S. nonbanking firms to enter the Edge banking field in the last year without prior approval of the Fed.

Edge corporations, so named because they are authorized by the Edge Act, are international banking and financial vehicles through which U.S. banking organizations can offer international banking services and through which they may compete with similar foreign-owned institutions in the U.S. and abroad. An Edge corporation is limited by statute to engage in activities in the U.S. only if they are "incidental" to international and foreign business.

One of the revisions expanding U.S. activities permits Edge corporations to provide full banking services — deposit-taking, lending, and other services — to "any entity that engages in international business by virtue of its charter or license or by government regulation."

These companies include international airlines, shipping lines, and export trading companies that engage exclusively in international activities, and that are restricted to international business by their charters or licenses.

In addition, the Fed states that it "is continuing to consider standards and procedures for determining whether other entities or businesses may be considered truly international and therefore eligible for full banking services from Edge corporations."

The new revision is considered an expansion of the U.S. activities of Edges, because they are now permitted to engage in a fuller range of transactions with identifiable international businesses. Prior to this revision, the Fed used the "transaction-by-transac-tion" approach, which imposed fairly stringent constraints on the U.S. operations of Edge banks.

This approach required that all deposits accepted by Edge corporations from domestic residents must be related to or for the purpose of carrying out international transactions, and that all credit and other transactions with domestic residents must be related to identifiable international transactions.

The other liberalizing revision permits Edges to increase from $2 million to $15 million the amount an Edge bank can invest or lend in permissible activities without prior notice to, or approval from, the Fed.

### Loophole Closed

In 1984, three U.S. nonbank financial services companies — Merrill Lynch, American Express, and Prudential-Bache — used a loophole in the existing Edge banking laws to acquire the charters of existing Edge banks without the requirement of prior review and approval by the Fed.

Effective Thursday, this loophole will be closed. The new statute requires any person to give 60 days of notice before acquiring 25% or more of the voting shares of an Edge corporation: "The board could disapprove an investment or impose conditions necessary to prevent adverse effects such as conflicts of interest, undue concentration of resources, or unsound banking practices."

Also, the Fed is moving to close another loophole in the law that may have attracted nonbanks to the Edge banking field. On Aug. 31, the Fed issued for public comment a proposed change in Regulation K that would "prohibit all lending to affiliates by Edge corporations that are not subsidiaries of U.S. insured banks."

The Fed submitted to the public for comment four alternative plans to expand the domestic activities of Edge banks. Some proposals would have expanded Edge powers substantially by permitting Edge banks to lend domestically. These proposals were not adopted; according to the Fed, the "most modest plan" of full banking services for a limited class of companies was adopted.

In a press release, the Fed noted that it received 58 responses from the public to four proposals. It said: "Twenty commenters opposed any expansion at all of the powers of Edge corporations.

"These commenters, primarily small and regional banking organizations, stated that any intrusion of Edge corporations into domestic business is contrary to the intent of the Edge Act, would constitute impermissible interstate banking, and would benefit only large banking institutions to the detriment of smaller organizations," the release added.

It continued: "On the other hand, four commenters supported all the proposals to expand Edge powers. The remainder (34) of the comments supported some expansion of powers." ■

## Required Reading . . .

**Continued from Page 19**

available at their risk, with such funds to be made available alongside IMF and World Bank participation, to provide assurance that countries undertaking the necessary economic reforms at home will also have a necessary margin of finance from abroad?

**Familiar Situation**

Participation in such a program is in the end up to the decision of individual institutions. At the same time, I think it's fair to say that, on a global scale, the situation is a familiar one to bankers, where the particular interest of each participant in the fortunes of a debtor needs to be judged in the context of the potential benefits of a concerted approach.

Indeed, from a broad perspective, there is a rare opportunity, not just in narrow financial terms but in terms of patterns of growth and political stability in Latin America and the world generally. Adversity clarifies choices. The yeast of change is at work among the developing countries. That change can be constructive for them and for us — or the reverse. And the direction it takes is partly up to all of us, in our public or private responsibilities.

I can only be encouraged by the initial responses to Secretary Baker's initiative, by government and by banks alike. Clearly, many obstacles and difficulties remain to be overcome; moving from broad concept to practicality is an enormous challenge in itself. In the end, the decisions are up to the individual bankers. I can only ask that the challenge be approached constructively, with recognition of what is at stake.

In a real sense, that is part of my larger message today. The evident strains, pressures, and uncertainties in the banking system require action. But we also have a lot of strength on which to build.

I believe bankers and supervisors alike are already moving effectively to deal with particular areas of concern. We need to take care in doing so that we support the continuing needs of customers and the economy.

We also need to take account of the future, and for that we need a larger vision — and a common vision. That vision, it seems to me, should and can be rooted in principles of prudent banking and public policy that have remained valid for generations. ■

## Becker, Lang Move Up At First of Madison

MADISON, Wis. — John A. Becker, president of First Wisconsin National Bank of Madison, has been elected chairman and will continue as chief executive officer of the bank.

James R. Lang has been elected president and chief operating officer of the bank. Mr. Lang is currently first vice president of the bank's parent company, First Wisconsin Corp., Milwaukee.

The two will assume their new positions on Jan. 1. The board of directors said the moves are being made to provide an appropriate transition of management in contemplation of Mr. Becker returning to Milwaukee in mid-1986 to assume a new assignment with the bank's parent company, First Wisconsin Corp. ■

## New Products . . .

**Continued from Page 3**

some of their facilities to Delaware. State representatives say that banks in states with restrictive credit card laws — notably Texas, Arkansas, and others, are holding talks with Delaware to consider moving credit card and other processing-related operations to that state.

Delaware passed a law in 1981 making the state attractive on a tax basis. It also has no usury ceiling. Banks that have moved some activities from Texas to Delaware recently include MBank and Republic Bank. Among the cluster of New York City banks, Morgan Guaranty is expanding its international operations in Delaware, and Citicorp operates its corporate cash management services from that state, said Donald C. Kane of the Delaware Development Office.

- In a novel marketing introduction, AT&T said it will begin selling gift certificates for its Long-Lines service through commercial banks. The certificates can be used as cash to pay for AT&T long-distance calls, and the company says certificates will be sold beginning next month at more than 1,500 branches of commercial banks and savings and loans. Banks will be paid a commission for the certificate sales and can charge customers a service and handling fee of up to $1 for each $25 gift package of certificates.
- Based on the belief that "one-stop" financial shopping lies ahead for banking, the Bank Building Corp. in St. Louis has designed a financial shopping mall. Called a "financial plaza," this concept permits banks to provide a wide array of services within the restrictions of current regulations. Consumers, for instance, would be able to shop among an array of independent financial firms — including a bank and providers of investment, insurance, legal, tax, real estate, and travel services — in one facility.
- In the software field, Weiland Software Group, Lake Forest, Ill., unveiled for smaller institutions a personal computer version of a mainframe software system providing analysis and a billing system. The system also serves as a tool for commercial account officers and analysts in larger institutions. ■

## Prudential-Bache . . .

**Continued from Page 8**

the [Federal Reserve] Board . . . regulating the manner in which [an Edge firm's] stock may be transferred."

A related loophole is in the International Banking Act of 1978, which says foreign banks cannot form a new Edge firm — or acquire an existing one — without the approval of the Fed. But it does not mention either U.S. nonbanking firms or U.S. banks.

The third loophole is in the Change in Bank Control Act of 1978, which says the acquisition of an insured bank must be approved by the appropriate federal banking regulatory agency. Deposits of Edge Act banks do not carry federal insurance and therefore are not covered. ■

## Marketing . . .

**Continued from Page 4**

ments are valuable. They come in handy when you least expect it.

A marketer should be a constant reader of books, magazines, and newsletters of all kinds and should subscribe to the trade publication of every marketing organization.

A marketer must talk to marketers in other industries; must go to seminars and conferences; must seek out the new and the innovative. It is all part of staying knowledgeable — the most powerful tool a marketer has. ■

Toll Free 800-221-1910

## LEGAL ADVERTISING

Toll Free 800-221-1910

### Partnership Notices

LORRAINE STREET ASSOCIATES, c/o Central Properties, Inc., 104 E 40 St, Suite 707, NYC. Sub of Cert of Ltd Ptnrshp filed NY Co Clks Office 9-13-85. Buss: Invest in real property. Gen Ptnrs: Abraham A. Mendel, 1223 E 27 St., Bklyn, NY; Solomon J. Borg, 1297 E 21 St., Bklyn, NY. Ltd Ptnr. Cont & Share of Profits: Florence Mendel, 1223 E 27 St., Bklyn, NY, $1.00. 1%. Term: Until 12-31-2030 unless sooner terminated. Cont returned upon termination, unless sooner by GP. No LP may sub assignee w/out consent of GP. Addtl LPs may be admitted. No priority among LPs. Remaining ptnrs may continue buss on incapacity of a GP. No LP may demand property other than cash for contrbn.

### Auction Notices

B. KOMITO DCA LIC# 768450 &/OR M. SKOLNICK DCA LIC# 793108 Sell, November 7, 1985 10:30 A.M. 460 Hudson St Bklyn 1978 Chevrolet 4 Dr Sdn 1N69U81215007 Re: C. Reid: 11:45 A.M. 41-61 Kissena Blvd. Queens 1975 Pontiac 2 Dr Sdn 2T87M5N514636 Re: L. Alzate; 1973 Audi 4 Dr Sdn 8532174811 Re: P. Black: 3:00 P.M. 100-09 Glenwood Rd Bklyn 1983 Mercedes Benz 2 Dr Conv BA45A3DB025031 Re: M. Ezra: 3:30 PM. 796 Rockaway Parkway Bklyn 1981 Datsun 2 Dr Sdn JN1HB02S8BU453194 Re: R. Les Pinasse; 1978 Chevrolet 4 Dr Sdn 1W19U8K543935 Re: R. Colon:. 4:00 P.M. 1358 Utica Ave Bklyn 1978 Cadillac 2 Dr SDn 6D47S8E614174 Re: V. Thomas, II

William Cohen, auctr. sells 10/24/85 9 AM 575 Bedford Rd., Mt. Kisko, NY 1981 Kawasaki JKAKZLA10BA001762 Re: D. Marsden et al; 10 AM 5805 Broadway 1980 Dodge ZL44AAD266155 Re: F.L. Jacques; 11 AM 172 W. Fordham Rd. 1980 Suzuki GN400100494 Re: W. Turner; Noon 131-41 Sanford Ave. 1975 Cad. 6D49S5Q144057 Re: R. Johnathan et al; 1 PM 71-05A Amstel Blvd. 1982 Honda JH2AB1321CS011736 Re: M. Davis, 1976 Toyota TE31174262 Re: L: DeAngelo, 1970 Chev. 113690W322125 Re: E. Meter, 1972 Pont. 2L69M22340547 Re: H. Bowman.

### Auction Notices

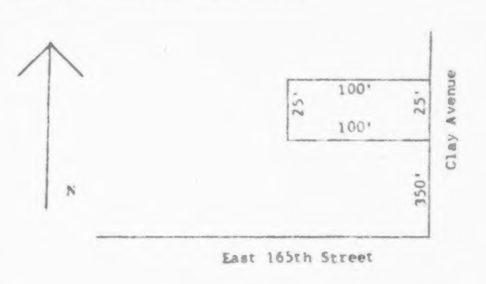
B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 sell, October 30 1985 10:30 A.M. 143 W. 40th St NYC 1977 Plymouth 4 Dr Sub HH45G7B369042 Re: J. Burke: 10:45 A.M. 141 W. 43rd St NYC 1985 Oldsmobile 2 Dr Sdn 1G3NT27U3FM206240 Re: A. Allison: 11:15 A.M. 600 11th Ave NYC 1970 Chevrolet 4 Dr Sdn 138570B177483 Re: I. Riveros; 1973 Peugeot 4 Dr Sdn 504A931531659 Re: V. Epps: 11:45 A.M. 15 West End Ave NYC 1949 Buick 4 Dr Sdn G26029 Re: L. Evans: 1973 Pontiac 2 Dr Sdn 2Y17M3L135500 Re: C. Dannett: 1965 Chevrolet Van P2625T121058 Re: P. Scott: 12:15 P.M. 428 W. 59th St NYC 1978 Datsun 2 Dr Sdn HLB210987912 Re: G. McCord: 12:30 PM. 323 W. 96th St NYC 1972 Ford 4 Dr Sdn 2X92T113750 Re: J. Schmidt: 12:45 P.M. 615 Amsterdam Ave NYC 1979 Cadillac 2 Dr Sdn 6L57B9E613864 Re: G. Salazar: 1:00 P.M. 204 W 102nd St NYC 1981 Toyota 2 Dr Sdn JT2AL21D6B2215651 Re: R. Fetten: 1:15 P.M. 103 W. 108th St NYC 1976 Ford 4 Dr Sdn 6E81F174249 Re: C. Medina.

Edward F. Fazio auctr sells 8 AM on 10/31/85 at 1 Orange Ave. 1978 Fruehauf FWZ313215 Re: J.R.P. Pemberton, 1977 Freightliner CA213HL135140 Re: J.H. Story; 9:30 AM 218 W. 155 St. 1976 Pont. 2R49N6P314310 Re: F. Thompson; 10 AM 603-11 W. 129 St. 1975 Ford 5E82F195982 Re: B. Luna; 11 AM 94-09 44 Ave. 1974 Chev. 1Q87T4N246414 Re: T. Velasquez; 12 Noon 44 Troutman St. 1978 GMC TGL258U509346 Re: B. Gussman; 1 PM 471 Baltic St. 1984 Ford 1FABP2833EF130847 Re: Hertz Corp.; 2 PM 183-53 145 Ave. 1970 Mercury 0H17C535209 Re: H. Hooper; 3 PM 1110 Rte. 109 1979 International AA182JHB19341 Re: Hertz-Penske Truck Leas. Published 10/23 & 30/85.

R. EZERSKY, auctr. sells R/T/I 11/6/85 11:45 AM at 325 E. 149th St Bx, NY 1978 Merc. 8H93H546014 Re: A.A. Cochrane, 1973 Buick 4V39T3Y211900 Re: D.G. Vandross, 1979 Chev. 1N35L9S202932 Re: A. Patris, 1975 Fiat 128A1823991 Re: P. Berry, 1978 Ford 8E82L114655 Re: R. Jones, 1973 Sportscraft Reg #NY4344DR Re: L. Velazquez, 1962 Crest Reg #NY8761BK Re: S.S. Arena. Published 10/23 & 30/85.

### Notices of Foreclosure

SUPREME COURT - COUNTY OF BRONX West Side Federal Savings and Loan Association of New York City, Plaintiff against Joe Brand, et al Defendant(s) Pursuant to a judgment of foreclosure and sale, entered herein and dated September 12, 1985, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezzanine, on the 13th day of November, 1985, at 11:00 A.M., premises with diagram, briefly described as follows: On the west side of Clay Avenue, 350 feet north of East 165th Street, being a plot 100 feet x 25 feet and known as 1065 Clay Avenue, Bronx, N.Y.



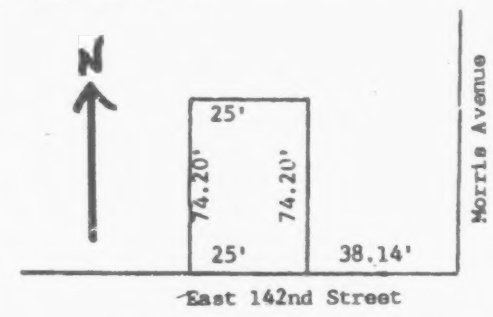
Approximate amount of lien $4,997.41 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number, 18653/84, Dated: October 23rd, 1985, Charles G. Tierney, Referee, Howard Stein, Attorney(s) for Plaintiff, 176-60 Union Turnpike, Flushing, N.Y. 11366.

### Partnership Notices

539-156 ASSOCIATES, 146 W 79 St., NYC. Substance of Certificate of Limited Partnership filed in the New York County Clerk's Office on Sep. 30, 1985. Business: Own and operate real property. General Partners (GPs): Mark Ramer, 98-76 Queens Blvd., Forest Hills, NY. Michael Saperstein, 98-76 Queens Blvd., Forest Hills, NY. Limited Partner (LP), Cash contribution and share of profits: Michael Saperstein, 98-76 Queens Blvd., Forest Hills, NY, $167,000 and 45%. Term: Until Dec. 31, 2035 unless sooner terminated. Additional contributions required by LPs. LPs may substitute an assignee in their place. Upon the death, retirement or insanity of a GP, remaining GP may continue.

### Notices of Foreclosure

SUPREME COURT- COUNTY OF BRONX Federal National Mortgage Association, Plaintiff against Roberto Ayala, et al Defendant(s) Pursuant to a judgment of foreclosure and sale, entered herein and dated May 17th, 1984, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezzanine, on the 30th day of October, 1985, at 10:00 A.M., premises with diagram, briefly described as follows: On the north side of 142nd Street, 38.14 feet west of Morris Avenue, being a plot 74.20 feet x 25 feet and known as 263 East 142nd Street, Bronx, N.Y.



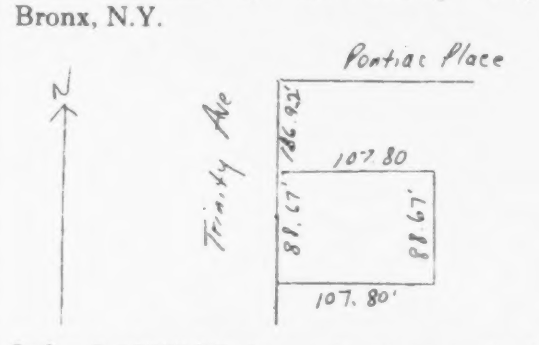
Approximate amount of lien $ 12,963.28 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 6325/84, Dated: October 9th, 1985, F. Agatha Barnes, Referee, Sidney Schneider Attorney(s) for Plaintiff, 3450 Fulton Street, Brooklyn, N.Y. 11208.

### Partnership Notices

MARVITO ENTERPRISES, c/o Booth, Lipton & Lipton, 405 Park Ave, NYC. Substance of Certificate of Limited Partnership filed in NY County Clerk's Office 9/24/85. Business: Leasing restaurant equipment and related activities. General Partner: Marvito Corp, 400 West End Ave, NYC. Initial Limited Partner, Cash Contribution and Share of Profits: Rhonda Matty, 416 Burns St, Forest Hills, NY, $100, 99%. Term: To 12/31/2015 unless sooner terminated. Contributions returned upon termination. LP may substitute assignee with consent of GP. Additional LPs to be admitted. Upon withdrawal of last GP, 100% of LPs may continue business. LPs have right to receive only cash for contribution.

### Notices of Foreclosure

SUPREME COURT, BRONX COUNTY: Frank Dabbiero, Plaintiff against M.A. Kayyali Realty Corp., Defendants. Pursuant to a Judgment of Foreclosure and Sale dated Sept. 4th, 1985, I, the undersigned Referee, will sell at Public Auction at the Bronx Supreme Court Bldg., 851 Grand Concourse, Room 118, Mezzanine, on Nov. 14, 1985 at 10:00 a.m., premises in the Bronx, N.Y. briefly described as follows with diagram below: Situate on the easterly side of Trinity Ave., distant 186.92 feet southerly from the southeasterly corner of Trinity Ave. and Pontiac Pl. and being a regular parcel of land 88.67 feet by 107.80 feet and more fully described in filed judgment. Premises k/a 600 Trinity Ave., Bronx, N.Y.



Index #- 16362/82. Approximate amount of Judgment $219,000.59 plus interest and costs. Nilda Morales Horowitz, Referee. Sold Subject to terms and conditions of Judgment and Terms of sale. Rhodes & Schor, Attorneys for Plaintiff, 189 Montague Street, Brooklyn, N.Y. 11201.

### Foundation Notice

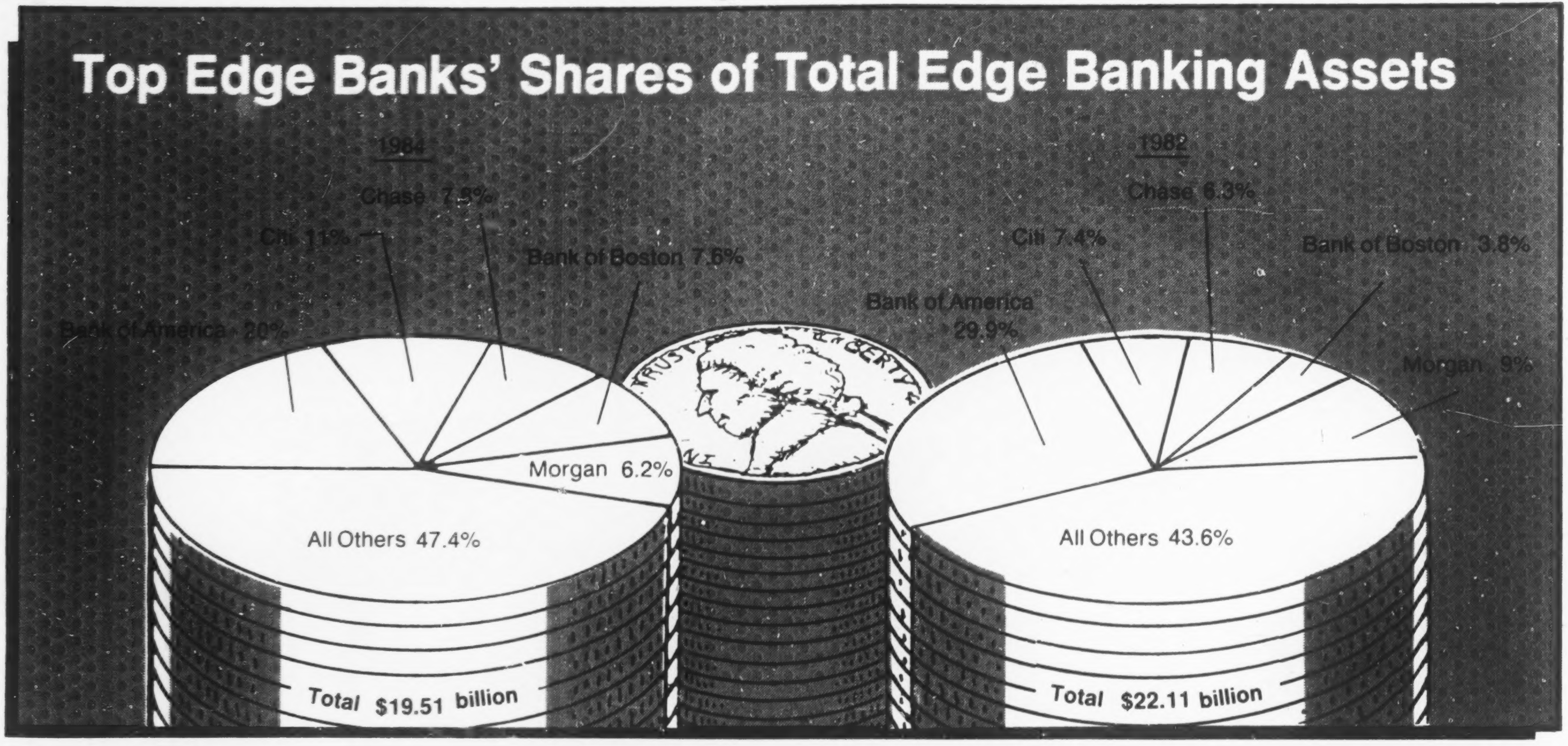
NOTICE

The annual report of **THE TOBIAS AND LINA SCHAPIRO-JACQUES SCHAPIRO FOUNDATION** for the calendar year ended December 31, 1984 is available at its principal office of Max Rothenberg & Co. located at 1 Linden Place, Great Neck, N.Y. 11021 (516) 482-3850 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Joshua J. Schapiro.

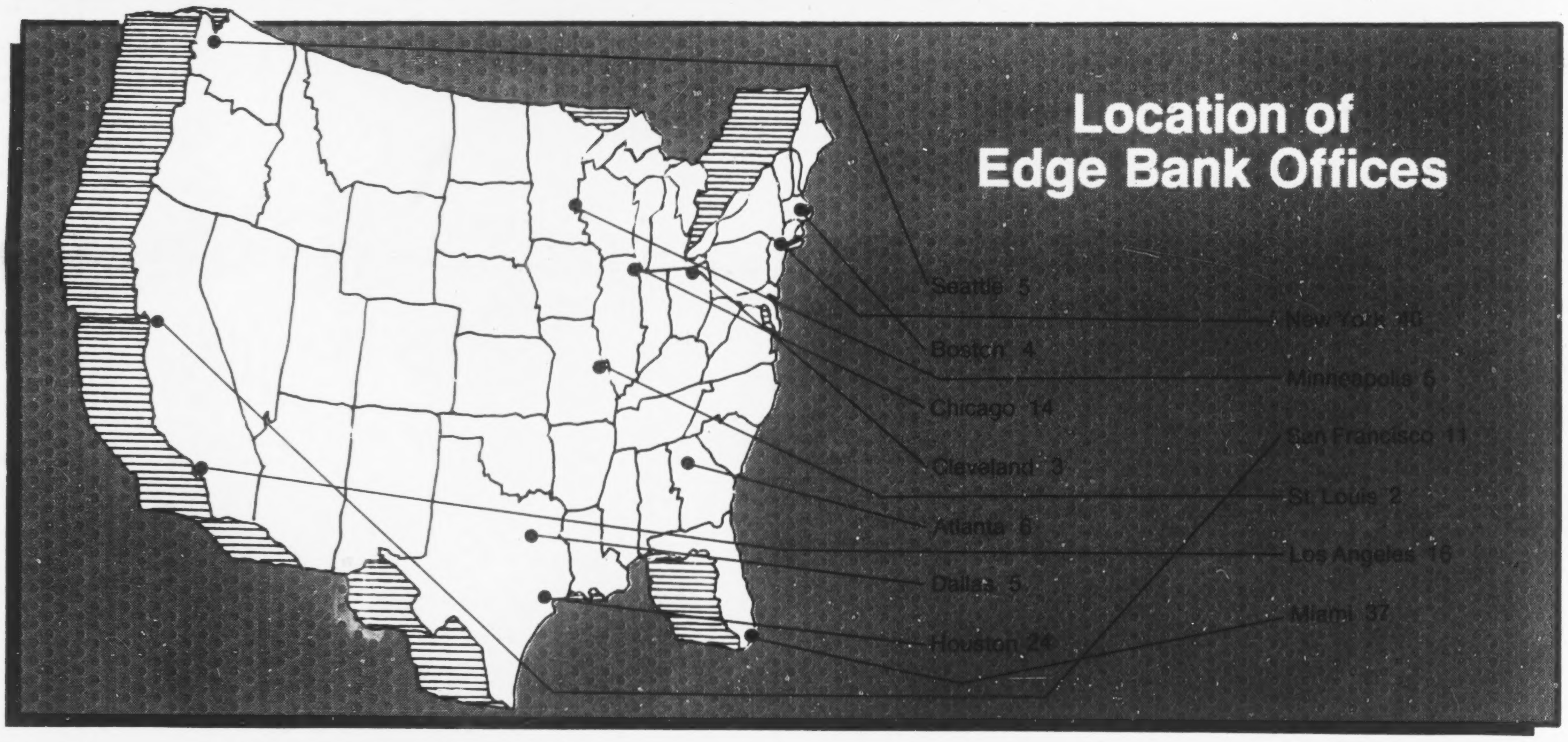
# EDGE BANKS USA

## American Banker Lists the Edge Banks and Tells Who Runs Them

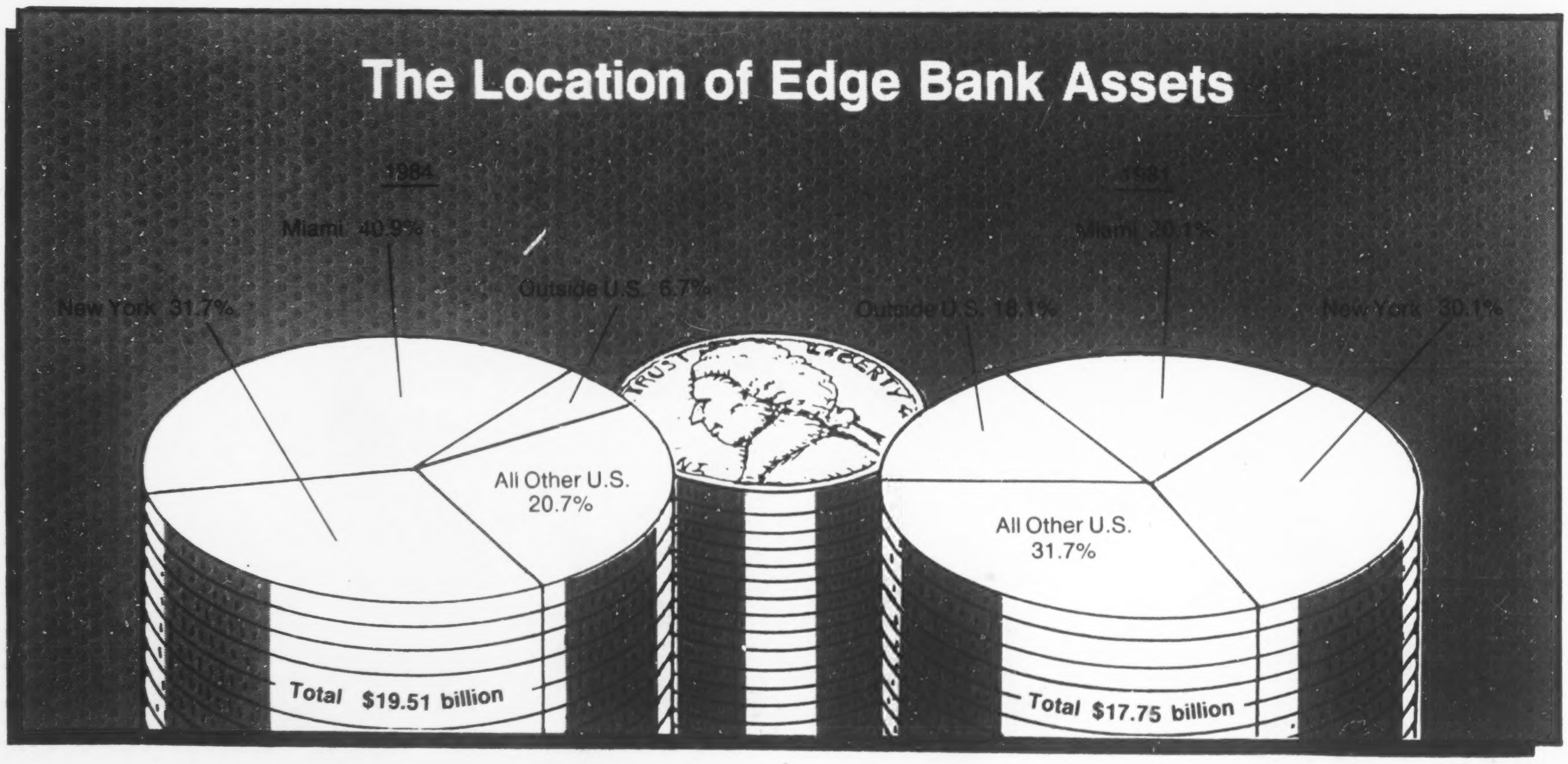
### Top Edge Banks' Shares of Total Edge Banking Assets



### Location of Edge Bank Offices


Seattle 5
New York 40
Boston 4
Minneapolis 6
Chicago 14
San Francisco 11
Cleveland 3
St. Louis 2
Atlanta 6
Los Angeles 16
Dallas 5
Miami 37
Houston 24

### The Location of Edge Bank Assets



# The 10 Largest Edge Banking Systems

## Based on Combined Assets for Edge Bank and Branches on Dec. 31, 1984

**(In Thousands of Dollars)**

| Asset Rank | | | Total Assets | | Total Offices | |
|---|---|---|---|---|---|---|
| **1984** | **1983** | **Name of Edge Act Bank** | **12/31/84** | **12/31/83** | **1984** | **1983** |
| 1. | 1. | BankAmerica International, San Francisco (a) | $3,902,586 | $4,386,892 | 11 | 14 |
| 2. | 2. | Citibank International, Miami | 2,143,343 | 1,406,446 | 17 | 16 |
| 3. | 3. | Chase Bank International, Newark, Del. | 1,532,249 | 1,393,657 | 7 | 7 |
| 4. | 5. | Bank of Boston International (b) | 1,486,790 | 1,178,202 | 7 | 8 |
| 5. | 4. | Morgan Guaranty International Bank, Miami (c) | 1,197,215 | 1,266,661 | 5 | 5 |
| 6. | 7. | Security Pacific International Bank, Los Angeles | 711,027 | 900,195 | 8 | 8 |
| 7. | 6. | Manufacturers Hanover International Banking Corp., Miami | 689,918 | 977,125 | 6 | 7 |
| 8. | 10. | First Chicago International, Chicago | 677,843 | 583,553 | 7 | 7 |
| 9. | 11. | Chemical Bank International-North America, Miami | 474,293 | 514,330 | 4 | 4 |
| 10. | 8. | Allied Bank International, New York | 470,986 | 697,807 | 3 | 3 |
| | | **Totals for the Top 10 Edge Banks** | **$13,286,201** | **$13,382,307** | **77** | **81** |
| | | **Totals for All Edge Banks** | **$19.507,511** | **$19,420,089** | **219** | **217** |
| | | **% Ratio of Top 10 Edges to All Edges** | **68.1** | **68.9** | **35.2** | **37.3** |

**Tabulation includes all Edge Act banks (head offices plus branches) owned by a banking company, either directly, or through its subsidiary banks. (a)— The 1983 and 1984 figures includes Seattle-First International Bank, Seattle and its Portland, Oregon branch. (b)— Includes the Bank of Boston International, Los Angeles, Bank of Boston International, New York, and its branches; and Bank of Boston International South, Miami, and its branches. (c)— The 1983 assets for the Nassau, Bahamas branch was not available.**

# Location of Edge Bank Offices

| | 12/31/84 | 12/31/83 | 12/31/82 | 12/31/81 | 12/31/80 |
|---|---|---|---|---|---|
| Atlanta | 6 | 6 | 6 | (b) | (b) |
| Boston | 4 | 4 | 3 | (b) | (b) |
| Chicago | 14 | 14 | 16 | 15 | 10 |
| Cleveland | 3 | 3 | 4 | (b) | (b) |
| Dallas | 5 | 5 | 6 | (b) | (b) |
| Houston | 24 | 24 | 23 | 19 | 11 |
| Los Angeles | 16 | 17 | 18 | 16 | 12 |
| Miami | 37 | 38 | 35 | 29 | 22 |
| Minneapolis | 5 | 5 | 5 | (b) | (b) |
| New York | 40 | 36 | 37 | 32 | 26 |
| St. Louis | 2 | 2 | 3 | (b) | (b) |
| San Francisco | 11 | 11 | 9 | 8 | 5 |
| Seattle | 5 | 6 | 6 | (b) | (b) |
| All other U.S. | 28 | 27 | 23 | 37 | 13 |
| Foreign | 19 | 19 | 17 | 17 | 12 |
| **Total** | **219** | **217** | **211** | **173** | **111** |

**Tabulation includes both head offices and branches and is based on Federal Reserve Board data. (b) — Included in "All other U.S." in 1980 and 1981**

# Total Assets in Banking Edges by City

**(In Billions of Dollars)**

| | 6/30/85 | 12/31/84 | 12/31/83 | 12/31/82 | 12/31/81 |
|---|---|---|---|---|---|
| Atlanta | $0.09 | $0.08 | $0.11 | $0.11 | (b) |
| Boston | 0.02 | 0.02 | 0.03 | 0.03 | (b) |
| Chicago | 0.33 | 0.39 | 0.71 | 0.92 | 1.04 |
| Cleveland | 0.07 | 0.05 | 0.01 | 0.03 | (b) |
| Dallas | 0.03 | 0.03 | 0.06 | 0.04 | (b) |
| Houston | 0.67 | 0.68 | 0.97 | 1.00 | 1.02 |
| Los Angeles | 1.21 | 1.16 | 1.02 | 1.10 | 1.25 |
| Miami | 8.10 | 7.98 | 6.94 | 6.61 | 3.57 |
| Minneapolis | 0.09 | 0.08 | 0.05 | 0.03 | (b) |
| New York | 5.10 | 6.19 | 6.50 | 8.25 | 5.34 |
| St. Louis | 0.01 | 0.01 | 0.00 | 0.17 | (b) |
| San Francisco | 0.99 | 0.94 | 0.95 | 1.40 | 1.40 |
| Seattle | 0.09 | 0.12 | 0.14 | 0.20 | (b) |
| All other U.S. | 0.60 | 0.48 | 0.42 | 0.38 | 0.92 |
| Foreign | N.A. | 1.30 | 1.51 | 1.84 | 3.21 |
| **Total in U.S. Offices** | **17.40** | **18.21** | **17.91** | **20.27** | **14.54** |
| **Total in All Offices** | **N.A.** | **19.51** | **19.42** | **22.11** | **17.75** |

**Compiled by American Banker from Federal Reserve Board data. These data are unconsolidated for each Edge banking office. (b)— Included in "all other U.S." in 1981. N.A.— Not available.**

# Edge Banking Summary Statistics

($ Amounts in Billions)

| | Offices[1] | | Total Assets | | | Total Deposits | | | Business Loans | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | 12/84 | 12/83 | 12/84 | 12/83 | % Chg. | 12/84 | 12/83 | % Chg. | 12/84 | 12/83 | % Chg. |
| All Edge Offices | 219 | 217 | $19.5 | $19.4 | + 0.5 | $12.2 | $ 9.9 | +23.0 | $ 1.5 | $ 1.8 | –19.1 |
| Miami Offices | 37 | 38 | 8.0 | 6.9 | +15.1 | 5.6 | 3.9 | +43.1 | 0.6 | 0.5 | + 7.1 |
| New York Offices | 40 | 36 | 6.1 | 6.5 | - 6.0 | 4.0 | 3.9 | + 3.4 | 0.5 | 0.7 | –30.1 |
| All Other U.S.[2] | 123 | 124 | 4.1 | 7.1 | –41.9 | 1.5 | 3.7 | –60.0 | 0.3 | 0.5 | –17.5 |
| Foreign Offices | 19 | 19 | 1.3 | 1.5 | –15.0 | 1.1 | 0.8 | +29.5 | ... | ... | .... |
| All less Miami[3] | 182 | 179 | 11.5 | 12.5 | - 7.7 | 6.6 | 6.0 | + 9.8 | 0.9 | 1.3 | –29.9 |
| All less New York[4] | 179 | 181 | 13.4 | 12.9 | + 3.7 | 8.2 | 6.0 | +35.5 | 1.0 | 1.1 | –12.0 |
| All less Miami & New York[5] | 142 | 143 | 5.4 | 6.0 | - 9.5 | 2.6 | 2.1 | +21.5 | 0.4 | 0.6 | –29.7 |

[1] -The total number of offices, both head offices and branch offices.
[2] -All U.S. Edge offices outside of New York and Miami.
[3] -All Edge offices (including foreign offices) minus the Miami offices.
[4] -All Edge offices (including foreign offices) minus the New York offices.
[5] -All Edge offices (including foreign offices) minus the Miami and New York offices.

# Edge Act Corporations Engaged in Banking

## Total Assets, Deposits, Clearing Balances, and Business Loans in Each Edge Office on 12/31/84

(Edges Listed Alphabetically; Totals in Boldface; Dollar Figures in Thousands)

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| Name of Edge Act Corporation<br>Name of Parent Bank | Office Locations | Office Type H Head, B Branch | Total Assets | Total Deposits | Clearing Balances (a) | Ratio: Clearing Bal to Total Dep. | Total Business Loans | Operations Began |
|---|---|---|---|---|---|---|---|---|
| ABN Bank International USA Inc. | Chicago | H | 5,801 | 0 | 0 | 0.00 | 0 | 12/1/80 |
| Algemene Bank Nederland, Amsterdam | Houston | B | 13,436 | 8,594 | 5 | 0.06 | 5,739 | 12/1/80 |
|  | Miami | B | N.A. | N.A. | N.A. | N.A. | N.A. | 9/1/82 |
|  |  | **3** | **19,237** | **8,594** | **5** | **0.1** | **5,739** |  |
| Allied Bank International | New York | H | 174,498 | 55,583 | 5,059 | 9.10 | 56,705 | 10/4/68 |
| Allied International Bancorp., Inc., Wilmington, Del. (b) | London | B | 130,732 | 127,208 | N.A. | N.A. | N.A. | 6/30/72 |
|  | Nassau, Bahamas | B | 165,756 | 164,965 | N.A. | N.A. | N.A. | 6/30/72 |
|  |  | **3** | **470,986** | **347,756** | **5,059** | **1.5** | **56,705** |  |
| American Express Bank International | New York | H | 4,539 | 1,624 | 624 | 38.42 | 939 | 8/84 |
| American Express International Banking Corp., New York |  |  |  |  |  |  |  |  |
| American Security Bank International | Miami | H | 3,533 | 1,940 | 559 | 28.81 | 0 | 7/1/80 |
| American Security Bank NA, Washington, D.C. |  |  |  |  |  |  |  |  |
| AmSouth Bank International | Birmingham | H | 2,710 | 0 | 0 | 0.00 | 0 | 10/26/81 |
| AmSouth Bank NA, Birmingham, Ala. | Mobile | B | 2,235 | 704 | 13 | 1.85 | 1,779 | 10/26/81 |
|  |  | **2** | **4,945** | **704** | **13** | **1.85** | **1,779** |  |
| Banco Cafetero International Corp. | New York | H | 146,755 | 104,885 | 840 | 0.80 | 25,658 | 2/25/82 |
| Banco Cafetero, Bogota, Colombia | Miami | B | 21,985 | 13,041 | 0 | 0.00 | 8,429 | 1/20/83 |
|  |  | **2** | **168,740** | **117,926** | **840** | **0.71** | **34,087** |  |
| Banco de Bogota International Corp. | Miami | H | 23,390 | 20,257 | 292 | 1.44 | 4,960 | 9/15/80 |
| Banco de Bogota, Colombia |  |  |  |  |  |  |  |  |
| Banco de Santander International Inc. | Miami | H | 351,503 | 335,531 | 564 | 0.17 | 4,288 | 2/19/80 |
| Banco de Santander, Spain |  |  |  |  |  |  |  |  |
| Banco de Venezuela International | Miami | H | 167,553 | 92,576 | 2,851 | 3.08 | 419 | 7/6/81 |
| Banco de Venezuela, Caracas | New York | B | 83,524 | 61,617 | 2,773 | 4.50 | 14 | 3/29/82 |
|  |  | **2** | **251,077** | **154,193** | **5,624** | **3.65** | **433** |  |
| Banco del Pacifico International (d) | Miami | H | 43,833 | 35,159 | 310 | 0.88 | 3,099 | 11/22/82 |
| Banco del Pacifico, Guayaquil, Ecuador |  |  |  |  |  |  |  |  |
| Banco Latino International | Miami | H | 69,286 | 62,039 | 193 | 0.31 | 15,283 | 1/10/83 |
| Banco Latino, Caracas, Venezuela |  |  |  |  |  |  |  |  |
| Banco Real International Inc. | Chicago | H | 7,146 | 9 | 0 | 0.00 | 3,458 | 5/1/81 |
| Banco Real, Sao Paulo, Brazil | Houston | B | 6,889 | 6,863 | 828 | 12.06 | 773 | 5/1/81 |
|  |  | **2** | **14,035** | **6,872** | **828** | **12.05** | **4,231** |  |
| BankAmerica International | San Francisco | H | 461,225 | 0 | 0 | 0.00 | 0 | 11/15/49 |
| Bank of America NT&SA, San Francisco | Atlanta | B | 13,895 | 11,683 | 47 | 0.40 | 713 | 9/1/81 |
|  | Boston | B | 619 | 593 | 0 | 0.00 | 0 | 8/17/81 |
|  | Chicago | B | 28,270 | 25,776 | 15 | 0.06 | 683 | 9/1/80 |
|  | Dallas | B | 2,259 | 1,421 | 0 | 0.00 | 894 | 12/29/80 |
|  | Houston | B | 195,271 | 185,633 | 324 | 0.17 | 5,384 | 9/1/80 |
|  | Miami | B | 899,384 | 856,933 | 1,236 | 0.14 | 13,829 | 9/1/80 |
|  | Miami—Int'l Airport | B | 592 | 0 | 0 | 0.00 | 0 | 11/1/82 |
|  | Minneapolis | B | 17,064 | 208 | 0 | 0.00 | 11,299 | 12/29/80 |
|  | New York | B | 1,913,930 | 1,715,553 | 507,549 | 29.59 | 174,838 | 9/1/80 |
|  | Nassau, Bahamas | B | 356,231 | 350,099 | N.A. | N.A. | N.A. | 9/1/81 |
|  |  | **11** | **3,888,740** | **3,147,899** | **509,171** | **16.17** | **207,640** |  |
| Bankers Trust Co. International | Miami | H | 88,444 | 12,851 | 5,667 | 44.10 | 0 | 8/19/74 |
| Bankers Trust Co., New York | Chicago | B | 12,989 | 1,378 | 727 | 52.76 | 0 | 7/22/82 |
|  | Houston | B | 15,357 | 3,597 | 0 | 0.00 | 4,358 | 7/22/82 |
|  | Los Angeles | B | 14,105 | 0 | 0 | 0.00 | 0 | 7/22/82 |
|  |  | **4** | **130,895** | **17,826** | **6,394** | **35.87** | **4,358** |  |
| Bank of Bermuda International Ltd. | New York | H | 15,517 | 10,714 | N.A. | N.A. | 450* | 6/18/84 |
| Bank of Bermuda Ltd., Hamilton |  |  |  |  |  |  |  |  |
| Bank of Boston International | Los Angeles | H | 19,472 | 5,137 | 85 | 1.65 | 6,994 | 3/18/74 |
| Bank of Boston Corp. (c) |  |  |  |  |  |  |  |  |
| Bank of Boston International South | Miami | H | 529,855 | 477,412 | 2,090 | 0.44 | 36,691 | 5/15/72 |
| First National Bank, Boston | Houston | B | 22,651 | 2,861 | 0 | 0.00 | 18,111 | 11/1/82 |
|  | Cayman Islands | B | 119,297 | 72,500 | N.A | N.A | N.A | 1/7/82 |
|  |  | **3** | **671,803** | **552,773** | **2,090** | **0.38** | **54,802** |  |
| Bank of Boston International | New York | H | 702,272 | 611,521 | 105,867 | 17.31 | 53,077 | 12/31/59 |
| First National Bank, Boston | Chicago | B | 0 | 0 | 0 | 0.00 | 0 | 6/1/81 |
|  | Cayman Islands | B | 93,243 | 92,123 | 0 | 0.00 | N.A. | 7/3/78 |
|  |  | **3** | **795,515** | **703,644** | **105,867** | **15.05** | **53,077** |  |
| **Bank of Boston Internationals' Totals** |  | **7** | **1,486,790** | **1,261,554** | **108,042** | **8.56** | **114,873** |  |
| Bank of California International | San Francisco | H | 7,899 | 0 | 0 | 0.00 | 0 | 9/1/66 |
| Mitsubishi Bank Ltd., Tokyo, Japan | New York | B | 53,905 | 48,589 | 44,231 | 91.03 | 325 | 3/16/81 |
|  |  | **2** | **61,804** | **48,589** | **44,231** | **91.03** | **325** |  |
| Bank of Hawaii International Corp. | New York | H | 6,229 | 2,143 | 281 | 13.11 | 205 | 12/27/82 |
| Bancorp Hawaii, Inc., Honolulu |  |  |  |  |  |  |  |  |
| Bank of New England International Corp. | Miami | H | 31,854 | 24,152 | 1,330 | 5.51 | 3,308 | 1/20/66 |
| Bank of New England NA, Boston |  |  |  |  |  |  |  |  |
| Bank of New York International | Miami | H | 95,931 | 26,689 | 544 | 2.04 | 11,500 | 9/25/81 |
| Bank of New York |  |  |  |  |  |  |  |  |
| Bank of Oman Overseas (USA) | New York | H | 46,158 | 30,638 | 331 | 1.08 | 360 | 6/21/84 |
| Bank of Oman, Dubai, UAE |  |  |  |  |  |  |  |  |
| Bank of Tokyo International USA | Coral Gables, Fla | H | 6,566 | 1,622 | 0 | 0.00 | 0 | 10/1/82 |
| Bank of Tokyo Ltd., Japan |  |  |  |  |  |  |  |  |
| Tokyo Bancorp International (Houston) | Houston | H | 7,544 | 1,467 | 49 | 3.34 | 4,031 | 9/1/76 |
| Bank of Tokyo Ltd., Japan |  |  |  |  |  |  |  |  |
| **Bank of Tokyo Edges' Totals** |  | **2** | **14,110** | **3,089** | **49** | **1.59** | **4,031** |  |
| Banque Paribas International Co. | Houston | H | 11,582 | 7,345 | 0 | 0.00 | 2,186 | 12/4/79 |
| Banque Paribas, Paris, France |  |  |  |  |  |  |  |  |
| Barclays International Banking Corp. | Houston | H | 11,822 | 188 | 0 | 0.00 | 2,260 | 9/28/81 |
| Barclays Bank Plc., London, U.K. |  |  |  |  |  |  |  |  |
| BNP International Corp. | Houston | H | 4,763 | 2,003 | 0 | 0.00 | 209 | 8/23/82 |
| Banque Nationale de Paris, France |  |  |  |  |  |  |  |  |
| Central Cleveland International Bank | New York | H | 59,253 | 37,175 | 2,866 | 7.71 | 10,881 | 12/27/68 |
| Central National Bank, Cleveland |  |  |  |  |  |  |  |  |

**(a)**— Clearing balances are the sum of demand deposits due foreign governments and official institutions plus demand deposits due U.S. commercial banks plus demand deposits due foreign banks. **(b)**— Parent is an agreement corporation which is owned by the following 12 banks: (1) American Fletcher National Bank & Trust Co., Indianapolis; (2) Centerre Bank NA, St. Louis; (3) Connecticut National Bank, Hartford; (4) Equibank, Pittsburgh; (5) First Fidelity Bank NA, Newark; (6) First National Bank, St. Paul; (7) First Tennessee Bank NA, Memphis; (8) InterFirst Bank Fort Worth NA; (9) Liberty National Bank & Trust Co., Oklahoma City; (10) Sovran Bank NA, Richmond; (11) United Bank of Denver NA; and (12) United States National Bank of Oregon, Portland. The parent, which had $46.2 million in assets at yearend 1984, is included in the Edge head office count but not in the total assets of all Edge banks figure. **(c)**— Parent holding company for First National Bank, Boston. **(d)**—On July 22, 1985, the Edge bank— which was a wholly-owned subsidiary of Banco del Pacifico, Guayaquil, Ecuador— merged with Pacific National Bank, Miami. Banco del Pacifico owns 49.8% of Pacific National Bank. **(*)**— Total loans. **(N.A.)**— Not available.

# Edge Act Corporations Engaged in Banking

## Total Assets, Deposits, Clearing Balances, and Business Loans in Each Edge Office on 12/31/84

(Edges Listed Alphabetically; Totals in Boldface; Dollar Figures in Thousands)

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| Name of Edge Act Corporation<br>Name of Parent Bank | Office Locations | Office Type H-Head, B-Branch | Total Assets | Total Deposits | Clearing Balances (a) | Ratio: Clearing Bal to Total Dep. | Total Business Loans | Operations Began |
|---|---|---|---|---|---|---|---|---|
| Chase Bank International | Newark, Del. | H | 166,387 | 0 | 0 | 0.00 | 0 | 1/1/81 |
| Chase Manhattan Bank NA, New York | Atlanta | B | 33,307 | 2,568 | 0 | 0.00 | 0 | 4/22/82 |
| | Chicago | B | 57,887 | 2,792 | 19 | 0.68 | 16,504 | 1/1/81 |
| | Houston | B | 132,243 | 110,684 | 0 | 0.00 | 1,666 | 1/1/81 |
| | Los Angeles | B | 134,230 | 124,794 | 0 | 0.00 | 15,154 | 1/1/81 |
| | Miami | B | 1,007,197 | 990,154 | 1,588 | 0.16 | 98,437 | 1/1/81 |
| | San Francisco | B | 998 | 918 | 0 | 0.00 | 0 | 1/27/83 |
| | | **7** | **1,532,249** | **1,231,910** | **1,607** | **0.13** | **131,761** | |
| Chemical Bank International-North America | Miami | H | 388,120 | 51,102 | 282 | 0.55 | 17,279 | 9/4/79 |
| Chemical Bank, New York | Chicago | B | 34,225 | 342 | 236 | 69.01 | 9,506 | 8/21/81 |
| | Houston | B | 15,486 | 14 | 0 | 0.00 | 0 | 8/21/81 |
| | San Francisco | B | 36,462 | 396 | 104 | 26.26 | 14,208 | 8/21/81 |
| | | **4** | **474,293** | **51,854** | **622** | **1.20** | **40,993** | |
| Citibank International | Miami | H | 1,227,685 | 917,209 | 972 | 0.11 | 26,092 | 5/3/71 |
| Citibank NA, New York | Atlanta | B | 1,724 | 165 | 0 | 0.00 | 0 | 11/17/80 |
| | Beverly Hills | B | 5,702 | 5,668 | 0 | 0.00 | 2 | 4/20/81 |
| | Boston | B | 2,704 | 0 | 0 | 0.00 | 0 | 1/1/81 |
| | Chicago | B | 20,340 | 4,184 | 0 | 0.00 | 1,207 | 10/1/80 |
| | Cleveland | B | 12,668 | 0 | 0 | 0.00 | 708 | 12/15/80 |
| | Dallas | B | 5,942 | 0 | 0 | 0.00 | 0 | 3/9/81 |
| | Ft. Lauderdale | B | 1,211 | 1,211 | 0 | 0.00 | 0 | 12/16/82 |
| | Honolulu | B | 474 | 0 | 0 | 0.00 | 0 | 9/24/82 |
| | Houston | B | 116,690 | 100,655 | 169 | 0.17 | 12,147 | 10/1/80 |
| | Los Angeles | B | 524,895 | 460,998 | 0 | 0.00 | 29,682 | 8/15/80 |
| | Minneapolis | B | 660 | 0 | 0 | 0.00 | 0 | 12/15/80 |
| | St. Louis | B | 7,337 | 0 | 0 | 0.00 | 4,527 | 11/14/80 |
| | San Diego | B | 2,264 | 2,264 | 0 | 0.00 | 872 | 9/19/82 |
| | San Francisco | B | 212,591 | 118,075 | 12,482 | 10.57 | 16,072 | 8/15/80 |
| | S.F. Int'l Airport | B | 438 | 0 | 0 | 0.00 | 0 | 7/14/83 |
| | Seattle | B | 18 | 0 | 0 | 0.00 | 2 | 11/3/80 |
| | | **17** | **2,143,343** | **1,610,429** | **13,623** | **0.85** | **91,311** | |
| Citizens & Southern International Bank | Atlanta | H | 29,611 | 0 | 0 | 0.00 | 0 | 3/24/69 |
| Citizens & Southern National Bank, Atlanta | Miami | B | 210,230 | 195,810 | 29,539 | 15.09 | 19,792 | 12/31/81 |
| | | **2** | **239,841** | **195,810** | **29,539** | **15.09** | **19,792** | |
| Citizens & Southern International Bank | New Orleans | H | 48,364 | 45,584 | 29,351 | 64.39 | 1,728 | 3/24/69 |
| Citizens & Southern National Bank, Atlanta | | | | | | | | |
| **Citizens & Southern Internationals' Totals** | | **3** | **288,205** | **241,394** | **58,890** | **24.40** | **21,520** | |
| Comind International Banking Corp.<br>Banco do Commercio e Industria de Sao Paulo, Brazil | Houston | H | 3,353 | 800 | 0 | 0.00 | 1,461 | 5/3/82 |
| Connecticut Bank International<br>Connecticut Bank & Trust Co. NA, Hartford | New York | H | 9,369 | 5,572 | 3,523 | 63.23 | 926 | 4/4/72 |
| Consolidado International Bank<br>Banco Consolidado, Caracas, Venezuela | New York | H | 79,332 | 73,312 | 10,780 | 14.70 | 250 | 6/22/81 |
| Continental Bank International | Chicago | H | 107,711 | 0 | 0 | 0.00 | 0 | 1/2/62 |
| Continental Illinois National B&T Co., Chicago | Cleveland | B | 1,759 | 672 | 5 | 0.74 | 0 | 12/1/81 |
| | Houston | B | 4,547 | 565 | 0 | 0.00 | 2,995 | 9/1/80 |
| | Los Angeles | B | 13,961 | 617 | 24 | 3.89 | 5,833 | 9/1/80 |
| | Miami | B | 123 | 48 | 0 | 0.00 | 0 | 9/1/80 |
| | Minneapolis | B | 823 | 16 | 0 | 0.00 | 199 | 12/1/81 |
| | New York | B | 182,673 | 53,205 | 39,543 | 74.32 | 59,762 | 9/1/80 |
| | Philadelphia | B | 78 | 2 | 0 | 0.00 | 0 | 12/1/81 |
| | San Francisco | B | 76 | 15 | 0 | 0.00 | 0 | 12/1/81 |
| | Seattle | B | 7,031 | 380 | 0 | 0.00 | 6,924 | 12/1/81 |
| | | **10** | **318,782** | **55,520** | **39,572** | **71.28** | **75,713** | |
| Crocker Bank International<br>Midland Bank Plc., London, U.K. | New York | H | 87,223 | 63,828 | 56,873 | 89.1 | 3,237 | 8/4/67 |
| Fidelity International Bank<br>Fidelity Bank NA, Malvern, Pa. | New York | H | 72,388 | 65,235 | 29,537 | 45.28 | 950 | 3/7/68 |
| First Bank International | New York | H | 47,030 | 3,820 | 2,303 | 60.29 | 2,781 | 12/22/69 |
| First National Bank, Minneapolis | Milwaukee | B | 5,163 | 173 | 0 | 0.00 | 1,418 | 1/1/82 |
| | | **2** | **52,193** | **3,993** | **2,303** | **57.68** | **4,199** | |
| First Chicago International | Chicago | H | 44,479 | 0 | 0 | 0.00 | 0 | 11/24/80 |
| First National Bank, Chicago | Boston | B | 3,493 | 377 | 6 | 1.59 | 1,959 | 12/31/80 |
| | Houston | B | 22,386 | 3,850 | 0 | 0.00 | 2,289 | 12/31/80 |
| | Los Angeles | B | 2,362 | 1,359 | 53 | 3.90 | 0 | 12/31/80 |
| | Miami | B | 32,701 | 31,764 | 50 | 0.16 | 241 | 12/19/81 |
| | New York | B | 491,940 | 290,683 | 218,402 | 75.13 | 2,283 | 1/1/81 |
| | San Francisco | B | 80,482 | 1,870 | 149 | 7.97 | 1,457 | 12/31/80 |
| | | **7** | **677,843** | **329,903** | **218,660** | **66.28** | **8,229** | |
| First Interstate International of California | Los Angeles | H | 25,225 | 0 | 0 | 0.00 | 0 | 1/15/62 |
| First Interstate Bank of California, Los Angeles | Chicago | B | 32,722 | 3,061 | 5 | 0.16 | 9,169 | 10/1/81 |
| | Houston | B | 5,890 | 2,814 | 5 | 0.18 | 4,035 | 1/5/81 |
| | Miami | B | 34,361 | 17,966 | 462 | 2.57 | 0 | 9/15/80 |
| | New York | B | 263,415 | 26,955 | 23,725 | 88.02 | 5,871 | 6/22/81 |
| | | **5** | **361,613** | **50,796** | **24,197** | **47.64** | **19,075** | |
| First Maryland International Banking Corp. | Baltimore | H | 2,722 | 0 | 0 | 0.00 | 0 | 7/23/81 |
| First National Bank Bank of Maryland, Baltimore | York, Pa. | B | 283 | 200 | 37 | 18.50 | 65 | 7/23/81 |
| | | **2** | **3,005** | **200** | **37** | **18.50** | **65** | |
| First Palm Beach International Bank<br>First National Bank, Palm Beach, Fla. | Coral Gables, Fla. | H | 63,001 | 23,966 | 1,624 | 6.78 | 5,338 | 1/4/82 |
| First Union International Banking Corp. of N.C. | Charlotte | H | 2,978 | 0 | 0 | 0.00 | 0 | 8/17/81 |
| First Union National Bank, Charlotte | New York | B | 3,953 | 738 | 56 | 7.59 | 200 | 8/17/81 |
| | | **2** | **6,931** | **738** | **56** | **7.59** | **200** | |
| First Wisconsin International Bank | New York | H | 33,368 | 12,795 | 10,669 | 83.38 | 0 | 3/17/72 |
| First Wisconsin National Bank, Milwaukee | Miami | B | 9,024 | 8,431 | 479 | 5.68 | 4,245 | 7/1/82 |
| | | **2** | **42,392** | **21,226** | **11,148** | **52.52** | **4,245** | |

**(a)**— Clearing balances are the sum of demand deposits due foreign governments and official institutions plus demand deposits due U.S. commercial banks plus demand deposits due foreign banks **(N.A.)**— Not available

# Edge Act Corporations Engaged in Banking

## Total Assets, Deposits, Clearing Balances, and Business Loans in Each Edge Office on 12/31/84

(Edges Listed Alphabetically; Totals in Boldface; Dollar Figures in Thousands)

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| Name of Edge Act Corporation<br>Name of Parent Bank | Office Locations | Office Type H=Head, B=Branch | Total Assets | Total Deposits | Clearing Balances (a) | Ratio: Clearing Bal. to Total Dep. | Total Business Loans | Operations Began |
|---|---|---|---|---|---|---|---|---|
| Fleet International Bank | New York | H | 16,952 | 3,592 | 2,689 | 74.86 | 0 | 12/15/78 |
| Fleet National Bank, Providence, R.I. | | | | | | | | |
| Fuji Bank International Inc. | San Francisco | H | 109,243 | 13,186 | 10 | 0.08 | 3,450 | 1/4/83 |
| Fuji Bank Ltd., Tokyo, Japan | | | | | | | | |
| Harris Bank International Corp. | New York | H | 69,425 | 46,794 | 43,943 | 93.91 | 570 | 3/2/71 |
| Harris Trust & Savings Bank, Chicago (e) | | | | | | | | |
| Hill Samuel International Banking Corp. | New York | H | 4,201 | 0 | 0 | 0.00 | 0 | 9/26/83 |
| Hill Samuel & Co., Ltd., London, U.K. | | | | | | | | |
| Hongkong Bank International | Houston | H | 2,543 | 483 | 0 | 0.00 | 0 | 5/18/82 |
| Hongkong & Shanghai Banking Corp., Hong Kong | | | | | | | | |
| Indosuez Bank International | Houston | H | 2,375 | 4 | 0 | 0.00 | 200 | 4/1/83 |
| Compaignie Financiere de Suez, Paris | | | | | | | | |
| InterFirst International Corp. | New York | H | 13,316 | 7,839 | 1,970 | 25.13 | 1,220 | 6/21/78 |
| InterFirst Bank Dallas NA | | | | | | | | |
| Irving Trust International | Miami | H | 343,326 | 191,378 | 20,162 | 10.54 | 37,314 | 6/7/72 |
| Irving Trust Co., New York | Atlanta | B | 431 | 240 | 0 | 0.00 | 20 | 12/28/81 |
| | Chicago | B | 6,949 | 489 | 0 | 0.00 | 425 | 9/1/81 |
| | Dallas | B | 1,411 | 517 | 140 | 27.08 | 0 | 10/1/81 |
| | Los Angeles | B | 15,235 | 1,614 | 126 | 7.81 | 3,146 | 1/1/82 |
| | Cayman Islands | B | N.A. | N.A. | N.A. | N.A. | N.A. | 2/24/81 |
| | | **6** | **367,352** | **194,238** | **20,428** | **10.52** | **40,905** | |
| Manufacturers Hanover International Banking Corp. | Miami | H | 569,048 | 250,640 | 3,880 | 1.55 | 90,518 | 2/20/79 |
| Manufacturers Hanover Corp., New York | Atlanta | B | 2,752 | 244 | 10 | 4.10 | 1,000 | 8/2/82 |
| | Boston | B | 13,028 | 293 | 0 | 0.00 | 3,504 | 1/3/83 |
| | Chicago | B | 34,508 | 724 | 205 | 28.32 | 10,270 | 1/5/81 |
| | Houston | B | 23,170 | 4,397 | 0 | 0.00 | 13,180 | 7/1/81 |
| | Los Angeles | B | 47,412 | 3,706 | 554 | 14.95 | 24,494 | 2/20/79 |
| | | **6** | **689,918** | **260,004** | **4,649** | **1.79** | **142,966** | |
| Marine Midland International Bank | Miami | H | 222,263 | 200,415 | 688 | 0.34 | 4,566 | 5/29/79 |
| Marine Midland Bank NA, Buffalo, N.Y. (f) | Los Angeles | B | 14,692 | 813 | 66 | 8.12 | 7,481 | 9/14/81 |
| | Cayman Islands | B | 127,197 | 123,404 | 862 | 0.50 | N.A. | 7/29/81 |
| | | **3** | **364,152** | **324,632** | **1,616** | **0.50** | **12,047** | |
| Maryland Bank International | Baltimore | H | 7,124 | 0 | 0 | 0.00 | 0 | 6/9/75 |
| Maryland National Bank, Baltimore | Tyson Corner, Va. | B | 37,686 | 4,202 | 0 | 0.00 | 2,173 | 1/1/83 |
| | | **2** | **44,810** | **4,202** | **0** | **0.00** | **2,173** | |
| Mellon Bank International | New York | H | 173,983 | 87,739 | 29,939 | 84.31 | 29,939 | 6/12/63 |
| Mellon Bank NA, Pittsburgh | Cayman Islands | B | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |
| | | **2** | **173,983** | **87,739** | **29,939** | **84.31** | **29,939** | |
| Mercantile International Corp. | St. Louis | H | 5,682 | 0 | 0 | 0.00 | 0 | 1/1/69 |
| Mercantile Trust Co. NA, St. Louis | | | | | | | | |
| Merrill Lynch International Bank | New York | H | 15,934 | 0 | 0 | 0.00 | 0 | 6/4/84 |
| Merrill Lynch & Co., New York | Miami | B | 1 | 0 | 0 | 0.00 | 0 | 6/4/84 |
| | | **2** | **15,935** | **0** | **0** | **0.00** | **0** | |
| Morgan Guaranty International Bank | Miami | H | 964,278 | 390,510 | 727 | 0.19 | 128,868 | 2/15/77 |
| Morgan Guaranty Trust Co., New York | Houston | B | 38,531 | 6,157 | 40 | 0.65 | 6,475 | 6/10/80 |
| | Los Angeles | B | 169,569 | 1,964 | 413 | 21.03 | 12,755 | 5/20/81 |
| | San Francisco | B | 889 | 0 | 0 | 0.00 | 0 | 6/10/80 |
| | Nassau, Bahamas | B | 23,948 | 15,501 | N.A. | N.A. | N.A. | 2/2/81 |
| | | **5** | **1,197,215** | **414,132** | **1,180** | **0.28** | **148,098** | |
| Multibank International | Quincy, Mass. | H | 9,961 | 659 | 87 | 13.20 | 7,104 | 2/18/71 |
| South Shore Bank, Quincy, Mass. | | | | | | | | |
| Natwest USA International Bank | Miami | H | 68,635 | 51,851 | 680 | 1.31 | 1,341 | 10/13/82 |
| National Westminster Bank USA, New York (g) | | | | | | | | |
| NBA International Banking Corp. | Seattle | H | 7,310 | 1,051 | 0 | 0.00 | 5,590 | 6/22/81 |
| National Bank of Alaska, Anchorage | | | | | | | | |
| NBW International Banking Corp. | Baltimore | H | 2,668 | 14 | 9 | 64.3 | 0 | 6/1/84 |
| National Bank of Washington, D.C. | | | | | | | | |
| NCNB International Banking Corp. | New York | H | 16,181 | 2,546 | 1,109 | 43.56 | 2,255 | 7/23/73 |
| NCNB National Bank of North Carolina, Charlotte | | | | | | | | |
| Northern Trust International Banking Corp. | New York | H | 149,254 | 47,854 | 32,951 | 68.86 | 938 | 6/14/68 |
| Northern Trust Co., Chicago | | | | | | | | |
| Norwest International Bank | Miami | H | 6,002 | 0 | 0 | 0.00 | 0 | 3/3/83 |
| Norwest Bank Mineapolis NA | | | | | | | | |
| Norwest International Bank | Minneapolis | H | 57,991 | 33,383 | 2,772 | 8.30 | 24,897 | 9/20/63 |
| Norwest Bank Mineapolis NA | New York | B | 8,122 | 2,870 | 2,763 | 96.27 | 0 | 2/1/82 |
| | | **2** | **66,113** | **36,253** | **5,535** | **15.27** | **24,897** | |
| **Norwest Internationals' Totals** | | **3** | **72,115** | **36,253** | **5,535** | **15.27** | **24,897** | |
| Pan American Bank International | Miami | H | 35,406 | 24,135 | 7,222 | 29.92 | 0 | 2/1/82 |
| Pan American Bank NA, Miami | | | | | | | | |
| Petra International Banking Corp. | Washington D.C. | H | 59,717 | 35,441 | 2,213 | 6.24 | 0 | 8/83‡ |
| Petra Bank, Amman, Jordan | | | | | | | | |
| Philadelphia International Bank | Philidelphia | H | 15,047 | 0 | 0 | 0.00 | 0 | 1/3/67 |
| Philidelphia National Bank | Baltimore | B | 595 | 0 | 0 | 0.00 | 184 | 11/1/84 |
| | Los Angeles | B | 374 | 0 | 0 | 0.00 | 0 | 9/24/82 |
| | New York | B | 246,268 | 246,268 | 232,334 | 94.34 | 0 | 9/24/82 |
| | | **4** | **262,284** | **246,268** | **232,334** | **94.34** | **184** | |
| PNC International Bank (h) | Pittsburgh | H | 20,847 | 0 | 0 | 0.00 | 0 | 9/18/64 |
| Pittsburgh National Bank | Los Angeles | B | 20,174 | 4,561 | 265 | 5.81 | 4,903 | 1/4/82 |
| | New York | B | 28,282 | 6,460 | 5,904 | 91.39 | 11,999 | 1/2/80 |
| | | **3** | **69,303** | **11,021** | **6,169** | **55.97** | **16,902** | |
| Rainier International Bank | Los Angeles | H | 37,090 | 6,677 | 473 | 7.08 | 10,843 | 10/1/63 |
| Rainier National Bank, Seattle | Portland | B | 669 | 1 | 0 | 0.00 | 0 | 9/1/81 |
| | Hong Kong(i) | 9B | 262,428 | 129,179 | 1,625 | 1.26 | N.A. | 6/30/72 |
| | | **11** | **300,187** | **135,857** | **2,098** | **1.54** | **10,843** | |

**(a)**— Clearing balances are the sum of demand deposits due foreign governments and official institutions plus demand deposits due U.S. commercial banks plus demand deposits due foreign banks. **(e)**— Its parent holding company, Harris Bankcorp., Inc., is owned by Bank of Montreal, since September 1984. **(f)**— Its parent holding company, Marine Midland Banks Inc., is owned by Hongkong & Shanghai Banking Corp. **(g)**— Its parent is National Westminster Bank Plc., London. **(h)**— Formerly Pittsburgh International Bank, name changed 12/28/83. **(i)**— Five of the 9 branches opened on 6/30/72, 1 opened in 1975, 1 opened in 1976, 1 opened in 1979; and 1 opened in 1983. **(‡)**— This is the date it received Federal Reserve Board approval to begin operations. **(N.A.)**— Not available

# Edge Act Corporations Engaged in Banking

## Total Assets, Deposits, Clearing Balances, and Business Loans in Each Edge Office on 12/31/84

(Edges Listed Alphabetically; Totals in Boldface; Dollar Figures in Thousands)

Compiled by **American Banker** Copyright 1985

| Name of Edge Act Corporation<br>Name of Parent Bank | Office Locations | Office Type H=Head, B=Branch | Total Assets | Total Deposits | Clearing Balances (a) | Ratio: Clearing Bal to Total Dep. | Total Business Loans | Operations Began |
|---|---|---|---|---|---|---|---|---|
| RepublicBank Dallas International<br>RepublicBank Dallas NA | Dallas | H | 24,452 | 0 | 0 | 0 | 0 | 10/26/82 |
| | New York | B | 7,053 | 3,185 | 2,750 | 86.34 | 0 | 10/26/82 |
| | | **2** | **31,505** | **3,185** | **2,750** | **86.34** | **0** | |
| Republic International Bank of New York<br>Republic National Bank, New York | Los Angeles | H | 49,179 | 30,685 | 5 | 0.02 | 11,701 | 12/15/80 |
| Republic International Bank of New York<br>Republic National Bank, New York | Miami | H | 241,323 | 89,930 | 4 | 0.00 | 29,161 | 3/1/79 |
| **Republic International Banks' Totals** | | **2** | **290,502** | **120,615** | **9** | **0.00** | **40,862** | |
| Riggs International Banking Corp.<br>Riggs National Bank, Washington, D.C. | Miami | H | 83,602 | 70,018 | 1,370 | 2.00 | 3,605 | 4/30/81 |
| RIHT International Banking Corp. (j)<br>RIHT Financial Corp., Providence, R.I. | Miami | H | 2,446 | 0 | 0 | 0.00 | 0 | 2/22/83 |
| J. Henry Schroder International Bank<br>J. Henry Schroder Bank & Trust Co., New York (k) | Miami | H | 50,827 | 44,370 | 649 | 1.46 | 3,182 | 2/13/80 |
| Seattle-First International Bank<br>Seattle-First National Bank | Seattle | H | 12,098 | 0 | 0 | 0.00 | 0 | 5/13/82 |
| | Portland | B | 1,748 | 295 | 0 | 0.00 | 1,298 | 5/13/82 |
| | | **2** | **13,846** | **295** | **0** | **0.00** | **1,298** | |
| Security Pacific International Bank<br>Security Pacific National Bank, Los Angeles | Los Angeles | H | 76,628 | 0 | 0 | 0.00 | 0 | 1/10/67 |
| | Chicago | B | 1,783 | 426 | 20 | 4.70 | 104 | 11/12/80 |
| | Cleveland | B | 30,869 | 1,443 | 50 | 3.47 | 672 | 12/22/81 |
| | Houston | B | 1,289 | 926 | 80 | 8.64 | 24 | 7/15/80 |
| | Miami | B | 111,424 | 65,689 | 1,434 | 2.18 | 1,316 | 9/2/80 |
| | Minneapolis | B | 5,354 | 21 | 0 | 0.00 | 0 | 4/12/82 |
| | New York | B | 394,111 | 115,500 | 103,053 | 89.22 | 14,399 | 7/15/82 |
| | Seattle | B | 89,569 | 128 | 10 | 7.81 | 78 | 8/24/81 |
| | | **8** | **711,027** | **184,133** | **104,637** | **56.83** | **16,593** | |
| Shawmut Boston International Banking Corp.<br>Shawmut Bank of Boston NA | Miami | H | 12,103 | 5,893 | 341 | 5.79 | 922 | 1/19/81 |
| Skandinaviska Enskilda Banken International Corp.<br>Skandinaviska Enskilda Banken, Stockholm, Sweden | New York | H | 100,083 | 50,361 | 215 | 0.43 | 2,558 | 5/18/81 |
| | Cayman Islands | B | 3,625 | 2,544 | 0 | 0.00 | 0 | 9/14/81 |
| | | **2** | **103,708** | **52,904** | **215** | **0.41** | **2,558** | |
| Societe Generale International, Inc.<br>Societe Generale, Paris, France | Houston | H | 2,580 | 187 | 0 | 0.00 | 1,649 | 11/9/83 |
| | Dallas | B | 0 | 0 | 0 | 0.00 | 0 | 12/1/83 |
| | | **2** | **2,580** | **187** | **0** | **0.00** | **1,649** | |
| Standard Chartered International<br>Standard Chartered Bank Plc., London | Houston | H | 6,510 | 2,637 | 84 | 3.19 | 4,766 | 1/2/81 |
| State Street Bank Boston International<br>State Street Bank & Trust Co., Boston | New York | H | 25,933 | 9,895 | 7,518 | 75.98 | 814 | 11/5/64 |
| Texas Commerce International Bank<br>Texas Commerce Bank NA, Houston | Houston | H | 11,394 | 0 | 0 | 0.00 | 0 | 3/15/82 |
| | New York | B | 312,782 | 10,587 | 546 | 5.16 | 0 | 3/15/82 |
| | | **2** | **324,176** | **10,587** | **546** | **5.16** | **0** | |
| Union Chelsea International Bank<br>Banco Union, Caracas, Venezuela and Union Chelsea Bank, New York | Miami | H | 36,922 | 33,575 | 897 | 2.67 | 2,468 | 11/2/81 |
| Wachovia International Banking Corp.<br>Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. | Winston-Salem | H | 10,331 | 0 | 0 | 0.00 | 0 | 12/2/65 |
| | New York | B | 13,485 | 12,456 | 3,042 | 24.42 | 2,950 | 7/1/81 |
| | | **2** | **23,816** | **12,456** | **3,042** | **24.42** | **2,950** | |
| Wells Fargo Bank International<br>Wells Fargo Bank NA, San Francisco | San Francisco | H | 32,002 | 0 | 0 | 0.00 | 0 | 9/30/64 |
| | New York | B | 113,991 | 105,457 | 76,526 | 72.57 | 35,007 | 5/1/81 |
| | | **2** | **145,993** | **105,457** | **76,526** | **72.57** | **35,007** | |
| Worthen Bank International<br>Worthen Bank and Trust Co., Little Rock, Ark. | Little Rock | H | 5,826 | 3,343 | 13 | 0.39 | 276 | 7/27/84 |
| | New York | B | † | | | | | 9/84 |
| | | **2** | **5,826** | **3,343** | **13** | **0.39** | **276** | **7/27/84** |
| **GRAND TOTALS 12/31/84** | | **125B<br>94H** | **19,507,511** | **12,152,620** | **1,756,630** | **14.45** | **1,472,174** | |
| **GRAND TOTALS 12/31/83** | | **128B<br>91H** | **19,420,089** | **9,880,501** | **1,588,825** | **16.10** | **1,819,292** | |
| **CHANGES:** | | | **+ 0.45%** | **+ 23.00%** | **+10.56%** | **----** | **— 19.08%** | |

**(a)**— Clearing balances are the sum of demand deposits due foreign governments and official institutions plus demand deposits due U.S. commercial banks plus demand deposits due foreign banks. **(j)**— Parent sold the Edge charter to Prudential-Bache Securities Inc. in the latter part of 1984. In June 1985, the Edge received Federal Reserve Board consent to change its name and location to PBTC International Bank, New York. **(k)**— Its parent is Schroders Ltd., London. **(†)**— Data for the branch are included in the head office figure. **(N.A.)**—Not available.

## 10 Largest Miami Edges in Deposits

| | | Deposits 12/31/84 (000) | Deposits 12/31/83 (000) | Percent Increase % |
|---|---|---|---|---|
| 1 | Chase Bank International | 990,154 | 858,185 | 15 |
| 2 | Citibank International | 917,209 | 314 | 2,920 |
| 3 | BankAmerica International | 856,933 | 772,321 | 11 |
| 4 | Bank of Boston International South | 477,412 | 416,546 | 15 |
| 5 | Morgan Guaranty International Bank | 390,510 | 310,997 | 26 |
| 6 | Banco de Santander International Inc. | 335,531 | 271,818 | 23 |
| 7 | Manufacturers Hanover Int'l Banking Corp. | 250,640 | 189,107 | 33 |
| 8 | Marine Midland International Bank | 200,415 | 175,533 | 14 |
| 9 | Citizens & Southern International Bank | 195,810 | 178,099 | 10 |
| 10 | Irving Trust International | 191,378 | 139,080 | 38 |

## Miami Edge Offices with Largest Deposit Increases

| | | Deposits 12/31/84 (000) | Deposits 12/31/83 (000) | Percent Increase % |
|---|---|---|---|---|
| 1 | Citibank International | 917,209 | 314 | 2,920 |
| 2 | First Chicago International | 31,764 | 6,065 | 424 |
| 3 | Natwest USA Internaional Bank | 51,851 | 18,435 | 181 |
| 4 | Banco del Pacifico Internaional | 35,159 | 15,492 | 127 |
| 5 | Pan American Bank International | 24,135 | 10,729 | 125 |
| 6 | Republic International Bank of New York | 89,930 | 44,590 | 102 |
| 7 | Bank of New York International | 26,689 | 16,642 | 60 |
| 8 | Banco Latino International | 62,039 | 43,227 | 44 |
| 9 | American Security Bank International | 1,940 | 1,373 | 41 |
| 10 | Chemical Bank International-North America | 51,102 | 36,548 | 40 |

# Geographical Breakdown of Edge Bank Offices

## Listed Alphabetically within City with Total Assets on December 31, 1984 compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

| | | Total Assets ($000) 12/31/84 | Total Assets ($000) 12/31/83 |
|---|---|---|---|
| **ALABAMA** | | | |
| | **Birmingham** | | |
| 1. | AmSouth Bank International (H) | 2,710 | 2,663 |
| | **Mobile** | | |
| 1. | AmSouth Bank International (B) | 2,235 | 1,935 |
| **ARKANSAS** | | | |
| | **Little Rock** | | |
| 1. | Worthen Bank International (H) | 5,826 | (b) |
| **CALIFORNIA** | | | |
| | **Beverly Hills** | | |
| 1. | Citibank International (B) | 5,702 | 11,627 |
| | **Los Angeles** | | |
| 1. | Bankers Trust Co. International (B) | 14,105 | 31,995 |
| 2. | Bank of Boston International (H) | 19,472 | 38,451 |
| 3. | Chase Bank International (B) | 134,230 | 117,206 |
| 4. | Citibank International (B) | 524,895 | 248,340 |
| 5. | Continental Bank International (B) | 13,961 | 26,631 |
| 6. | First Chicago International (B) | 2,362 | 5,820 |
| 7. | First Interstate International of California (H) | 25,225 | 24,422 |
| 8. | Irving Trust International (B) | 15,235 | 8,671 |
| 9. | Manufacturers Hanover Inter'l Banking Corp (B) | 47,412 | 92,271 |
| 10. | Marine Midland International Bank (B,e) | 14,692 | 10,543 |
| 11. | Morgan Guaranty International Bank (B) | 169,569 | 206,418 |
| 12. | Philidelphia International Bank (B) | 374 | 222 |
| 13. | PNC International Bank (B,n) | 20,174 | 70,539 |
| 14. | Rainier International Bank (H) | 37,090 | 34,393 |
| 15. | Republic International Bank of New York (H) | 49,179 | 22,406 |
| 16. | Security Pacific International Bank (H) | 76,628 | 71,910 |
| | **San Diego** | | |
| 1. | Citibank International (B) | 2,264 | 20,830 |
| | **San Francisco** | | |
| 1. | BankAmerica International (H) | 461,225 | 459,213 |
| 2. | Bank of California International (H,e) | 7,899 | 6,641 |
| 3. | Chase Bank International (B) | 998 | 551 |
| 4. | Chemical Bank International-North America (B) | 36,462 | 37,080 |
| 5. | Citibank International (B) | 212,591 | 242,430 |
| 6. | Citibank International (Int'l Airport) (B) | 438 | (b) |
| 7. | Continental Bank International (B) | 76 | 72 |
| 8. | First Chicago International (B) | 80,482 | 28,030 |
| 9. | Fuji Bank International Inc. (H,e) | 109,243 | 19,474 |
| -- | Manufacturers Hanover Int'l Banking Corp. (B) | (c) | 76,117 |
| 10. | Morgan Guaranty International Bank (B) | 889 | 26,176 |
| 11. | Wells Fargo Bank International (H) | 32,002 | 53,008 |
| **DELAWARE** | | | |
| | **Newark** | | |
| 1. | Chase Bank International (H) | 166,387 | 149,658 |
| | **Wilmington** | | |
| 1. | Allied International Bancorp., Inc. (H,g) | 46,221 | 46,680 |
| **DISTRICT OF COLUMBIA** | | | |
| 1. | Petra International Banking Corp. (H,e) | 59,717 | 23,074 |
| **FLORIDA** | | | |
| | **Coral Gables** | | |
| 1. | Bank of Tokyo International USA (H,e) | 6,566 | 6,232 |
| 2. | First Palm Beach International Bank (H) | 63,001 | 64,798 |
| | **Fort Lauderdale** | | |
| 1. | Citibank International (B) | 1,211 | 994 |
| | **Miami** | | |
| 1. | ABN Bank International USA Inc. (B,e) | N.A. | N.A. |
| 2. | American Security Bank International (H) | 3,533 | 3,028 |
| 3. | Banco Cafetero International Corp. (B,e) | 21,985 | 14,363 |
| 4. | Banco de Bogota International Corp. (H,e) | 23,390 | 21,080 |
| 5. | Banco de Santander International Inc. (H,e) | 351,503 | 285,293 |
| 6. | Banco de Venezuela International (H,e) | 167,553 | 111,706 |
| 7. | Banco del Pacifico International (H,e,m) | 43,833 | 22,440 |
| 8. | Banco Latino International (H,e) | 69,286 | 61,235 |
| 9. | BankAmerica International (B) | 899,384 | 792,521 |
| 10. | BankAmerica International-Int'l Airport (B) | 592 | 832 |
| 11. | Bankers Trust Co. International (H) | 88,444 | 77,492 |
| 12. | Bank of Boston International South (H) | 529,855 | 480,652 |
| 13. | Bank of New England International (H) | 31,854 | 27,759 |
| 14. | Bank of New York International (H) | 95,931 | 69,060 |
| 15. | Chase Bank International (B) | 1,007,197 | 872,886 |
| 16. | Chemical Bank International-North America (H) | 388,120 | 391,653 |
| 17. | Citibank International (H) | 1,227,685 | 655,251 |
| 18. | Citizens & Southern International Bank (B) | 210,230 | 177,930 |
| 19. | Continental Bank International (B) | 123 | 28,530 |
| 20. | First Chicago International (B) | 32,701 | 6,319 |
| 21. | First Interstate International of California (B) | 34,361 | 43,941 |
| 22. | First Wisconsin International Bank (B) | 9,024 | 9,093 |
| 23. | Irving Trust International (H) | 343,326 | 351,030 |
| 24. | Manufacturers Hanover Inter'l Banking Corp. (H) | 569,048 | 726,322 |
| 25. | Marine Midland International Bank (H,e) | 222,263 | 200,722 |
| -- | Mellon Bank Int'l (H) | (c) | 51,397 |
| 26. | Merrill Lynch International Bank (B) | 1 | (o) |
| 27. | Morgan Guaranty International Bank (H) | 964,278 | 888,303 |
| 28. | Natwest USA International Bank (H,e) | 68,635 | 25,410 |
| 29. | Norwest International Bank (H) | 6,002 | 6,986 |
| 30. | Pan American Bank International (H) | 35,406 | 17,273 |
| 31. | Republic International Bank of New York (H) | 241,323 | 91,924 |
| 32. | Riggs International Banking Corp. (H) | 83,602 | 69,072 |
| 33. | RIHT International Banking Corp. (H,h) | 2,446 | 2,172 |
| 34. | J. Henry Schroder International Bank (H,e) | 50,827 | 58,419 |
| 35. | Security Pacific International Bank (B) | 111,424 | 79,369 |
| 36. | Shawmut Boston International Banking Corp. (H) | 12,103 | 20,128 |
| 37. | Union Chelsea International Bank (H,e) | 36,922 | 36,832 |
| -- | Wells Fargo Bank International (B) | (c) | 158,504 |
| **GEORGIA** | | | |
| | **Atlanta** | | |
| 1. | BankAmerica International (B) | 13,895 | 17,369 |
| 2. | Chase Bank International (B) | 33,307 | 61,968 |
| 3. | Citibank International (B) | 1,724 | 933 |
| 4. | Citizens & Southern International Bank (H) | 29,611 | 25,309 |
| 5. | Irving Trust International (B) | 431 | 191 |
| 6. | Manufacturers Hanover Inter'l Banking Corp. (B) | 2,752 | 1,573 |
| **HAWAII** | | | |
| | **Honolulu** | | |
| 1. | Citibank International (B) | 474 | 350 |
| **ILLINOIS** | | | |
| | **Chicago** | | |
| 1. | ABN Bank International USA Inc. (H,e) | 5,801 | 5,600 |
| 2. | Banco Real International Inc. (H,e) | 7,146 | 7,620 |
| 3. | BankAmerica International (B) | 28,270 | 201,492 |
| 4. | Bankers Trust Co. International (B) | 12,989 | 14,716 |
| 5. | Bank of Boston International (B) | 0 | 6,126 |
| 6. | Chase Bank International (B) | 57,887 | 76,958 |
| 7. | Chemical Bank International-North America (B) | 34,225 | 64,158 |
| 8. | Citibank International (B) | 20,340 | 44,371 |
| 9. | Continental Bank International (H) | 107,711 | 111,936 |
| 10. | First Chicago International (H) | 44,479 | 46,824 |
| 11. | First Interstate International of California (B) | 32,722 | 53,753 |
| 12. | Irving Trust International (B) | 6,949 | 3,203 |
| 13. | Manufacturers Hanover Int'l Banking Corp. (B) | 34,508 | 54,212 |
| 14. | Security Pacific International Bank (B) | 1,783 | 19,000 |
| **LOUISIANA** | | | |
| | **New Orleans** | | |
| 1. | Citizens & Southern International Bank (H) | 48,364 | 43,289 |
| **MARYLAND** | | | |
| | **Baltimore** | | |
| 1. | First Maryland International Banking Corp. (H) | 2,722 | 2,664 |
| 2. | Maryland Bank International (H) | 7,124 | 4,896 |
| 3. | NBW International Banking Corp. (H) | 2,668 | (b) |
| 4. | Philadelphia International Bank (B) | 595 | (b) |
| **MASSACHUSETTS** | | | |
| | **Boston** | | |
| 1. | BankAmerica International (B) | 619 | 3,159 |
| 2. | Citibank International (B) | 2,704 | 3,321 |
| 3. | First Chicago International (B) | 3,493 | 9,484 |
| 4. | Manufacturers Hanover Int'l Banking Corp. (B) | 13,028 | 14,278 |
| | **Quincy** | | |
| 1. | Multibank International (H) | 9,961 | 8,250 |
| **MINNESOTA** | | | |
| | **Minneapolis** | | |
| 1. | BankAmerica International (B) | 17,064 | 2,059 |
| 2. | Citibank International (B) | 660 | 2,720 |
| 3. | Continental Bank International (B) | 823 | 707 |
| 4. | Norwest International Bank (H) | 57,991 | 47,237 |
| 5. | Security Pacific International Bank (B) | 5,354 | 880 |

**(B)**— Branch Office. **(H)**— Head Office. **(b)**— Began operations in 1984. **(c)**— Office was closed in 1984. **(e)**—Owned either directly or indirectly by a foreign bank. **(f)**— An Agreement Corp. **(g)**— Parent of Allied Bank International. **(h)**— RIHT Financial Corp., Providence, R.I., sold the charter of RIHT International Banking Corp to Prudential-Bache Securities Inc. in the latter part of 1984. In June 1985, Prudential-Bache received Federal Reserve Board permission to change the name and location of its Edge bank to PBTC International Bank, New York. In addition, the Fed allowed PBTC International Bank to acquire PB Trade Finance Ltd., London, and Bache Trade Finance ("Asia") Ltd., Hong Kong. **(i)**— Became head office 10/1/1984. **(j)**— New Edge bank established 10/1/85. **(k)**—Branch was established in March 1985. **(l)**— A subsidiary of BankAmerica Corp., San Francisco. **(m)**— Merged into Pacific National Bank, Miami, on July 22, 1985. **(n)**— Edge changed its name. It was formerly known as Pittsburgh International Bank. **(o)**— Opened in June 1984. **(†)**— Assets for this branch are included in assets reported for the head office.

# Geographical Breakdown of Edge Bank Offices

## Listed Alphabetically within City with Total Assets on December 31, 1984 compared with December 31, 1983

Compiled by **American Banker** Copyright 1985

Total Assets ($000)

## MISSOURI

### St. Louis

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Citibank International (B) | 7,337 | ...... |
| 2. | Mercantile International Corp. (H) | 5,682 | 5,520 |

## NEW YORK

### New York City

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Allied Bank International (H) | 174,498 | 194,794 |
| 2. | American Express Bank International (H) | 4,539 | (b) |
| 3. | Banco Cafetero International Corp. (H,e) | 146,755 | 149,416 |
| 4. | Banco de Venezuela International (B,e) | 83,524 | 45,174 |
| 5. | BankAmerica International (B) | 1,913,930 | 2,232,099 |
| 6. | Bank of Bermuda Int'l, Ltd. (H,e) | 15,517 | (b) |
| 7. | Bank of Boston International (H) | 702,272 | 531,511 |
| 8. | Bank of California International (B,e) | 53,905 | 48,622 |
| 9. | Bank of Hawaii International Corp. (H) | 6,229 | 5,688 |
| 10. | Bank of Oman Overseas (USA) (H,e) | 46,158 | (b) |
| 11. | Central Cleveland International Bank (H) | 59,253 | 47,670 |
| 12. | Connecticut Bank International (H) | 9,369 | 6,307 |
| 13. | Consolidado International Bank (H,e) | 79,332 | 49,203 |
| 14. | Continental Bank International (B) | 182,673 | 253,688 |
| 15. | Crocker Bank International (H,e) | 87,223 | 120,551 |
| 16. | Fidelity International Bank (H) | 72,388 | 60,828 |
| 17. | First Bank International (H) | 47,030 | 45,644 |
| 18. | First Chicago International (B) | 491,940 | 461,322 |
| 19. | First Interstate International of California (B) | 263,415 | 425,413 |
| 20. | First Union International Banking Corp. of N.C. (B) | 3,953 | 6,617 |
| 21. | First Wisconsin International Bank (H) | 33,368 | 43,928 |
| 22. | Fleet International Bank (H) | 16,952 | 36,391 |
| 23. | Harris Bank International Corp. (H,e) | 69,425 | 41,168 |
| 24. | Hill Samuel International Banking Corp. (H,e) | 4,201 | 5,111 |
| 25. | InterFirst International Corp. (H) | 13,316 | 13,834 |
| 26. | Mellon Bank International (H,i) | 173,983 | 115,385 |
| 27. | Merrill Lynch International Bank (H) | 15,934 | (b) |
| 28. | NCNB International Banking Corp. (H) | 16,181 | 29,634 |
| 29. | Northern Trust International Banking Corp. (H) | 149,254 | 118,010 |
| 30. | Norwest International Bank (B) | 8,122 | 3,882 |
| -- | PBTC International Bank (H) | (h) | |
| 31. | Philidelphia International Bank (B) | 246,268 | 229,944 |
| 32. | PNC International Bank (B,n) | 28,282 | 38,291 |
| -- | Rainier International Bank (H) | (j) | |
| 33. | RepublicBank Dallas International (B) | 7,053 | 12,069 |
| 34. | Security Pacific International Bank (B) | 394,111 | 490,872 |
| 35. | Skandinaviska Enskilda Banken Int'l Corp. (H) | 100,083 | 141,156 |
| 36. | State Street Bank Boston International (H) | 25,933 | 37,426 |
| 37. | Texas Commerce International Bank (B) | 312,782 | 251,634 |
| -- | Union Planters International Bank (B) | (c) | 5,084 |
| 38. | Wachovia International Banking Corp. (B) | 13,485 | 9,856 |
| 39. | Wells Fargo Bank International (B) | 113,991 | 189,873 |
| 40. | Worthen Bank International (B) | † | (b) |

## NORTH CAROLINA

### Charlotte

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | First Union International Banking Corp. of N.C. (H) | 2,978 | 3,056 |

### Winston-Salem

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Wachovia International Banking Corp. (H) | 10,331 | 9,797 |

## OHIO

### Cleveland

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Citibank International (B) | 12,668 | 1,728 |
| 2. | Continental Bank International (B) | 1,759 | 1,219 |
| 3. | Security Pacific International Bank (B) | 30,869 | 3,451 |

## OREGON

### Portland

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Rainier Interational Bank (B) | 669 | 2,470 |
| 2. | Seattle-First International Bank (B,l) | 1,748 | 4,197 |

## PENNNSYLVANIA

### Philadelphia

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Continental Bank International (B) | 78 | N.A. |
| 2. | Philidelphia International Bank (H) | 15,047 | 11,931 |
| -- | PNC International Bank (B) | (k) | --- |

### Pittsburgh

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | PNC International Bank (H,n) | 20,847 | 18,988 |

### York

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | First Maryland International Banking Corp. (B) | 283 | 217 |

Total Assets ($000)

## TENNESSEE

### Memphis

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| -- | Union Planters International Bank (H) | (c) | 2,396 |

## TEXAS

### Dallas

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | BankAmerica International (B) | 2,259 | 28,917 |
| -- | Bank of Boston International South (B) | (c) | 1,789 |
| 2. | Citibank International (B) | 5,942 | 3,897 |
| 3. | Irving Trust International (B) | 1,411 | 3,937 |
| 4. | RepublicBank Dallas International (H) | 24,452 | 20,863 |
| 5. | Societe General International Inc. (B,e) | 0 | N.A. |

### Houston

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | ABN Bank International USA Inc. (B,e) | 13,436 | 14,235 |
| 2. | Banco Real International Inc. (B,e) | 6,889 | 23,623 |
| 3. | BankAmerica International (B) | 195,271 | 189,436 |
| 4. | Bankers Trust Co. International (B) | 15,357 | 24,000 |
| 5. | Bank of Boston International South (B) | 22,651 | 1,897 |
| 6. | Banque Paribas International Co.(H,e) | 11,582 | 7,600 |
| 7. | Barclays International Banking Corp. (H,e) | 11,822 | 23,912 |
| 8. | BNP International Corp. (H,e) | 4,763 | 4,712 |
| 9. | Chase Bank International (B) | 132,243 | 114,430 |
| 10. | Chemical Bank International-North America (B) | 15,486 | 21,439 |
| 11. | Citibank International (B) | 116,690 | 167,628 |
| 12. | Comind International Banking Corp. (H,e) | 3,353 | 5,689 |
| 13. | Continental Bank International (B) | 4,547 | 19,734 |
| 14. | First Chicago International (B) | 22,386 | 25,754 |
| 15. | First Interstate International of California (B) | 5,890 | 10,080 |
| 16. | Hongkong Bank International (H,e) | 2,543 | 2,383 |
| 17. | Indosuez Bank International (H,e) | 2,375 | 2,628 |
| 18. | Manufacturers Hanover Int'l Banking Corp. (B) | 23,170 | 12,352 |
| 19. | Morgan Guaranty International Bank (B) | 38,531 | 145,764 |
| 20. | Security Pacific International Bank (B) | 1,289 | 120,028 |
| 21. | Societe Generale International, Inc. (H,e) | 2,580 | 2,551 |
| 22. | Standard Chartered International (H,e) | 6,510 | 8,912 |
| 23. | Texas Commerce International Bank (B) | 11,394 | 11,066 |
| 24. | Tokyo Bancorp International (Houston) (H,e,f) | 7,544 | 6,780 |

## VIRGINIA

### Tysons Corner

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Maryland Bank International (B) | 37,686 | 32,341 |

## WASHINGTON

### Seattle

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| -- | BankAmerica International (B) | (c) | 969 |
| -- | Bank of Boston International South (B) | (c) | 1,789 |
| 1. | Citibank International (B) | 18 | 2,026 |
| 2. | Continental Bank International (B) | 7,031 | 335 |
| 3. | NBA International Banking Corp. (H) | 7,310 | 6,206 |
| 4. | Seattle-First International Bank (H,l) | 12,098 | 11,179 |
| 5. | Security Pacific International Bank (B) | 89,569 | 114,685 |

## WISCONSIN

### Milwaukee

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | First Bank International (B) | 5,163 | 3,655 |

## FOREIGN BRANCHES

## BAHAMAS

### Nassau

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Allied Bank International (B) | 165,756 | 310,792 |
| 2. | BankAmerica International (B) | 356,231 | 443,450 |
| 3. | Morgan Guaranty International Bank (B) | 23,948 | N.A. |

## CAYMAN ISLANDS

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Bank of Boston International (B) | 93,243 | 65,745 |
| 2. | Bank of Boston International South (B) | 119,297 | 52,031 |
| 3. | Irving Trust International (B) | N.A. | 224,737 |
| 4. | Marine Midland International Bank (B,e) | 127,197 | 69,188 |
| 5. | Mellon Bank International (B) | N.A. | N.A. |
| 6. | Skandinaviska Enskilda Banken Int'l Corp. (B,e) | 3,625 | 8,487 |

## HONG KONG

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Rainier International Bank (9B) | 262,428 | 142,815 |

## UNITED KINGDOM

### London

| | | 12/31/84 | 12/31/83 |
|---|---|---|---|
| 1. | Allied Bank International (B) | 130,732 | 192,221 |

**(B)**— Branch Office. **(H)**— Head Office. **(b)**— Began operations in 1984. **(c)**— Office was closed in 1984. **(e)**—Owned either directly or indirectly by a foreign bank. **(f)**— An Agreement Corp. **(g)**— Parent of Allied Bank International. **(h)**— RIHT Financial Corp., Providence, R.I., sold the charter of RIHT International Banking Corp.to Prudential-Bache Securities Inc. in the latter part of 1984. In June 1985, Prudential-Bache received Federal Reserve Board permission to change the name and location of its Edge bank to PBTC International Bank, New York. In addition, the Fed allowed PBTC International Bank to acquire PB Trade Finance Ltd., London, and Bache Trade Finance ("Asia") Ltd., Hong Kong. **(i)**— Became head office 10/1/1984. **(j)**— New Edge bank established 10/1/85. **(k)**—Branch was established in March 1985. **(l)**— A subsidiary of BankAmerica Corp., San Francisco. **(m)**— Merged into Pacific National Bank, Miami, on July 22, 1985. **(n)**— Edge changed its name. It was formerly known as Pittsburgh International Bank. **(o)**— Opened in June 1984. **(†)**— Assets for this branch are included in assets reported for the head office.

# A Current Listing of Edge Banks And the People Who Manage Them

American Banker polled the Edge Act Corporations in this country to find out who runs the Edge Banks and to get a sense of what problems they face. This directory was compiled by Rita Kay Meyer.

**Name:** ABN Bank International USA Inc.
**Date established:** 1980
**Who runs Edge Bank:** J. Altink
**Title:** manager
**Number of employees:** 11

AMOS Z. BERGNER

**Name:** American Express Bank International
**Date established:** 1984 (previously American European Bank International)
**Who runs Edge Bank:** Amos Z. Bergner
**Age:** 50
**Title:** president
**Number of employees:** 30

**Name:** Banco Cafetero International Corp.
**Date established:** 1982
**Who runs Edge Bank:** Cesar Gonzalez
**Title:** president
**Number of employees:** 30

ALBERTO PEREZ

**Name:** Banco de Bogota International Corp.
**Date established:** September 10, 1980
**Who runs Edge Bank:** Alberto Perez
**Age:** 35
**Title:** general manager
**Number of employees:** 15

**Name:** Banco de Santander International
**Date established:** 1979
**Who runs Edge Bank:** Eduardo Ruiz de Pellon
**Age:** 49
**Title:** vice president, manager
**Number of employees:** 22

**Name:** Banco de Venezuela International
**Date established:** 1981
**Who runs Edge Bank:** Rudolph Zebeda
**Title:** vice president, general manager
**Number of employees:** 30

BANCO LATINO INTERNATIONAL

**Name:** Banco Latino International
**Date established:** January 10, 1983
**Who runs Edge Bank:** Edelmiro Hernandez
**Age:** 59
**Title:** executive vice president, general manager
**Number of employees:** 27
**Biggest problem Edge chief is trying to solve:** Incorporation into the SWIFT program. Expansion — we are expanding steadily.

ROBERT J. DROUILLARD

BANCO REAL

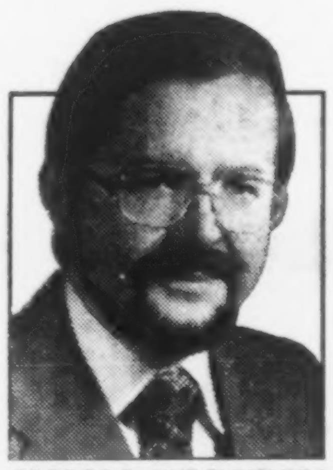
**Name:** Banco Real International Inc.
**Date established:** May 1, 1981
**Who runs Edge Bank:** Robert J. Drouillard
**Age:** 55
**Title:** general manager
**Number of employees:** 5
**Biggest problem Edge chief is trying to solve:** No major problem as we work to increment trade financing to and from Latin America.

RICHARD L. SAALFELD

**Name:** BankAmerica International
**Date established:** 1949
**Who runs Edge Bank:** Richard Saalfeld
**Title:** executive vice president
**Number of employees:** 650

PHILIP M. HAMPTON

**Name:** Bankers Trust Company International
**Date established:** 1973
**Who runs Edge Bank:** Philip M. Hampton
**Age:** 53
**Title:** executive vice president
**Number of employees:** 50
**Biggest problem Edge chief is trying to solve:** Developing within our Edge offices, as we are throughout the bank, a corporate culture that is supportive of our merchant banking business strategy.


GEORGE B. YURCHYSHYN

BANK OF BOSTON

**Name:** Bank of Boston International
**Date established:** 1919
**Who runs Edge Bank:** George B. Yurchyshyn
**Title:** senior vice president
**Number of employees:** 320
**Biggest problem Edge chief is trying to solve:** We are actively working to better integrate our Edge Act with head office policies and procedures in order to assure a uniform image and quality of service throughout the United States.

PETER B. PARSONS

BANKCAL

**Name:** Bank of California International
**Date established:** 1965
**Who runs Edge Bank:** Peter B. Parsons
**Age:** 42
**Title:** senior vice president
**Number of employees:** 55
**Biggest problem Edge chief is trying to solve:** Reconciling the exposure on the debit caps systemwide between New York and head office.

D. B. 'NICK' GRIFFIN

**Name:** Bank of Hawaii International Corp.
**Date established:** 1983
**Who runs Edge Bank:** D.B. "Nick" Griffin
**Age:** 43
**Title:** general manager
**Number of employees:** 9
**Biggest problem Edge chief is trying to solve:** The need to retain existing business and develop new business in a marketplace that is undergoing significant consolidation.

HEBERTO R.C. ESPINOSA

**Name:** Bank of New England International Corp.
**Date established:** 1974
**Who runs Edge Bank:** Heberto R.C. Espinosa
**Age:** 39
**Title:** senior vice president, general manager
**Number of employees:** 13
**Biggest problem Edge chief is trying to solve:** Increase market share in trade financing.

DONN L. WALLING

THE BANK OF NEW YORK

**Name:** Bank of New York International
**Date established:** 1981
**Who runs Edge Bank:** Donn L. Walling
**Age:** 34
**Title:** vice president, general manager
**Number of employees:** 8

**Name:** Barclays International Banking Corp.
**Date established:** September 1981
**Who runs Edge Bank:** William W. Oney
**Age:** 38
**Title:** vice president
**Number of employees:** 7

BNP

**Name:** BNP International Corp.
**Date established:** August 1982
**Who runs Edge Bank:** Jerry M. Cruz
**Age:** 38
**Title:** vice president
**Number of employees:** 7

An Edge corporation is a nationally chartered organization established to engage in international banking and investment under rules established in the 1919 Edge Act. An Edge can make loans, accept deposits, and provide a wide range of banking services — but all of these must be directly related to foreign or international transactions.

GEORGE C. POLLARD

**Name:** Central Cleveland International Bank
**Date established:** December 27, 1968
**Who runs Edge Bank:** George C. Pollard
**Title:** senior vice president, manager
**Number of employees:** 30

WARREN R. LEONARD

**Name:** Chase Bank International
**Date established:** 1980
**Who runs Edge Bank:** Warren Leonard
**Title:** president
**Number of employees:** 280

CHEMICALBANK

**Name:** Chemical Bank International North America
**Date established:** 1979
**Who runs Edge Bank:** William B. Harrison Jr.
**Title:** executive vice president

THOMAS P. NOONAN

**Name:** Citibank International
**Date established:** 1967
**Who runs Edge Bank:** Thomas P. Noonan
**Age:** 45
**Title:** chairman of the board, Citibank International
**Biggest problem Edge chief is trying to solve:** Slowdown in world trade occasioned by remnants of world recession and trade battles.

RICHARD J. McWATERS

C&S

**Name:** Citizens & Southern International Bank, Miami
**Date established:** March 1969
**Who runs Edge Bank:** Richard J. McWaters
**Age:** 48
**Title:** president
**Number of employees:** 93
**Biggest problem Edge chief is trying to solve:** Future direction of the Edge activities and integration of the holding company's other activities.

PETER L. HARGRAVES

CONNECTICUT BANK INTERNATIONAL

**Name:** Connecticut Bank International
**Date established:** April 1971
**Who runs Edge Bank:** Peter L. Hargraves
**Age:** 40
**Title:** president, general manager
**Number of employees:** 26
**Biggest problem Edge chief is trying to solve:** Effectively integrating the abilities of the Edge Act subsidiaries of Connecticut Bank and Trust Company and Bank of New England.

**Name:** Consolidado International Bank
**Date established:** December 1981
**Who runs Edge Bank:** Joan Burton
**Age:** 33
**Title:** general manager
**Number of employees:** 18
**Biggest problem Edge chief is trying to solve:** Efficiently absorbing growth (computerizing manual functions/systems).

EDWARD S. BOTTUM

**Name:** Continental Bank International
**Date established:** 1962
**Who runs Edge Bank:** Edward S. Bottum
**Age:** 52
**Title:** chairman of the board of directors
**Number of employees:** 235

JAMES C. WILLS

**Name:** Crocker Bank International
**Date established:** 1967
**Who runs Edge Bank:** James C. Wills
**Age:** 39
**Title:** vice president, general manager
**Number of employees:** 135

**Name:** First Bank International
**Date established:** National Bank of Commerce 1969, bought by First Bank Minneapolis 1981
**Who runs Edge Bank:** Paul N. Dahlie
**Age:** 45
**Title:** vice president, general manager
**Number of employees:** 22
**Biggest problem Edge chief is trying to solve:** One of our biggest problems facing an Edge our size is to maintain state of the art electronic banking systems.

HAROLD J. MEYERMAN

**Name:** First Interstate International of California
**Date established:** 1962
**Who runs Edge Bank:** Harold J. Meyerman
**Age:** 47
**Title:** executive vice president
**Number of employees:** 125

1ST

**Name:** First Maryland International Banking Corp.
**Date established:** 1981
**Who runs Edge Bank:** Thomas S. Capello
**Title:** vice president, manager
**Number of employees:** 8

NICHOLAS L. S. CROSS

**Name:** First Palm Beach International Bank
**Date established:** 1981
**Who runs Edge Bank:** Nicholas L. S. Cross
**Age:** 42
**Title:** president
**Number of employees:** 25

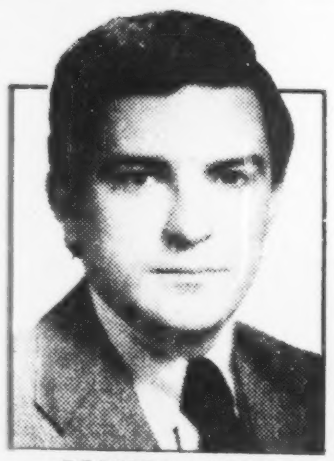
DAVID DORMINEY

FIRST UNION

**Name:** First Union International Banking Corp.
**Date established:** 1980
**Who runs Edge Bank:** David Dorminey
**Age:** 44
**Title:** president
**Number of employees:** 1
**Biggest problem Edge chief is trying to solve:** Determining and justifying correct utilization of the Edge Bank within the First Union corporate structure.

JAMES V. NAPOLI

**Name:** First Wisconsin International Bank
**Date established:** 1972
**Who runs Edge Bank:** James V. Napoli
**Age:** 58
**Title:** first vice president, manager
**Number of employees:** 24

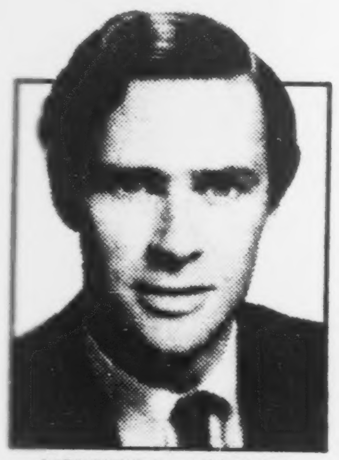

ROBERT L. MELLO

**Name:** Harris Bank International Corp.
**Date established:** 1971
**Who runs Edge Bank:** Robert L. Mello
**Title:** vice president, general manager
**Number of employees:** 45

**Name:** InterFirst International Corp.
**Date established:** 1978
**Who runs Edge Bank:** Roger Scherring
**Age:** 41
**Title:** vice president, general manager
**Number of employees:** 21
**Biggest problem Edge chief is trying to solve:** The continued downward pressure on pricing for our services; competition from new non-financial institutions; and the continued influx of foreign banks.

CARLOS MENENDEZ

**Name:** Irving Trust International
**Date established:** August 1971
**Who runs Edge Bank:** Carlos Menendez
**Age:** 47
**Title:** senior vice president, general manager
**Number of employees:** 82


HERBERT F. ASPBURY

**Name:** Manufacturers Hanover International Banking Corp.
**Date established:** 1980
**Who runs Edge Bank:** Herbert F. Aspbury
**Title:** president
**Number of employees:** 110

MARINE MIDLAND BANK

**Name:** Marine Midland International Bank
**Date established:** 1979
**Who runs Edge Bank:** Steven Vogel
**Age:** 36
**Title:** vice president, manager
**Number of employees:** 61

THOMAS J. CUSACK

**Name:** Mellon Bank International
**Date established:** June 12, 1963
**Who runs Edge Bank:** Thomas J. Cusack
**Age:** 47
**Title:** vice president, general manager
**Number of employees:** 138
**Biggest problem Edge chief is trying to solve:** The biggest problem to solve right now is the smooth implementation of sender net debit caps. It will take a concerted effort on the part of the banking community to make sure this turns out to be a "non event" as was the implementation of same day settlement and bilateral credit limits.

JOHN W. WARD

**Name:** Merrill Lynch International Bank
**Date established:** 1983
**Who runs Edge Bank:** John W. Ward
**Age:** 42
**Title:** chairman
**Number of employees:** 67

TIMOTHY L. WILSON

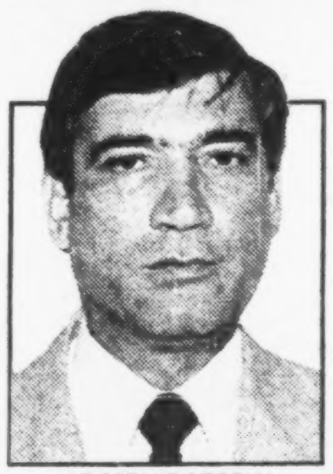
Morgan
International
Bank

**Name:** Morgan Guaranty International Bank
**Date established:** 1976
**Who runs Edge Bank:** Timothy L. Boyd Wilson
**Age:** 53
**Title:** president
**Number of employees:** 83

**Name:** Natwest USA International Bank
**Date established:** December 1982
**Who runs Edge Bank:** Camilo Patino-Nieto
**Age:** 37
**Title:** senior vice president, general manager
**Number of employees:** 15

MAX A. HENRY

**Name:** NBA International Banking Corp.
**Date established:** March 1981
**Who runs Edge Bank:** Max A. Henry
**Age:** 49
**Title:** senior vice president, general manager
**Number of employees:** 5
**Biggest problem Edge chief is trying to solve:** Continue growth of deposits and loans.


JOSEPH BARRELLI

NCNB

**Name:** NCNB International Banking Corp.
**Date established:** 1973
**Who runs Edge Bank:** Joseph Barrelli
**Age:** 46
**Title:** vice president, general manager
**Number of employees:** 31
**Biggest problem Edge chief is trying to solve:** No major problems, however, coping with rapidly changing technology and client needs is a continuing challenge.

H. SOUTENDIJK

**Name of Edge Bank:** Northern Trust International Banking Corp.
**Date established:** 1968
**Who runs Edge Bank:** Huibert A. H. Soutendijk
**Title:** president
**Number of employees:** 70

NORWEST BANKS

**Name:** Norwest International Bank
**Date established:** 1972
**Who runs Edge Bank:** Tobin Levy
**Age:** 41
**Title:** vice president
**Number of employees:** 12
**Biggest problem Edge chief is trying to solve:** Interfacing with Norwest Bank Minneapolis, N.A. for MIS.

**Name:** Petra International Banking Corp.
**Date established:** October 19,1983
**Who runs Edge Bank:** Mohamed R. Chalabi
**Age:** 30
**Title**: general manager
**Number of employees:** 26

FREDERICK HELDRING

**Name:** Philadelphia International Bank
**Date established:** 1967
**Who runs Edge Bank:** Frederick Heldring
**Title:** chairman, president
**Number of employees:** 188

LEE D. CUTRONE JR.

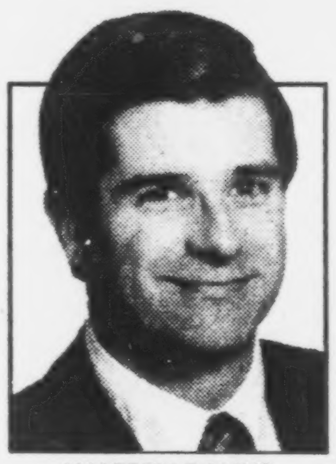
PNC
International
Bank

**Name:** PNC International Bank
**Date established:** January 3, 1980
**Who runs Edge Bank:** Lee D. Cutrone Jr.
**Title:** chairman
**Number of employees:** 33

**Name:** RepublicBank Dallas International
**Date established:** 1982
**Who runs Edge Bank:** Bobbi Cooperstein
**Age:** 34
**Title:** vice president, general manager
**Number of employees:** 18
**Biggest problem Edge chief is trying to solve:** RepublicBank Dallas International's challenge is two-fold: to be as innovative as our client base demands, as well as supporting RepublicBank Corporation in competing effectively and profitably in the international banking arena.

**Republic National Bank of New York**

**Name:** Republic International Bank of New York
**Date established:** 1979 Miami
**Who runs Edge Bank:** Manuel Diaz
**Title:** president
**Number of Employees:** 43
**Name:** Republic International Bank of New York
**Date established:** 1980 Los Angeles
**Who runs Edge Bank:** Leonard Rushfield
**Title:** president
**Number of Employees:** 31


WARREN BANKS

**Name:** Seattle-First International Bank
**Date established:** 1982
**Who runs Edge Bank:** Warren Banks
**Age:**43
**Title:** vice president, manager
**Number of employees:** 7

JOSEPH C. FEGHALI

**Name:** Security Pacific International Bank
**Date established:** 1969
**Who runs Edge Bank:** Joseph Feghali
**Title:** president
**Biggest problem Edge chief is trying to solve:** The biggest challenge we face now is diversifying to make sure we remain a force in the rapidly changing international banking environment. Among the various products we can offer, we think those involving insurance look promising.

**Name:** Skandinaviska Enskilda Banken International Corp.
**Date established:** 1981
**Who runs Edge Bank:** Bo Rassmuson
**Title:** president
**Number of employees:** 50

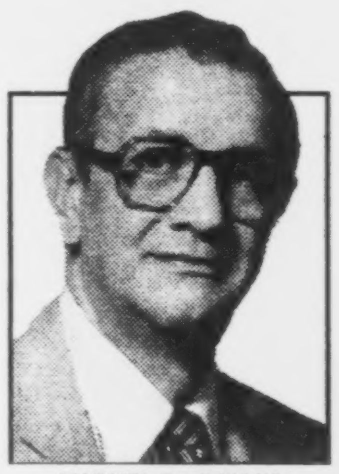
**Name:** State Street Bank Boston International
**Date established:** 1965
**Who runs Edge Bank:** Barry M. Knudsen
**Age:** 34
**Title:** vice president
**Number of employees:** 32

WILSON L. CONDIT

Texas Commerce Bank

**Name:** Texas Commerce International Bank
**Date established:** March 15, 1983
**Who runs Edge Bank:** Wilson L. Condit
**Age:** 55
**Title:** vice president, general manager, director.
**Number of employees:** 20
**Biggest problem Edge chief is trying to solve:** Business development competition.

**Name:** Tokyo Bancorp International Inc. (Houston)
**Date established:** 1976
**Who runs Edge Bank:** Shiichi Shicume
**Title:** president
**Number of employees:** 10


MIGUEL R. GALVIS

**Name:** Union Chelsea International Bank
**Date established:** 1981
**Who runs Edge Bank:** Miguel R. Galvis
**Age:** 56
**Title:** executive vice president, general manager
**Number of employees:** 13

GLENN D. McCOY

Wachovia
Bank&Trust

**Name:** Wachovia International Banking Corp.
**Date established:** April 1973
**Who runs Edge Bank:** Glenn D. McCoy
**Age:** 31
**Title:** vice president, general manager

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American Banker

The Daily Financial Services Ne

VOL. CL NO. 213

Tuesday, October 29, 1985

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BETHESDA MD 20814

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# Random Thoughts

By SANFORD ROSE

One of the most curious paradoxes of modern American economic life is that Republican presidents have supported higher levels of trade protection, while Democratic presidents have emerged as enthusiastic free traders.

That the opposite should be true needs little elaboration. The evidence shows that the U.S. imports goods that embody a lot of unskilled labor and exports capital-intensive goods — a proposition that has been challenged, though not refuted, by some economists. Therefore Democratic presidents, who are ostensibly pro-labor — and especially blue-collar labor — should be protectionist, while Republican presidents, who are ostensibly pro-capital, should be unregenerate free traders.

Party rhetoric conforms to this characterization. But, alas, the historic record belies the rhetoric. Before World War II, increases or decreases in protection could be measured by tariff behavior. And substantial tariff hikes were achieved under Republican administra-

➻ Random Thoughts: Page 4

AN AMERICAN BANKER SPECIAL REPORT

# Farmers Grateful for Bank's Tight Fists

By RICHARD RINGER

Third of a four-part series

LAURENS, Iowa — During better times, E.B. Pannkuk would hold on to his car for two years and then trade it in on a newer model. "It made sense" to do it that way, says Mr. Pannkuk.

ON THE ROAD IN IOWA

Today, he is driving around in a three-year-old Cadillac and has no plans to trade it in for at least another year. "Got to make do with what you have when times are tougher," says Mr. Pannkuk.

He applies the same standards to farm borrowers who seek loans from the Laurens State Bank, of which Mr. Pannkuk is president.

In recent years, some farmers walked in with dreams of getting loans to purchase new equipment or additional land. They walked out convinced by Mr. Pannkuk that they simply would have to make do with what they had. "We just couldn't let them do it [overextend themselves]," says Mr. Pannkuk.

Since then, some of the farmers have returned to the bank to thank him for being so tightfisted. Their debt loads are manageable, and many of the borrowers already know that they will qualify for operating loans next spring. Mr. Pannkuk, too, is content, because his bank has done well despite the prolonged farm financial crisis.

The $41 million-asset bank finished last year with a profit of $435,000 and virtually no troubled loans. This year, as of the beginning of October, the

➻ Farm: Page 32

# Comptroller Unveils Rules On Disclosure

## Seeks to Inform Depositors And Encourage Prudence

Washington Bureau

WASHINGTON — The federal regulator for national banks announced proposals to increase bank disclosure in such areas as financial performance, service charges, fees, and funds availability.

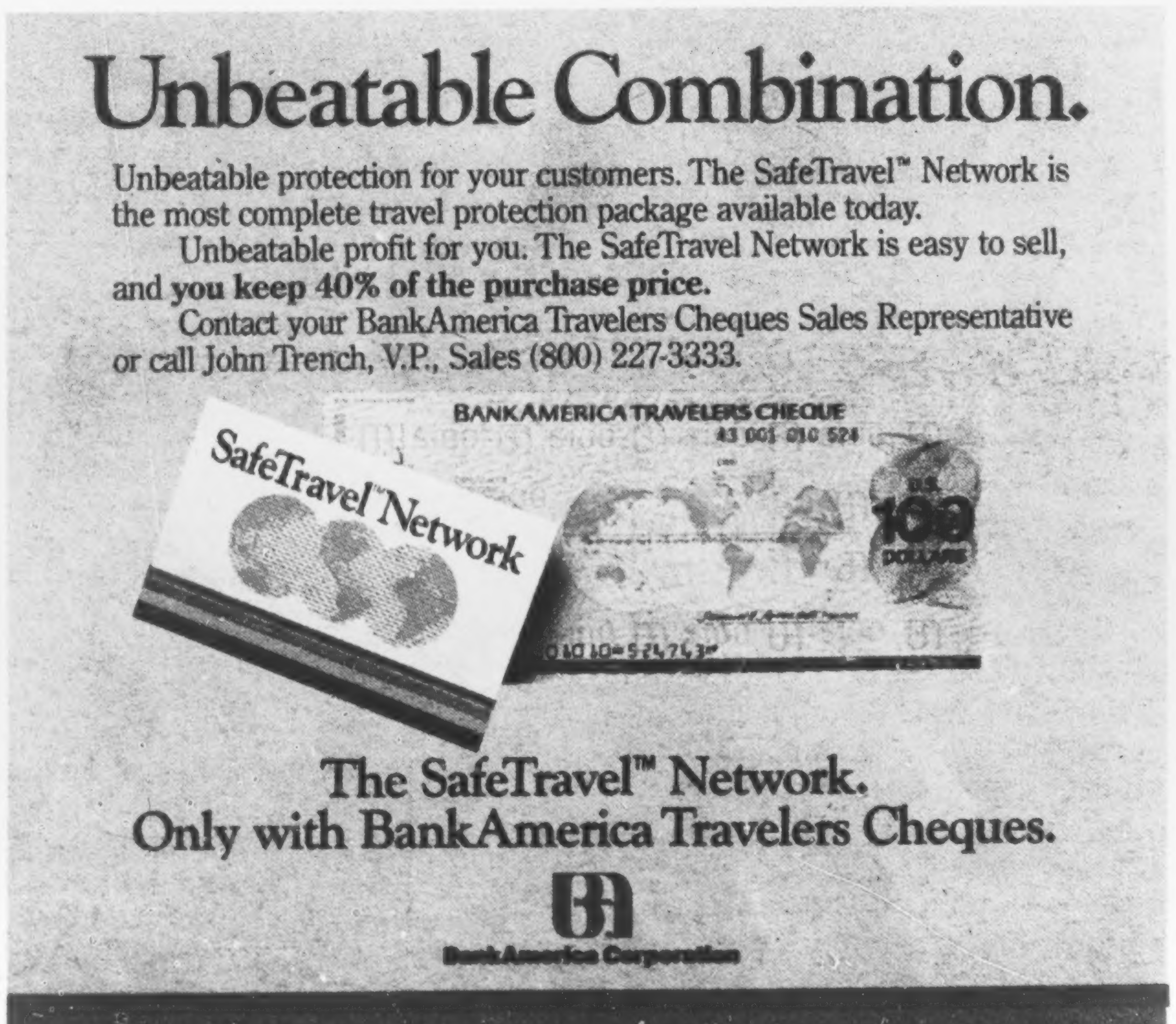
Acting Comptroller of the Currency H. Joe Selby said that enhanced disclosure will "facilitate informed decision-making by depositors and investors and encourage banks to act more prudently." Better access to consumer service information will help depositors in choosing their bank and reduce risk to the federal insurance fund, he said. The first required report would be the annual report for fiscal 1986.

Enhanced disclosure has been endorsed by both the Comptroller and the Federal Deposit Insurance Corp., though each agency is pursuing a different set of disclosure rules. The Federal Reserve is not pushing for increased disclosure, Fed staffers say.

The Comptroller's proposals, in effect, would require all national banks to disclose financial information in a similar fashion to disclosures now required by the Securities and Exchange Commission. National banks that already register securities with the SEC as part of a bank holding company or that have with 500 or more shareholders may continue to use their current disclosures, as long as they meet the requirements of this parallel regulation, according to the Comptroller. The proposed rules are out for public comment for 90 days after they appear in the *Federal Register*.

Specifically, the Comptroller pro-

➻ Disclosure: Page 39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AN AMERICAN BANKER SPECIAL REPORT

# Shrewd Lending Pays Off as Some Banks Weather Farm Crisis

**Continued from Page 1**

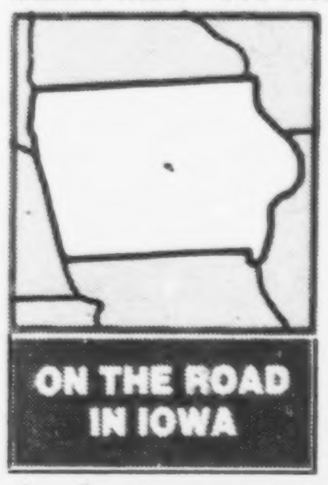
Laurens State Bank had a profit of $700,000.

However, about $300,000 worth of farm and agriculture-related loans are likely to be charged off by the end of the year. Still, the bank anticipates having enough income to strengthen its capital base by up to $500,000.

The Laurens State Bank and Mr. Pannkuk are examples of how a bank with shrewd and prudent management can do well, even in a crisis. And it has been more than a generation since a financial crisis the magnitude of the current one has struck rural Iowa.

### A Bank Examiner 50 Years Ago

Mr. Pannkuk's hard-nosed lending policy is a throwback to what he learned more than five decades ago while working as a bank examiner for the state of Iowa. For seven years in the 1920s and 1930s, Mr. Pannkuk criss-crossed Iowa, closing insolvent banks. On Dec. 20, 1932, he arrived in Laurens to close and liquidate the two banks that were here then.



Afterward, he stayed in Laurens and opened another, the Laurens State Bank.

At 81, Mr. Pannkuk, who wears a pencil-thin mustache, still goes to work at the bank each day. He takes part in meetings of the loan committee, which daily reviews the loan applications made the previous day.

And despite his age, Mr. Pannkuk has embraced the changes that the bank has needed to make, says Richard DeYoung, the bank's executive vice president and also Mr. Pannkuk's son-in-law.

It is Mr. Pannkuk whom some bankers mention when they talk about the skill, sensitivity, and ability that helps many Iowa bankers get through the farm crisis. Many of Iowa's 634 banks are located in small, rural towns whose lifeblood is agriculture.

The Iowa bankers are older than in other states. The average age of senior management at Iowa's banks is the highest in the country, says Randy P. Steig, executive director of the Iowa Bankers Association. Nonetheless, Mr. Steig says, the bankers are neither set in their ways nor resistant to necessary changes.

"Bankers are forced to change whether they want to or not," he says.

Laurens is located in Pocahontas County in northwest Iowa, an area blessed with rich, black topsoil several feet deep. It is some of the best soil in Iowa, or for that matter in the Midwest.

The population of Laurens has grown to about 1,800. And like many towns throughout Iowa, it has its share of problems resulting from the sagging agricultural economy. For example, a variety store directly across from the Laurens State Bank on South Third Street closed three months ago, partly because of a lack of business from farmers.

In fact, says Kenneth Stone, an economist at Iowa State University, Laurens has some of the characteristics that make small, rural towns vulnerable to the crosscurrents resulting from the malaise of the farm economy.

However, the shrewd strategies and philosophies of bankers such as Mr. Pannkuk and others in Pocahontas County are helping towns like Laurens do better than many others.

Part of the reason for the good track record of the Laurens State Bank and the town itself is that the bank officers know the farm borrowers. Mr. DeYoung, the executive vice president, was born and raised in Laurens. And Mr. Pannkuk has lived there since before the bank's charter was issued 50 years ago.

Photo by Richard Ringer

**OVERTAKEN BY EVENTS:** James O'Neill, president of First Trust & Savings Bank, Armstrong, Iowa, 'never ever envisioned a time when it [the agricultural economy] would be this tough.' Loan losses at his bank may skyrocket this year.

Many of the bank's first customers had done business with the two banks Mr. Pannkuk helped liquidate in the 1930s. "Now," he says, "their offspring are coming to us."

"We know those people," says the spry Mr. Pannkuk. "That's a big advantage in running the bank." And he adds: "The type of people we got are anxious to pay their debts. Because of that, you've got to help keep them going."

### Knowing Customers Is No Guarantee

Still, bankers caution, knowing farm customers is no guarantee that they will repay their debts. A farm borrower may not always act in the same manner when confronting a financial crisis as he would under normal conditions, bankers say.

"There's a lot more to be saved [by helping the farm borrowers] than by cutting them off," says Mr. DeYoung. "Any good town has a good bank."

And, he adds, "if I'm going to prosper, the town has to prosper."

In north central Iowa, near the border with Minnesota, is Armstrong. The town, about 80 miles northeast of Laurens, is not unlike many other rural Iowa towns in many respects. The grain elevator and farmers' cooperative are in the center of town. There is a Casey's General Store, part of a chain of look-alike convenience stores that seem to pop up in any Iowa town, no matter how many people live there.

About 1,100 people call Armstrong their home, and at Casey's the folks can buy everything from gasoline to milk to toothpaste to dog food.

At the cafe, a roll-and-coffee breakfast costs 80 cents. There is no charge for coffee refills. The waitress is prompt and friendly, and she does not grumble if no tip is left. Everyone knows that money is tight in farm towns.

Armstrong has one bank, the First Trust & Savings Bank, which is a family affair of sorts. The president is James M. O'Neill, 53. His younger brother, Jean, is executive vice president. Their father, Fred, spent part of his career at First Trust & Savings Bank, having arrived there during the difficult days of the Depression in 1932.

The bank was chartered about five years earlier. Fred O'Neill was asked by Iowa officials to manage the bank. He earned $70 a week for his efforts. By 1935, the bank had assets of $150,000 and revenues of $8,000.

Today, the bank has assets of $22.5 million, about 65% of that in agriculture-related loans. Earnings have been good in recent years, says Mr. O'Neill, the president. But with mounting loan losses, he says, he expects the bank to be lucky to turn a profit this year.

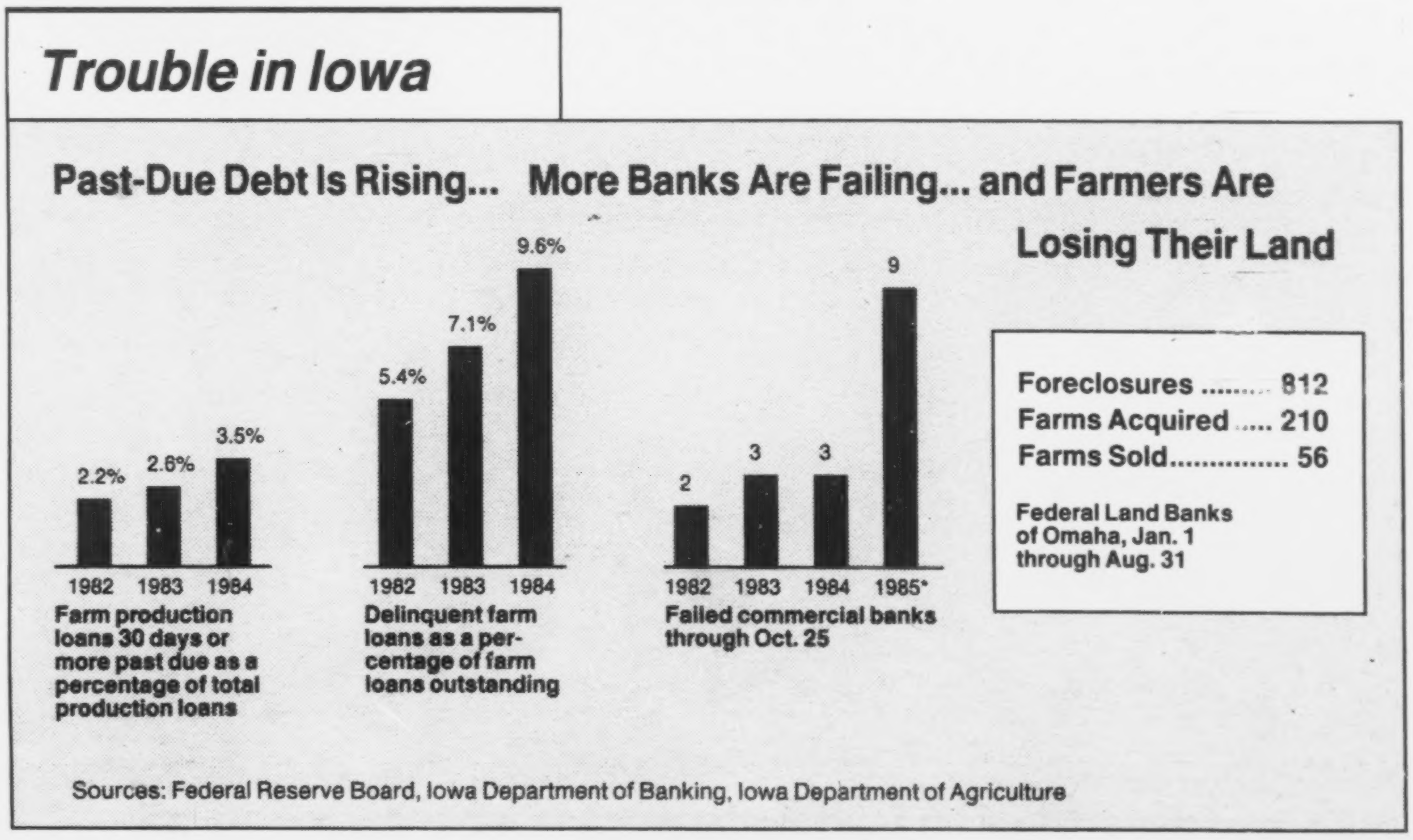
James O'Neill will not speculate on just how much the loan losses may total, but he says there is the possibility that it will be in the hundreds of thousands of dollars. From the late 1950s to the mid-1970s, says Mr. O'Neill, loan losses averaged only $750 annually.

He says he "never ever envisioned a time when it [the agricultural economy] would be this tough. Nobody has had to see anything like this. He would have to be a leftover from the last Depression" to find any comparisons.

Mr. O'Neill is the third generation of his family to live in Armstrong, and he is determined to help the town and the farm borrowers overcome the persistent financial problems.

"In a little town," especially a one-bank town such as Armstrong, says Mr.

➡ **Farm: Page 36**



| | |
|---|---|
| Foreclosures | 812 |
| Farms Acquired | 210 |
| Farms Sold | 56 |

Federal Land Banks of Omaha, Jan. 1 through Aug. 31

Sources: Federal Reserve Board, Iowa Department of Banking, Iowa Department of Agriculture

## Alexander . . .

Continued from Page 3

recalled his ability "to stay calm in a storm, all the time puffing a pipe and studying the situation before taking action — which he could do rapidly."

Robert W. Crawford, executive vice president of the Missouri Bankers Association, said the industry had "lost a Roman" in Mr. Alexander, who was himself president of that state banking group in 1959-1960. Mr. Crawford praised Mr. Alexander, calling him a statesman, strong in organzational skills, and fiercely competitive. But his style, Mr. Crawford said, was generally subdued.

In honor of his retirement from the ABA earlier this year, the Missouri Bankers Association initiated a W.W. Alexander memorial scholarship, which will provide financial aid to students of finance.

Over the years Mr. Alexander had maintained his close ties with Missouri, traveling frequently to Missouri Bankers Association gatherings, to visit his mother in Trenton, and to keep his affairs in order as chairman of the Trenton Trust Co. and publisher of his hometown newspaper, the *Trenton Republican-Times*.

During his 16 years as executive vice president of the ABA, Mr. Alexander was best known for consolidating and moving the trade association from New York to Washington in 1971, and making an institution of the ABA's "banking leadership conference" — a membership forum for consensus-building that Mr. Alexander used to establish policies.

Most recently, Mr. Alexander lived in Reston, Va., with what he called his "second family," consisting of his wife, Sandy, and two young daughters, Meg and Kay. He also had three children by a previous marriage.

A memorial service will be held Wednesday in Reston, with funeral services scheduled for Friday in Trenton, Mo. ■

## Farm . . .

Continued from Page 32

O'Neill, "the bank is the hub of everything. More or less, everything is going to depend on what the bank can or can't do."

The First Trust & Savings Bank is doing what it can to help. While the bank does primarily agriculture-related lending, First Trust & Savings also has boosted the community by financing some manufacturing businesses.

The bank helped finance the Armstrong Rim & Wheel Manufacturing Co. when it opened in 1968. It took several years for the company to turn a profit, says Mr. O'Neill. But, in 1974, the company modernized its facilities, which are located just outside Armstrong. Since then, business has expanded at such a pace that the facility has grown to four times its original size.

The company is now one of the largest rim and wheel manufacturers in the country, employing about 80 people, and creating another dozen or so jobs in support areas. In all, those jobs support about 20% of Armstrong's total population.

The jobs created by the company, says Mr. O'Neill, are a big plus in the economically hard-hit agricultural area. As always in lending, Mr. O'Neill says, the bank took a risk in financing the company. But the bank was prudent in its lending, he adds, and the town has benefited.

Despite being located in a rural area, Armstrong has a quality of life that many other rural Iowa towns probably envy. The town has a new community golf course, two supper clubs, and new residential areas that have sprouted near the corn and soybean fields. And the town also has a doctor, a dentist, and an optometrist — professionals not always found practicing in the same rural town.

"A lot of what Armstrong has," says Mr. O'Neill, "is because we've had the industry.

"It helps the community immensely to have those jobs."

**Next: One farmer's financial problems.**

## Pru-Bache . . .

Continued from Page 3

retirement plans known. Despite giving up their positions, both will remain active with the firm.

Pru-Bache Securities posted a $113 million loss in 1984, which is believed to be the largest loss ever reported by a full-service securities firm. Despite the shortfall, officials from the parent firm, Prudential Insurance Company of America, have voiced their support for Pru-Bache management and repeatedly denied rumors that they were considering selling the unit.

Mr. Sherrill will be acting head of the company's new merchant banking group, which will serve as the umbrella group for corporate finance, trade finance, interest-rate swaps, and PruCapital, which provides financing services for public utilities and midsize industrial companies. Peter A. Bernard was named vice chairman of PruCapital and will report to Rodney Reyolds, chairman and CEO of PruCapital.

Greg Smith, an executive vice president in charge of research and institutional equity sales, will run P-B Investment Management Group, another arm of the merchant banking group. ■

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Michael J. Agnese
Associate Special Agent in Charge

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Michael J. Agnese
Associate Special Agent in Charge

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Michael J. Agnese
Associate Special Agent in Charge

DEA Case No. CJ-85-0164: Notice is hereby given that on 8/19/85 the following items were seized at LaGuardia Airport, Queens, New York for violation of 21 USC 881: $74,000.00. Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $2,500.00., in the form of a cashier's check or certified check made payable to the U.S. Dept. of Justice, or approved surety on or before 11/11/85. An indigency petition may be filed in lieu of a cost bond. Otherwise, the property will be administratively forfeited pursuant to 19 USC 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 USC 1618 and 21 CFJR 1316.71-1316.81 without filing a cost bond.

Michael J. Agnese
Associate Special Agent in Charge

### Auction Notices

Sounio Service Station will sell 11/24/85 at 9 AM at 23-34 42nd Street, Astoria, NY 1976 Mercury 6E38F521352 Re: R. Schoenfeld. Published 10/29 & 11/5/85.

### Legal Notice

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Michael J. Agnese
Associate Special Agent in Charge

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Michael J. Agnese
Associate Special Agent in Charge

### Auction Notices

DEFAULT IN A Security Agreement Made By East Coast Communications Inc. To Mona Horowitz. Sale, Oct. 30, 1985 At 11 A.M. At 901 Huguenot Ave., Staten Island, N.Y. R/T/I In & To Chatt., Fixt. & Equip. Subject to Prior Liens & S/A. Secured Party Reserves The Right To Bid. LEO FRANK INC.

### Legal Notice

DEA Case No. CJ-85-0119: Notice is hereby given that on 5/18/85 the following items were seized at J.F.K. Airport, Jamaica, New York for violation of 21 USC 881: $1,100. Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $250.00, in the form of a cashier's check or certified check made payable to the U.S. Dept. of Justice, or approved surety on or before 11/11/85. An indigency petition may be filed in lieu of a cost bond. Otherwise, the property will be administratively forfeited pursuant to 19 USC 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 USC 1618 and 21 CFJR 1316.71-1316.81 without filing a cost bond.

Michael J. Agnese
Associate Special Agent in Charge

DEA Case No. CJ-85-0047: Notice is hereby given that on 1/3/85 the following items were seized at Air Lingus Cargo Bldg., JFK Airport, Jamaica, New York for violation of 21 USC 881: 1979 Chevrolet Impala VIN: 1T19M9B524677. Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $360., in the form of a cashier's check or certified check made payable to the U.S. Dept. of Justice, or approved surety on or before 11/11/85. An indigency petition may be filed in lieu of a cost bond. Otherwise, the property will be administratively forfeited pursuant to 19 USC 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 USC 1618 and 21 CFJR 1316.71-1316.81 without filing a cost bond.

Michael J. Agnese
Associate Special Agent in Charge

### Auction Notices -

FRED REISNER, INC, Auctr Lic #732421 Sells Nov. 7, 1985 at 10 AM at 4332 Industrial Pl, Island Pk, LI, NY 1978 Chev 1Q87L8N502065 Acct Raymond R. Roth; 11 AM at 1740 Atlantic Ave., Bklyn, NY 1969 Buick 494879H911388 Acct James C. Howard; Published Oct. 22,29, 1985.

### Partnership Notices

HOBES SOUND CITRUS LIMITED PARTNERSHIP, principal office c/o Worms & Co. Inc., 900 Third Ave., NY, NY. Substance of Certificate of Limited Partnership filed in NY County Clerk's office 10/17/85. Business: acquire, own, operate etc. certain citrus properties in Martin Co., FL. and activities related thereto. Term: until Dec. 31, 2010 unless earlier terminated per Agreement. General Partner (GP): Worms Citrus Limited Partnership, 900 Third Ave., NY, NY. Limited Partner (LP): William E. Huebner, Smith Cove Mews, Unit #7, 603 Steamboat Rd., Greenwich, CT, cash contribution $100., share of profits 99%. No further contribution from LP. No time agreed upon for return of LP's contribution. LP has no right to substitute assignee as sub. LP. GP may admit additional LPs. No priority among LPs as to contributions or compensation by way of income. Ptshp terminates upon withdrawal, liquidation or bankruptcy of GP. LP has no right to demand and receive property other than cash in return for contribution.

OFFICE ALTERNATIVES - NEW YORK, L.P., 26 Broadway, NYC. Substance of Certificate of Limited Partnership filed in New York County Clerk's Office October 18, 1985. Business: Operating an excecutive office center and other business activities incident thereto. General Partners: Office Alternatives, Inc, 418 Valley Rd, Upper Montclair, NJ; L. William Berger, 418 Valley Rd, Upper Montclair, NJ. Limited Partner and Cash Contribution: Susan O. Soss, 418 Valley Rd, Upper Montclair, NJ, $500. Partnership to continue until Dec 21, 2020 unless sooner terminated. No additional contributions to be made. No time agreed upon for return of contributions. The partners share of profits shall be in proportion their contribution bears to total contributions. No LP shall assign their interest without consent of GPs. Additional LPs may be admitted. No priority among LPs. On death, retirment or insanity of a GP, remaining GP may continue the business. No LP shall demand property other than cash in return for contribution.

### Foundation Notice

NOTICE

The annual report of **THE ZEITZ FOUNDATION, INC.** for the fiscal year ended June 30, 1985 is available at its principal office located at 270-18N Grand Central Parkway, Floral Park, New York 11005, (718) 229-8284, for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Robert Z. Rosenthal.